



**REQUEST FOR PROPOSALS
HYPERCONVERGED
INFRASTRUCTURE HARDWARE
AND PROFESSIONAL SERVICES**

November 15, 2023

**Issued by:
TJ Johnson, IT Director
Town of Vail
Information Technology Department
75 S. Frontage Road West
Vail, Colorado 81657
tjohnson@vail.gov**



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INTRODUCTION AND INSTRUCTIONS TO RESPONDENTS

Introduction

This project is being undertaken to install new hyperconverged infrastructure equipment in our West Vail data center, as well as a redundant installation in our backup data center. The project is located all within the Town of Vail, Eagle County, Colorado. Both of the new hardware stacks must be fully installed, configured, and ready to be used as the Town’s primary technology stack **no later than April 1, 2024**.

Instructions

Intent to Bid

All Respondents who wish to respond to this RFP must register with TJ Johnson at tjohnson@vail.gov. All information shall be submitted via email with PDF attachments – no hard copies, please.

Questions

Please submit any questions to TJ Johnson via email at tjohnson@vail.gov by **November 28 at 4:00 PM MST**.

Schedule of Events

Activity	Due Date
RFP Distribution	November 15, 2023
Deadline for Question Submission (via email)	November 28, 2023 4:00 PM MST
Response to Questions (via email)	November 30, 2023 4:00 PM MST
Response Due Date (via email)	December 13, 2023 12:00 PM MST
Contract Award (Anticipated)	December 21, 2023
Anticipated Project Start	February 2024



In the event it becomes necessary to revise any part of the bid, addenda will be posted to the Town of Vail’s website. It shall be the Respondent’s responsibility to make inquiry as to changes or addenda issued. All such changes or addenda shall become part of the contract and all Respondents shall be bound by such addenda.

- A. The Town reserves the right to take other action before a contract is signed or a purchase order is approved; even after Town Council accepts or approves the bid.
- B. Please provide all pricing necessary to meet the Specifications (Section 2.0), including price per unit or service (as applicable), total cost (including any shipping & handling), and earliest completion date possible, considering all factors.
- C. Applicable Laws: the Ordinances and Charter for the Town and the laws of the State of Colorado concerning competitive bids, quotes, contracts, proposals and purchases will be employed.
- D. Taxes: The Town is generally exempt from Federal Excise and Colorado Sales Tax, so prices shall not include tax. The Town is a governmental agency and typically qualifies for governmental discounts.
- E. If the Respondent elects to deviate from the Specifications stated, all exceptions or other changes shall be clearly noted, and details provided.
- F. Proposals may not be withdrawn or changed for a period of ninety (90) days after the official date of opening thereof. This time period may be extended by mutual agreement of the Town and any Respondents.
- G. All proposals shall stipulate an earliest possible completion date, which cannot be later than **April 1, 2024**.
- H. Proposals shall include all charges for delivery, packing, crating, containers, handling etc. No additional charges shall be added to the proposal price. Prices bid will be considered as being based on F.O.B. Delivered, freight included to the Town of Vail, Attn: TJ Johnson, 75 S Frontage Rd W, Vail, CO, United States.

General Information

Limitations and Award

This RFP does not commit the Town of Vail to award or contract, nor to pay any costs incurred, in the preparation and submission of proposals in anticipation of a contract. The Town reserves the right to shortlist or select one firm from qualified submitters to pursue construction services. The Town may reject all or any submittal received as a result of this request, to negotiate with all qualified sources, or to cancel all or part of the RFP. The Town may negotiate a contract with the first priority firm. If negotiations cannot be successfully completed with the first priority firm, negotiations will be formally terminated and may be initiated with the second most qualified firm and, likewise, with the remaining firms.

The project will be awarded to that responsible, responsive Respondent whose proposal, conforming to this solicitation will be most advantageous to the Town, price and other factors considered. The Town reserves the right to accept a proposal in whole or in part, to award by



item or by group, reject any and all proposals, waive informalities or defects in proposals and accept such proposals which is deemed to be in the best interest of the Town. Any Respondent who is in default to the Town at the time of submittal of the proposal shall have his proposal rejected. The Town reserves the right to clarify any contractual terms with the concurrence of the Contractor; however, any substantial non-conformity in the offer, as determined by the Town, shall be deemed non-responsible and the offer rejected.

In evaluating proposals, the Town Vail shall consider the qualifications of the Respondents, and where applicable, operating costs, delivery time, maintenance requirements, performance data, and guarantees of materials and equipment. In addition, the Town may conduct such investigations, as it deems necessary to assist in the evaluation of a proposal and to establish the responsibility, qualifications, and financial ability of the Respondent to fulfill the contract. The Respondent's experience with the other users shall be taken into consideration when evaluating responsibility of the Respondent.

All proposals submitted in response to this invitation shall become the property of the Town and be a matter of public record available for review.

EXISTING ENVIRONMENT

Data Center Facilities

1. The primary VXRail stack is currently housed at our Municipal building in Vail.
2. We have a state-of-the-art data center located in a Town of Vail owned and operated building in West Vail, which currently houses our secondary VXRail stack. This will replace the Municipal building location as the primary data center. It is fully secured with space to rack the new hardware, and has modern power, cooling, fire suppression, and security in place. The primary VXRail stack and the Rubrik installation will be here.
3. Our secondary data center will be in a new location at our Public Works facility, and is supplied with necessary power, cooling, and security functions.

Current Hardware Solution

- 1) VXRail 570F cluster in each data center location
 - a) 2 clusters of 4 nodes each
 - b) 24 CPU cores per node, 96 per cluster
 - c) 768 GB RAM per node, 3072 GB per cluster
 - d) 140 TB storage
 - e) Data Domains for backup and recovery
 - f) Additional storage available on Isilon device



OUR SUBMITTAL REQUIREMENTS

Cover Letter

1. Cover Letter (in PDF format) sent to tjohnson@vail.gov, IT Director, should serve as both an introduction of the Respondent and an overview of the proposal.
 2. The letter shall include a statement to the effect that the proposal shall remain valid for a period of not less than ninety (90) days from the due date for proposal.
-

1.0 Required Respondent Information

1.1 *Company Background*

Provide as directed, a description of your company, identifying the number of employees in your local office and any national affiliation you have with other providers or product manufacturers. In addition, provide a history of your company, which will include information about how long you have been in business and how long you have been authorized to install the required manufacturer's products. Respondent must provide type of organization (Corporation, Sole Proprietorship, Limited Liability Corporation, Partnership, etc.) including date of formation. Any supplemental information the Respondent believes may be pertinent to the selection process may be provided.

The Proposal must demonstrate that the Respondent has at least three (3) years of experience, with a legally registered business name, that provides services of a similar type and scope as described in the Specifications (Section 2.0). The Respondent shall not have filed for bankruptcy under any business name over the past five (5) years.

Provide the following information:

1. Legal Name and Address
2. Organizational Type/Structure
3. State of incorporation
4. Federal Identification Number
5. Colorado Business License Number and Certificate of Good Standing
6. Size of organization
7. Licensure/accreditation or other relevant information
8. Experience:
 - a) Years company in business
 - b) Years firm has represented the equipment manufacturer



1.2 Respondent Personnel

This section shall contain resumes with names, contact numbers and description of experience, including licenses and/or certifications, of all key personnel who would be assigned to perform the Services. At a minimum, the Respondent must include information for Account Manager, Sales Director, Project Manager, Solution Design and Implementation. Include also major subcontractors (if any) and their degree of involvement. If the Respondent is including any subcontractors, the Respondent shall identify how long the Respondent has worked with the subcontractor.

1.3 Certifications

Respondent must be certified on the required manufacturers' systems and provide authorizations in their proposal.

1.4 References

The Town of Vail reserves the right to request references as part of its evaluation. If requested, the references shall include names, addresses, and telephone numbers of the clients for whom prior work was performed and include an explanation of the services provided.

1.5 Quality Management

The Respondent must demonstrate to the Town of Vail its commitment to quality management. Please provide details on the Respondent's Quality Assurance program.

1.6 Agreement(s)

Submit as an Attachment to your proposal a copy of any Agreements that you would like to act as the governing instrument of this business relationship.

1.7 Evidence of Insurance

Respondent shall provide evidence of possession of insurance.

2.0 Specifications

2.1 Hyperconverged Infrastructure Hardware

The Town of Vail, Colorado is requesting proposals to provide all hardware and services necessary for the installation and configuration of Dell hardware as described in this RFP. Additionally, the proposal shall include the costs to install and configure a Rubrik hardware device in the Town's primary data center to protect against potential data compromises and ensure an incorruptible backup dataset is always available.

Both VMWare and Windows licensing will be needed for this hardware to be used upon go-live. At the current time, licensing is not to be included in this proposal and will be



handled separately. This is due to circumstances beyond both the Town's and potential Respondents' control. Licensing will be addressed at a later time/

Unless otherwise stated by the Respondent, the proposal shall be considered as being in accordance with the Town's Specifications. References to a particular trade name, manufacturer's catalog, or model number are made for descriptive purposes to guide the Respondent in interpreting the requirements of the Town and should not be construed as excluding proposals on other types of materials, equipment and/or supplies. However, the Respondent, if awarded a contract, will be required to furnish the particular item referred to in the Specifications or description unless departure or substitution is clearly noted, described in the proposal with details attached. The Town reserves the right to determine if the equipment/product being proposed is an acceptable alternative. All equipment shall be new unless otherwise so stated in the proposal. Any unsolicited alternate proposal, or any changes, insertions, or omissions to the terms and conditions, specification, or any other requirements of this bid, may be considered non-responsive. The Town reserves the right to disregard any conflicting terms and conditions submitted by the Respondent and hold the Respondent to the submitted proposal price. Respondents are strongly encouraged not to submit anything with their proposal that is not specifically requested in this solicitation.



Specifications

Qty	Part Number	Description
4	210-BBGS	VxRail V670F, All Flash
4	329-BDWH	PSNT Info
4	379-BENB	vSAN Node
4	384-BDHB	VxRail E660/F/N P670F/N V670F Firmware Lock
4	634-BZQX	VxRail Software 7.0.405 Factory Install
4	379-BDYQ	No Transformational License Agreement
4	379-BEWY	Informational Purposes Only
4	321-BGZM	2.5" Chassis with up to 24 HDDS (SAS/SATA) including 8 Universal Slots
4	379-BDSQ	GPU Enablement
4	325-BDYT	VxRail 2U Bezel V2
4	338-CBXJ	Intel Xeon Gold 6326 2.9G, 16C/32T, 11.2GT/s, 24M Cache, Turbo, HT (185W) DDR4-3200
4	338-CBXJ	Intel Xeon Gold 6326 2.9G, 16C/32T, 11.2GT/s, 24M Cache, Turbo, HT (185W) DDR4-3200
4	379-BDCO	Additional Processor Selected
4	370-AFNV	3200MT/s LRDIMMs
32	370-AGEW	128GB LRDIMM, 3200MT/s, Quad Rank
12	400-AZJR	800GB SSD SAS ISE Write Intensive 12Gbps 512e 2.5in Hot-plug AG Drive, 10 DWPD
84	400-AXSK	3.84TB SSD SATA Read Intensive 6Gbps 512 2.5in Hot-plug AG Drive, 1 DWPD
4	540-BCRX	Broadcom 57504 Quad Port 10/25GbE, SFP28, OCP NIC 3.0
4	490-BGRO	GPU Ready Configuration Cable Install Kit R750



Qty	Part Number	Description
4	461-AAIG	Trusted Platform Module 2.0 V3
4	770-BBBQ	ReadyRails Sliding Rails
4	770-BDRQ	Cable Management Arm, 2U
4	450-AKKS	Dual, Hot-Plug, Power Supply, 1100W MM (100-240Vac) Titanium, Redundant (1+1)
8	492-BBDG	Jumper Cord - C13/C14, 4M, 250V, 12A (North America, Guam, North Marianas, Philippines, Samoa)
4	750-ACOM	Fan Foam, HDD 2U
16	470-ACEV	Dell Networking, Cable, SFP28 to SFP28, 25GbE, Passive Copper Twinax Direct Attach Cable, 3 Meter
8	149-BBSF	VxRail VMware, vSAN Advanced, 5 Years
8	634-BYOZ	VxRail HCI System Software, A
84	634-BRIJ	VxRail HCI System Software, Capacity Drive 3.84TB SATA, SSD
32	634-BYMF	VxRail HCI System Software Memory, 128GB
4	379-BDTE	No Rear Storage
4	878-0273	Dell Hardware Limited Warranty
4	878-0947	ProSupport Plus Mission Critical 4-Hour 7x24 Onsite Service with Emergency Dispatch 2 Years Extended
4	878-0948	ProSupport Plus Mission Critical 4-Hour 7x24 Onsite Service with Emergency Dispatch 3 Years
4	878-0951	ProSupport Plus Mission Critical 7x24 Technical Support and Assistance 5 Years
4	951-2015	Thank you for choosing Dell ProSupport Plus. For tech support, visit //www.dell.com/contactdell
4	975-3461	Dell Limited Hardware Warranty Extended Year(s)



Qty	Part Number	Description
4	379-BEWY	Informational Purposes Only
8	823-4156	ProSupport Plus Mission Critical, vSAN, Advanced, 1 Processor, 5 Years
4	389-DYHC	PowerEdge R750 CE, CCC, Marking
4	389-DYHF	Dell/EMC label (BIS) for 2.5" Chassis
4	379-BDSW	SAS/SATA/NVMe Capable Backplane
4	340-CWLS	P/V 670 Shipping, DAO
4	481-BBFG	PowerEdge R750 Shipping Material
4	379-BDTF	2.5 Chassis
4	330-BBVZ	VxRail V670F, Riser Config 2, 1A+2A+3B+4A, 2x16FH DW GPU, 2x8FH, 2x16LP
4	329-BHKE	VxRail V670F Branding
4	329-BFGT	R750 Motherboard with Broadcom 5720 Dual Port 1Gb On-Board LOM
4	412-AAVC	Heatsink for 2 CPU with GPU configuration
4	370-AAIP	Performance Optimized
4	780-BCQR	C43, No RAID
4	405-AAXY	Dell HBA355i Controller Front
4	750-ADED	Front PERC Mechanical Parts, for 2.5" x24 SAS/SATA Chassis
4	403-BCMB	BOSS-S2 controller card + with 2 M.2 480GB (RAID 1)
4	470-AERR	BOSS Cables and Bracket for R750 (Riser 1)
4	385-BBQV	iDRAC9, Enterprise 15G
4	379-BCQY	iDRAC Group Manager, Disabled
4	379-BCSG	iDRAC, Legacy Password



Qty	Part Number	Description
4	379-BCRB	DHCP with Zero Touch Configuration
4	750-ADGJ	Very High Performance Fan x6
4	350-BBYX	No Quick Sync
4	631-AACK	No Systems Documentation, No OpenManage DVD Kit
4	387-BBEY	No Energy Star
4	800-BBDM	UEFI BIOS Boot Mode with GPT Partition
4	350-BCGB	V670F Luggage Tag
4	210-BBGS	VxRail V670F, All Flash
4	329-BDWH	PSNT Info
4	379-BENB	vSAN Node
4	384-BDHB	VxRail E660/F/N P670F/N V670F Firmware Lock
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4	461-AAIG	Trusted Platform Module 2.0 V3
4	770-BBBQ	ReadyRails Sliding Rails
4	770-BDRQ	Cable Management Arm, 2U
4	450-AKKS	Dual, Hot-Plug, Power Supply, 1100W MM (100-240Vac) Titanium, Redundant (1+1)
8	492-BBDG	Jumper Cord - C13/C14, 4M, 250V, 12A (North America, Guam, North Marianas, Philippines, Samoa)
4	750-ACOM	Fan Foam, HDD 2U
16	470-ACEV	Dell Networking, Cable, SFP28 to SFP28, 25GbE, Passive Copper Twinax Direct Attach Cable, 3 Meter
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4	878-0273	Dell Hardware Limited Warranty



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4	878-0948	ProSupport Plus Mission Critical 4-Hour 7x24 Onsite Service with Emergency Dispatch 3 Years
4	878-0951	ProSupport Plus Mission Critical 7x24 Technical Support and Assistance 5 Years
4	951-2015	Thank you for choosing Dell ProSupport Plus. For tech support, visit //www.dell.com/contactdell
4	975-3461	Dell Limited Hardware Warranty Extended Year(s)
4	379-BEWY	Informational Purposes Only
8	823-4156	ProSupport Plus Mission Critical, vSAN, Advanced, 1 Processor, 5 Years
4	389-DYHC	PowerEdge R750 CE, CCC, Marking
4	389-DYHF	Dell/EMC label (BIS) for 2.5" Chassis
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4	379-BCQY	iDRAC Group Manager, Disabled
4	379-BCSG	iDRAC Legacy Password
4	379-BCRB	DHCP with Zero Touch Configuration
4	750-ADGJ	Very High Performance Fan x6
4	350-BBYX	No Quick Sync
4	631-AACK	No Systems Documentation, No OpenManage DVD Kit
4	387-BBEY	No Energy Star
4	800-BBDM	UEFI BIOS Boot Mode with GPT Partition
4	350-BCGB	V670F Luggage Tag
2	210-APHQ	Dell EMC S5224F-ON Switch, 24x 25GbE SFP28, 4x 100GbE QSFP28 ports, IO to PSU air, 2x PSU
2	343-BBLP	Dell EMC S52XX-ON Series User Guide
2	634-BRWJ	OS10 Enterprise, S5224F-ON
4	407-BCZR	Dell Networking, Transceiver, SFP+, 10GbE, SR, 850nm Wavelength, 300m Reach
2	470-ABOX	Dell Networking Cable, 100GbE QSFP28 to QSFP28, Passive Copper Direct Attach Cable, 3 Meter
2	450-AAFH	Power Cord, 125V, 15A, 10 Feet, NEMA 5-15/C13



Qty	Part Number	Description
2	450-AAFH	Power Cord, 125V, 15A, 10 Feet, NEMA 5-15/C13
2	818-4983	Dell Hardware Limited Warranty 1 Year
2	818-5025	ProSupport Plus: Mission Critical 4-Hour 7x24 On-Site Service with Emergency Dispatch, 1 Year
2	818-5032	ProSupport Plus Mission Critical: 7x24 HW/SW Technical Support and Assistance, 5 Years
2	818-5033	ProSupport Plus: Mission Critical 4-Hour 7x24 On-Site Service with Emergency Dispatch, 4 Years Extended
2	951-2015	Thank you for choosing Dell ProSupport Plus. For tech support, visit //www.dell.com/contactdell
2	975-3461	Dell Limited Hardware Warranty Extended Year(s)
2	997-6306	Info 3rd Party Software Warranty provided by Vendor
2	848-8542	5 Years ProSupport Plus OS10 Enterprise Software Support-Maintenance
2	210-APHQ	Dell EMC S5224F-ON Switch, 24x 25GbE SFP28, 4x 100GbE QSFP28 ports, IO to PSU air, 2x PSU
2	343-BBLP	Dell EMC S52XX-ON Series User Guide
2	634-BRWJ	OS10 Enterprise, S5224F-ON
4	407-BCZR	Dell Networking, Transceiver, SFP+, 10GbE, SR, 850nm Wavelength, 300m Reach
2	470-ABOX	Dell Networking Cable, 100GbE QSFP28 to QSFP28, Passive Copper Direct Attach Cable, 3 Meter
2	450-AAFH	Power Cord, 125V, 15A, 10 Feet, NEMA 5-15/C13
2	450-AAFH	Power Cord, 125V, 15A, 10 Feet, NEMA 5-15/C13
2	818-4983	Dell Hardware Limited Warranty 1 Year



Qty	Part Number	Description
2	818-5025	ProSupport Plus: Mission Critical 4-Hour 7x24 On-Site Service with Emergency Dispatch,1 Year
2	818-5032	ProSupport Plus Mission Critical:7x24 HW/SW Technical Support and Assistance, 5 Years
2	818-5033	ProSupport Plus: Mission Critical 4-Hour 7x24 On-Site Service with Emergency Dispatch, 4 Years Extended
2	951-2015	Thank you for choosing Dell ProSupport Plus. For tech support, visit //www.dell.com/contactdell
2	975-3461	Dell Limited Hardware Warranty Extended Year(s)
2	997-6306	Info 3rd Party Software Warranty provided by Vendor
2	848-8542	5 Years ProSupport Plus OS10 Enterprise Software Support-Maintenance
4500	RS-BT-EE-PE-PP	Rubrik Enterprise Edition; per usable BETB; Premium support; prepay 60 months
60	RS-HW-SVC-PE-S2	Support for R6000S-2 hardware, Support; Premium support 60 months
1	RHA-6410S-01-491	r6410s Appliance, 4-node, 120TB raw HDD, 1.6TB SSD, SFP+ NIC, RHA
2	RCA-F3M-CBL-01	Fiber Optic OM3 LC/LC Cable, 3M, pack of 4
2	RCA-SFP-TSR-01	10G/1G Dual Rate SFP+ Transceiver, pack of 4



3.0 Implementation

The Town of Vail would like its Hyperconverged Infrastructure partner to provide turnkey installation services. Please provide implementation pricing based on the following:

3.1 *Project Success Criteria*

- Successful deployment of VxRail system in both primary and secondary datacenters.
 - Integration into existing datacenter environment.
 - Minimal downtime during migration of current workloads.
- Successful deployment of Rubrik Brik in primary datacenter.
 - Configure backup jobs/retention periods based on Town of Vail requirements.

3.2 *Phase 1 - Plan and Design*

- Validation of physical and logical design.
- Validation of current environment and readiness.
- Confirmation of bill of materials.
- Plan for integration into existing environment.
- Town of Vail review and acceptance of design and implementation plan.

3.3 *Phase 2 - Implementation*

VxRail Clusters in Primary and Secondary Sites

- Rack, cable, and power Dell 5224ON switches in each datacenter.
- Initialize each node and upgrade firmware to agreed-upon version from the design session.
- Configure each switch based on outcomes of the design session(s)
- Configure upstream connectivity to the Fortinet switches.
- Configure downstream connectivity to VxRail nodes.
- Rack, cable, and power VxRail 670N appliances in each datacenter.
- Validate initial settings on each node to facilitate connectivity for cluster initialization.
- Validate all vendor prerequisites have been met for deployment of VxRail cluster.
- Initialize each node and upgrade firmware to agreed-upon version from the design session.



- Deploy and configure VxRail Manager for cluster initialization.
- Leverage VxRail Manager to deploy VxRail cluster, leveraging all information gathered during design in the configuration workbooks.
- Create virtual switch(s), VMkernel port(s), and VM network(s) based on outcome of the design session to prepare clusters for production workloads.
- Migrate up to five (5) existing workloads from current environment to newly built environment.
 - Provide support to Town of Vail engineers while they migrate the rest of the VMs from the legacy environment.

Rubrik Clusters in Primary Sites

- Rack, cable, and power Rubrik r6410s appliances in primary datacenter.
- Configure Rubrik Cluster following Rubrik best practices and Town of Vail configuration requirements.
- Collaborate with Town of Vail engineers to integrate vCenter with Rubrik system.
- Configures and verifies the authentication services with AD for user access control.
- Backup configuration and demonstration:
 - Configures backups for up to five (5) Virtual Machine or Physical Servers.
 - Demonstrates a successful backup & restore of a single Windows/Linux Virtual Machine.
 - Demonstrates a successful backup & restore of a single Windows/Linux Physical Server.
 - Demonstrates the various Data protection policies available through the default SLA Domain.
 - Provide support to Town of Vail engineers while the rest of the workloads are configured in backup job(s) with the appropriate retention periods.
- Conducts a basic product Functional Overview to familiarize Town of Vail Engineers with the implemented solution.

3.4 Phase 3 – Project Closeout

- Act as liaison between Dell and TOV Engineers to solve any outstanding issues/problems.
- Act as liaison between Rubrik and TOV Engineers to solve any outstanding issues/problems.



- Complete and deliver following documentation.
 - Design Documents.
 - Any SOPs/MOPs created during the project.
 - As-Built documentation.
- Review the final deliverables with the Town of Vail engineers.
- Review satisfaction and obtain feedback.
- Obtain Town of Vail sign-off on project completion.

3.5 Assumptions

- Work will be completed using a combination of onsite and remote engagements.
- Town of Vail engineers will be responsible for any configuration changes on infrastructure/devices not explicitly outlined in the BOM purchased.
- There are at least four (4) ports open on each upstream switch to facilitate 40G port-channels from each Dell switch.
- Anything not listed in the current SOW is out of scope for project.

4.0 Other Services

- 4.1 Describe any other services or value-added information that you believe would enhance your proposal.

5.0 Cost Proposal

- 5.1 Please provide Respondent's Cost Proposal based on Specifications (Section 2.0) and Implementation (Section 3.0) outlined in this RFP.

SELECTION PROCESS

All proposals will be reviewed by a selection committee and any other reviews as determined to be necessary. The Town of Vail may short-list respondents based upon an evaluation of the written submittals. The Town may arrange for in-person or teleconference interviews with the short-listed respondents for a detailed presentation.

The selected proposal will be the one considered most advantageous regarding price, quality of service, qualifications, and capabilities of Respondent to provide the Specifications required in this RFP and any other factors the Town determines in its sole discretion. The Town may award a contract even if not the lowest priced proposal based upon a review of the identified factors.