

REQUEST FOR PROPOSALS



**Marion County
Issues the Following
REQUEST FOR PROPOSALS
Storage Area Network (SAN) and Enterprise Storage Solution
C25102-IT0913-16**

**Release Date: September 13, 2016
Proposals Due Date: 4:00 p.m. on September 29, 2016**

SECTIONS:

- I. Scope of Services and Background**
- II. Submission Requirements**
- III. Selection/Evaluation Process**
- IV. General RFP Conditions**
- V. RFP Mandatory Submission Forms**
- VI. Exhibits**

SCHEDULE OF EVENTS

Advertisement/Release of RFP September 13, 2016
Deadline to submit questions September 22, 2016
Close date/time for RFP September 29, 2016 4:00 PM
Review by Evaluation Committee Complete by October 10, 2016
On-Site Presentations (if necessary) October 17-21, 2016
Notice of award October 24, 2016

The County reserves the right to adjust the above listed dates as necessary.

I. SCOPE OF SERVICES

INTRODUCTION

Marion County, by and through its Information Technology Department (County), is currently seeking qualified firms to provide Storage Area Network (SAN) and Enterprise Storage Solutions for the County. The purpose of this RFP is to solicit proposals from organizations with expertise in storage environments for the County. Proposer may provide more than one storage solution. All firms submitting proposals are referred to as Proposers in this document; after negotiations, the awarded Proposer will be designated as Contractor.

A. GENERAL INFORMATION

Located in the heart of the Mid-Willamette Valley, Marion County stretches from the Willamette River to the Cascade Mountains encompassing nearly 1,200 square miles. Most of its population of 320,495 can reach the Pacific beaches in less than two hours.

Marion County has 20 cities, including the Oregon's capital, Salem. It is the largest producer of agriculture among Oregon's 36 counties. Marion County's economy is also based on government and education and includes 38 of the largest state agencies, along with Willamette University, Chemeketa Community College, and Corban University.

The Marion County government organization is headed by an elected Board of Commissioners and has 15 departments. Seven departments are headed by elected officials: Assessor, Board of Commissioners, Clerk, District Attorney, Justice Courts, Sheriff, and Treasurer. The remaining eight departments are headed by appointed officials who report to the Chief Administrative Officer: Health, Community Services, Finance, Business Services, Information Technology, Juvenile, Legal Counsel and Public Works.

B. GENERAL OBJECTIVES / BACKGROUND INFORMATION

B.1 Overview

The objective of this request is to seek technical and cost information regarding storage environments for the county to estimate budget needs and product desirables.

B.1.1 Current State

The County's main storage environment consists of 168TB stored in a combination of EMC arrays (VNX5100/VNX5200/VNX5300/NS120), as well as 278TB (compressed) storage on a pair of Data Domain 2500s as backup deduplication targets. In addition, several Dell MD3000s fill in other storage needs.

Server environments that will be serviced by this new storage include:

- 1) VMware ESX on Dell hardware.
- 2) Oracle OVM running on Oracle servers.
- 3) VMware ESX on Dell hardware hosting MS SQL server.

B.2 Contract Term.

The Contract is anticipated to start in November 2016. The initial Contract term shall be for five (5) years. The parties may agree to extend the term of the Contract up to a maximum of five (5) additional years.

C. SCOPE OF WORK

C.1 Work; Acceptance Criteria; Deliverables and Delivery Schedule.

The County has two data center locations inter-connected with 10 GB private fiber as depicted in the attached diagram (appendix A). The plan is to leverage these 2 sites (Location 1 and Location 2) and create a dual data center design that is “active-active” meaning both locations will service production, development, test, and recovery system work loads. The intent is to have each location act as primary storage for some workloads and as failover (disaster recovery) for workloads at the other location.

C.1.1 General Requirements

- C.1.1.1 New storage array for Data Center at Location 1
- C.1.1.2 New storage array for Data Center at Location 2
- C.1.1.3 Replace backup deduplication targets at both locations.

C.1.2 Sizing:

C.1.2.1 Storage Array for Locations 1 & 2

- a. Capacity per system – 140 to 180 TB in year 1
 - 1. Performance specifications per tray
 - i. 50% of proposed TB to be performance storage with at least 60K IOPS
 - ii. 50% of proposed TB to be “cheap and deep”
 - iii. If mid-range performance is proposed, it will be considered

C.1.2.2 Backup target systems for Locations 1 & 2

- a. Current size of each data domain device 24TB raw with 139TB Pre-compressed (90+% full)
- b. Currently backups are written to location 1 and then replicated to location 2. 14 days of daily backups for most systems, Oracle EBS has a 45 day to cover a needed cloning cycle
- c. The new backup target devices to exist at both locations, with bi-directional data replication from each data center to the other for production loads and needed support for development and test.
- d. Target compressed capacity of backup target is approximately 300TB at each location. The goal is to double our capacity in this area to support projects, growth, and move in other workloads that currently use other methods or devices
 - 1. Compression, replicated snapshots, or other means can be used to satisfy backup requirements as long as they can meet recovery objectives
 - i. Recover Point objective’s (RPO) vary from 1 hour to 1 day depending on service level agreements
 - ii. Mission critical systems like Oracle and SQL server, target RPO is 1 hour
 - iii. Target RTO for these mission critical systems is 15 minutes or less

- iv. For the majority of systems the target RPO is 4 hours
- v. Target RTO for these systems is 4 hours or less
- vi. More evaluation points will be awarded for shorter RPO and RTO capabilities

2. Nightly replication between locations is a critical requirement.

C.1.3 Storage Network

C.1.3.1 A goal of this project is to eliminate redundant systems and additional costs where possible. Preference is to eliminate aging fiber channel switching by utilizing iSCSI and the existing Cisco networking hardware using 10 GB ports at each Data Center to connect the storage device is our preferred target. Hardware in place is Nexus 7000 at Location 1 and Nexus 3524 switches at Location 2.

C.1.4 Solution shall be certified to work with VMware 5.5 and above.

C.1.4.1 Using VMware vSphere to manage this storage solution through a “single pane of glass” is our preferred option.

C.1.5 Solution shall be certified to work with Oracle VM version 3.3.2 and above.

C.1.6 The proposed systems are internal to County network and will not be used in the DMZ.

C.1.7 Advanced storage “device to device” replication technology and all needed software shall be included in cost.

C.1.8 Storage snapshots requirements:

C.1.8.1 Ability to snapshot and restore entire VM guest

C.1.8.2 Ability to perform granular file level restores from snapshot

C.1.8.3 Ability to replicate snapshots to storage array at opposite location

a. Benchmark for 4TB LUN initial replication

b. Benchmark for 10% change to 4 TB LUN

C.1.8.4 Ability to create “Application Consistent” restore points

C.1.8.5 Note: the least amount of storage space used by snapshots is preferred.

C.1.9 Storage backup software integration:

C.1.9.1 The proposed system shall fully integrate with currently used backup products (Veeam, LiteSpeed for SQL Server, NetBackup, and RMAN) or this ability shall be on vendor roadmap in 2016. MCIT may consider a non-disclosure agreement if needed

C.1.9.2 Ability to eliminate backup software with equivalent functionality if it is determined by MCIT that proposed change will meet our backup and restoration needs

C.1.9.3 System components shall not be nearing End-of-Life, End-of-Sale, or on a roadmap for either.

C.1.9.4 MCIT may consider a non-disclosure agreement if needed

C.1.10 Each storage system shall include:

C.1.10.1 All products shall include fixed yearly maintenance costs for 5 years, paid yearly.

C.1.10.2 All available software products, licensing, right to use, and unlimited capacity (MCIT not anticipating future need to purchase capacity licensing) shall be provided to the proposed systems as part of initial cost.

- a. Any request to exclude software or limit capacity licensing shall have written explanations provided. MCIT's goal is to have no costs for software in the future based on expansion or unforeseen software features.
- b. All systems shall include but not be limited to:
 1. System engineering, setup, and data migration from existing storage arrays.
 2. System administration training for two (2) people
 3. Proactive hardware and software support (phone home)
 4. Systems that include regular data collection and feedback on performance and capacity statistics is preferred. Any additional licensing for these features shall be clearly explained and included.

C.2 Special Considerations. None.

II. PROPOSAL SUBMISSION REQUIREMENTS

A. REQUIRED RESPONSE / QUALIFICATIONS

Each responsible Proposer shall respond to the Proposal Submission Requirements as presented below. Proposals received without the required information may be rejected as non-responsive.

A.1 Minimum Qualifications

The proposer shall have minimum 3 years of performing government agency services on a similar sized project.

A.2 Submission Requirements

A.2.1 The following describes the required response format necessary to be considered responsive to this Request for Proposals. The purpose of this section is to ensure uniformity in the submission of the proposal information essential to the understanding and evaluation of proposals.

A.2.2 There is a maximum 20 page limitation for the proposal submissions documents. Resumes, mandatory submission forms, and supplemental information will not be counted in the maximum 20 page limitation. Any additional information that a proposer deems appropriate may be included and submitted as an additional section after the required responses.

A.2.3 The firm shall demonstrate to the County's satisfaction that the firm has the expertise and the ability to provide the services. The County will make such investigation as it deems necessary to determine the ability of the firm to provide the desired services. The County reserves the right to reject any proposal if the evidence submitted by the firm or discovered by the County upon investigation of the firm, fails to satisfy the County that the firm is properly qualified to carry out the obligations of the project.

A.3 Proposers must include a response to the following sections in their proposal.

A.3.1 An implementation plan for the proposed solution including setup and data conversion/import time estimates.

A.3.2 A description of the solution's performance, capacity monitoring and reporting capabilities.

A.3.3 A full and complete description of all proposed products system software upgrade process. County is looking to understand the specifics of version changes, patching and upgrades for both hardware and software changes. Proposer shall identify designs that have products that minimize or eliminate system interruptions.

A.3.4 A description of the training and turnover plan to bring the solution to production. Include any automated or manual toolsets necessary to keep the solution operating in a production environment.

A.3.5 Describe details on the proposed solution's support model ie. how does a failed disk drive (controller, power supply, et cetera) get reported, service call logged, hardware delivered, replaced and bought back into service.

A.3.6 A description of all proposed devices position on the vendor product road map to include initial release date, enhancement plans, and anticipated end of life.

A.3.7 Industry standard reference materials outlining the proposed solution's relative standing in the market

B. PROPOSAL SUBMISSION REQUIREMENTS

B.1 Method of Submission

B.1.1 Responses to the RFP shall be prepared by typewriter, computer, or in ink and shall be signed in ink by an authorized representative of the Company. Any alternations or erasures shall be initialed in ink by the person signing the RFP.

B.1.2 One copy (1) copy marked as original (signed in blue ink), signed by a representative of the Proposer who is authorized to bind the Proposer in contractual matters, five (5) copies of the proposal, and one digital copy of the proposal (flash drive or CD) shall be submitted in a sealed envelope/package. The outside of the envelope/package must be clearly marked with the following information: **"RFP for Storage Area Network (SAN) and Enterprise Storage Solution"** and include the company name and address of the proposer.

B.1.3 The firm's fee schedule requested in B.1 must be submitted with the proposal.

B.2 Closing Date, Time and Procedures

B.2.1 Sealed proposals will be received by the County up until, but no later than 4:00 PM (pacific time) on Thursday, September 29, 2016. Deliveries must be made between the County's normal business hours of 8:00 AM and 5:00 PM. Proposals submitted by hand delivery or courier are to be delivered to:

Marion County Finance Department
Attn: Camber Schlag
555 Court Street NE
Salem, Oregon 97301

Or by mail to:

Marion County Finance Department
Attn: Camber Schlag
PO Box 14500
Salem, Oregon 97309

B.2.2 Proposals that are received after the closing time will not be accepted for any reason. Delivery to an office other than the office identified above is not acceptable. If mailing a proposal, Proposer will ensure to allow enough time for the response to be received prior to the date and time of closing. Facsimiles will not be accepted. It is the Proposer's responsibility to ensure its Proposal is received by the County in sufficient time.

B.2.3 Submissions for the project must clearly respond to the elements listed above. The County reserves the right to request additional information from Proposers, in writing and/or in a meeting, pertaining to statements made within Proposer's proposal that Marion County feels is necessary for clarification purposes. Marion County shall have the right to disqualify any Proposer's proposal as a result of the information gathered in its research.

B.2.4 The County reserves the right to accept one or more proposals, accept only portions of proposals, or reject all proposals at its option.

III. SELECTION/EVALUATION PROCESS

A. GENERAL

It is anticipated that the County will select a firm and award a contract for service. The selection will be made on the proposals submitted and the evaluation criteria listed below. However, the County reserves the right to contact proposers to obtain information for clarification purposes during the evaluation phase.

An evaluation panel will be appointed to evaluate the proposals received. Each of the criteria listed below will be reviewed by the panel for the purpose of ranking proposals, based on how fully each proposal meets the requirements of the RFP. The evaluation panel has sole judgment during the evaluation process in determining the ranking of proposals.

The County also reserves the right to include additional steps deemed necessary in the evaluation process to select the highest ranked proposer. The County may utilize a two phase evaluation process as described below.

The County will evaluate and score each proposal on the criteria listed above for the purpose of ranking the proposals. After scoring is completed for Phase I, the County may identify a

competitive range of up to the three highest ranking proposers to move into the competitive range Phase II. The County may increase the number of proposers in the competitive range if the County's evaluation of proposals establishes a natural break in the proposal scores indicating that more than three proposers are closely competitive or have a reasonable chance of being determined the most advantageous proposer. The County may decrease the number of proposers in the initial competitive range if the excluded proposers have no reasonable chance of being selected as the most advantageous proposer. The County shall provide written notice to all proposers identifying proposers in the competitive range.

If a competitive range is utilized, the proposers in the competitive range will be invited to participate in the oral presentation and interview process. Proposers not making the competitive range will have a seven (7) calendar day period to protest the selection of the competitive range. Protest procedures are further defined in Section IV General RFP Conditions. The final oral presentation, interview agenda, format and selection process will be provided to each proposer selected for the competitive range at the time the interview is scheduled. The scores from Phase I and Phase II will be combined to determine the highest ranking proposer and if deemed to be the most advantageous, will be named as the apparent successful proposer.

All firms participating in the process will be notified of the results as set forth in the Schedule of Events on page 2 of this RFP.

B. EVALUATION CRITERIA AND SCORING

The Owner reserves the right to include additional steps deemed necessary in the evaluation process to select the highest ranked Proposer or award after Phase I evaluation if it is in the public's interest to do so.

B.1 Proposal Submission Requirements / Evaluation Criteria

Scoring will be based on firm's response to the requirements/questions described below. The Proposer must describe how Proposer meets the requirements that are specified in this RFP. For each item, restate each question and use the same numbering sequence below and then provide your response. Proposers must use the format prescribed and/or form supplied in this RFP when responding to Proposal Questions. Be clear and concise.

B.1.1 Compliance Review of Requirements and Documentation

In order to be considered as responsive, each proposal will be reviewed for compliance, ensuring that all requirements, documentation, signatures, mandatory submission forms, and project references are submitted.

- RFP Mandatory Submission Forms
- One (1) original signed Proposal in blue ink
- Five (5) copies of the Proposal
- One (1) digital copy (flash drive or CD)
- One (1) example of similar project work performed
- Proposal deadline met
- Meets minimum qualifications

- Terms and Conditions do not include conditional language
- Cost Proposal in a separate sealed envelope from the proposal.
- Minimum three (3) References

B.1.2 Evaluation Criteria and Points Awarded

Each submission will be evaluated on how well each proposal meets the qualification requirements as set forth in the criteria listed in Section B.2 below. The importance of each item is expressed as points awarded and will be combined to make up the total qualifications score.

B.1.3 Interviews/Presentations (optional)

The Proposers may be invited to participate in an interview and/or presentation process. If interviews/presentation process is utilized, the final interview/presentation agenda, format, scoring, and selection process will be provided to each Proposer selected for the Competitive Range at the time the interview is scheduled.

If interviews/presentation is requested, the interviews/presentation will be conducted at a site where the proposed equipment is installed at a time and date to be mutually agreeable between the County project manager and the Proposer(s).

B.1.4 Evaluation Scoring

The highest ranking Proposer will be determined by using a combination of the Firm’s total scores for qualifications/technical approach response, cost proposal, references, plus the scoring criteria used to evaluate the interview/presentation step if utilized.

However, the Owners reserve the right to award a contract at the end of B.1.2 above, without moving into the interview/presentation process, if it is in the public’s best interest to do so. In the event interview/presentations are not necessary, the scoring for cost and timeline proposals will be factored into the qualifications/technical scores to determine the apparent highest ranking Proposer.

The Owners also reserve the right to include additional steps deemed necessary in the evaluation process to select the highest ranked Proposer.

<u>Evaluation Scores</u>	<u>Maximum Points</u>
Cover Letter	5
Business Information	5
Cost Estimate	35
Technical and Functional Understanding	25
Proposed Solution	25
References	5
Score	100
Interviews/presentation (<i>optional</i>)	65
Final Score	165

B.2 Proposal Submission Requirements/ Evaluation Criteria

Scoring will be based on the Proposer's response to the requirements/questions described in this document. Proposals will include a letter of introduction that provides the name, address, telephone number, email address, and signature of the contact person responsible for providing clarification and who would be responsible for signing a contract. The letter of introduction shall also include a description of the structure of the Proposer's firm and identify the key participating firms.

The Proposer must include a project organizational chart listing all key personnel (including subcontractors) and the firm represented. The Proposer must describe how Proposer meets the requirements that are specified in this RFP. For each item, restate each question and use the same numbering sequence below and then provide your response. Proposers must use the format prescribed in this RFP when responding to proposal questions. Be clear and concise.

B.2.1 Cover Letter:

- a. A cover letter on the proposer's letterhead. The cover letter should designate the individual who will be the firm's primary contact for all communications regarding its response. Provide the individual's name, title, company, mailing Address, E-mail address, and telephone number.
- b. Demonstrated specific experience.
- c. List technologies/products/solution available to meet the County's requirements.

B.2.2 Business Information:

- a. Include the length of time your firm has been in operation.
- b. Indicate the number of similar projects you have completed on the solution you are proposing.
- c. Indicate any experience with Public Sector clients.
- d. Indicate how long the specific options you are proposing have been on the market or how long a similar solution you have developed has been in use by a similar customer.

B.2.3 Cost Estimate:

Provide clear and specific costs on the proposed option(s) for the County. Break out the costs separately for all optional components proposed.

Core items to be include as per section I sub C, Scope and work. Cost and evaluation sheet to be completed in Attachment C.

Optional items to include are below in items a-c. Cost and evaluation sheet to be completed in Attachment C.

- a. Include pricing for integrated Out-of-region storage solution of both 10TB and 20TB storage solution targets. Proposals should include total cost of ownership for the solution as well as performance metrics for populating the solution and recovering from the solution.
- b. MCIT anticipates 25% annual growth in capacity and performance needs over the next 4

years. MCIT is looking for practical additions to the storage systems that roughly align with growth estimates. Vendors shall include expansion options and costs given capacity and performance needs over the next 4 years as follows:

- Year 1 - Location 1 expansion – 20% TB fast, 40% TB deep and cheap, 40% compressed for data recovery
- Year 2 - Location 2 expansion – 20% TB fast, 40% TB deep and cheap, 40% compressed for data recovery
- Year 3 - Location 1 expansion – 20% TB fast, 40% TB deep and cheap, 40% compressed for data recovery
- Year 4 - Location 2 expansion – 20% TB fast, 40% TB deep and cheap, 40% compressed for data recovery

c. Trade in credits for any of the EMC devices will be considered. (See appendix B for specifics and time frames.)

3.4 Technical Requirements and Understanding:

Provide clear technical specifications that the County may use in order to evaluate the solution. Reference each outline item by letter.##.# in section I sub C, Scope of Work, to denote the products ability to fulfill the requirement.

3.5 Proposed solution:

Describe how the proposed solution would meet the County needs. Include:

- a. Fully describe the proposed solution and how it meets our scope of work in section I sub C. Identify any provided proprietary components or plans in the proposed solution.
- b. Indicate what infrastructure and any logistic changes that would be required to carry out the proposed option.
- c. Provide any additional information that clearly describes the capabilities, features, and desirability of your equipment such as brochures or general literature.

B.3 Reference Checks for the Proposer's Company

Proposer shall provide a minimum of three (3) References that can rate Proposer's performance, up to 5 points per reference, in these categories:

1. Timeline & budget (including number of change orders, total cost outcome)
2. Experience of firm (including quality of work, functionality and outcome of project, follow-through on warranty(s))
3. Communication throughout project

Owner reserves the right to request references in addition to those provided by the Proposer (References), to investigate any references whether or not furnished by the Proposer, and to investigate the past performance of any Proposer. Owner may investigate the qualifications of a Proposer, including but not limited to: successful performance of similar services; compliance with specifications and contractual obligations; its completion or delivery of services on schedule; and its lawful payment of suppliers, subcontractors, and workers. Owner may postpone the award or execution of the Contract after the announcement of the apparent successful Proposer in order to complete its investigation.

The committee may make up to three attempts to contact each of the reference sources. These attempts shall be made during normal business hours. If the three attempts are unsuccessful, the Proposer shall receive zero points for that Reference source.

Each reference that is contacted and questioned shall be asked questions from the categories above.

IV. GENERAL RFP CONDITIONS

A. REQUEST FOR CHANGE/CLARIFICATION

All requests for changes, clarification, questions, and/or comments regarding this Request for Proposal must be submitted **in writing** no later than seven (7) calendar days prior to the RFP closing date. All written requests are to be sent to:

Camber Schlag
Finance Department
PO Box 14500
Salem Oregon 97301
Phone number: (503) 566-3944
cschlag@co.marion.or.us

B. EXECUTION OF THE PROPOSAL

B.1 If the proposal is made by a partnership, it shall be executed in the name of the partnership followed by the signature of an authorized partner.

B.2 If the proposal is made by a corporation, it shall be executed in the name of the corporation followed by the signature of the officer authorized to sign for the corporation and the printed or typewritten designation of the office that the officer holds in the corporation.

B.3 If the proposal is made by a joint venture, it shall be executed by each participant of the joint venture.

B.4 The address of the proposer shall be typed or printed on the proposal.

C. FORMAL PROPOSALS

Proposals, which are incomplete, conditioned in any way, or which contain erasures, alterations or irregularities of any kind may be rejected if in the best interest of Marion County.

D. FORM OF CONTRACT

A sample contract for services is attached to this RFP document as Exhibit A. If a contract is awarded, it is anticipated that contract will closely resemble this document including "supporting documents." The "supporting documents" will include, but are not limited to the RFP document, the proposer's written proposal, any required certificates, and all other documents incorporated by reference therein.

E. WITHDRAWAL OF PROPOSAL

At any time prior to the date and hour set for the receipt of proposals, a proposer may withdraw its proposal. Withdrawal will not preclude the submission of another proposal prior to the hour and date set for the opening of the proposal.

F. INCURRING COSTS

Neither the county, nor its agents, are liable for any cost incurred by proposers prior to issuance of an agreement, contract, or purchase order.

G. ADDENDA

G.1 In the event that it becomes necessary to revise any part of this RFP, it will only be done by written addendum. Addenda will be posted on the County's Website: <http://www.co.marion.or.us/> under the RFP Storage Area Network (SAN) and Enterprise Storage Solution link. It is the proposer's responsibility to monitor the website weekly for posted addenda to the RFP. Proposers shall check the website daily the week prior to the closing deadline. The County will not issue addenda less than 72 hours prior to closing unless the addendum also extends the closing date. All prospective proposers will receive a copy of any and all addenda issued for the RFP/ Proposers are required to provide receipt and acceptance of all addenda with their proposal. The Proposal Form – Attachment A, includes a location for all Proposers to record all written addenda numbers and date issued to comply with this requirement. Addenda must be noted on the Proposal Form. Failure to include acknowledgement of issued addenda for this RFP may be cause to declare the Proposer non-responsive.

G.2 The RFP, including all Addenda and Attachments, shall be posted on the Oregon Procurement Information Network System (ORPIN). County is not required to mail the RFP, its Addenda or Attachments. Notification of any substantive clarifications provided in response to any question will be provided and published at the ORPIN web site below. For complete RFP documentation please go to the ORPIN web site: <http://orpin.oregon.gov/open.dll/welcome> and view **Marion County Opportunity** number **C25102-IT0913-16**.

Addenda are incorporated within the RFP and may be viewed and downloaded on ORPIN by registered suppliers. Proposers should consult ORPIN regularly until Closing to ensure that they have not missed any Addenda announcements.

Any oral communications shall be considered unofficial and non-binding. Proposers shall rely only on written statements issued by the County.

H. ACCEPTANCE OF PROPOSAL CONTENT

The contents of the proposal of the successful proposer will become contractual obligations if acceptance action ensues. Failure of the successful proposer to accept these obligations may result in cancellation of the award. Only those proposers, who submit complete information, as required by this RFP, will have their proposals considered for evaluation.

I. ECONOMY OF PREPARATION

Proposals should be prepared simply and economically, providing a straightforward, concise description of proposer capabilities to satisfy the requirements of the RFP. Special bindings, colored displays, promotional materials, etc. are not desired. Emphasis should be on completeness and clarity of the content.

J. PUBLIC RECORDS

1. All Proposals are public record and are subject to public inspection after County issues the Notice of the Intent to Award. If a Proposer believes that any portion of its Proposal contains any information that is a trade secret under ORS Chapter 192.501(2) or otherwise is exempt from disclosure under the Oregon Public Records Law ORS Chapter 192, Proposer shall complete and submit the Trade Secret Form (Attachment B) and a fully redacted version of its Proposal.
- 2.
3. Proposer is cautioned that cost information generally is not considered a trade secret under Oregon Public Records Law ORS Chapter 192 and identifying the Proposal, in whole, as exempt from disclosure is not acceptable. County advises each Proposer to consult with its own legal counsel regarding disclosure issues.
- 4.
5. If Proposer fails to identify the portions of the Proposal that Proposer claims are exempt from disclosure, Proposer has waived any future claim of non-disclosure of that information.

K. FORFEITURE OF THE CONTRACT

The resulting contract may be canceled at the election of Marion County for any willful failure or refusal to faithfully perform the contract according to its terms as herein provided.

L. INSURANCE REQUIREMENTS

The apparent successful Proposer shall provide all required proofs of insurance to County within seven (7) calendar days of the Intent to Award Notice. Failure to present the required documents within the seven (7) calendar-day period may result in proposal rejection. Proposers are encouraged to consult their insurance agent(s) about the insurance requirements contained in the RFP prior to proposal submission.

M. EQUAL OPPORTUNITY ACTION POLICY

The proposer agrees to comply with the Civil Rights Act of 1964, and 1991, Americans with Disabilities Act of 1990, and Section 504 of the Rehabilitation Act of 1973, and Title VI as implemented by 45 CFR 80 and 84 which states in part, No qualified person shall on the basis of disability, race, color, or national origin be excluded from participation in, be denied the benefits of, or otherwise be subjected to discrimination under any program or activity which received or benefits from federal financial assistance.

N. PROTESTS

N.1 Protest of Solicitation

N.1.1 A prospective proposer may protest the procurement process or the solicitation document for a contract solicited under ORS 279B.055, 279B.060 and 279B.085 as set forth

in ORS 279B.405(2). Before seeking judicial review, a prospective proposer must file a written protest with the County and exhaust all administrative remedies.

N.1.2 In addition to the information required in ORS 279B.405(4), a prospective proposer's written protest shall include a statement of the desired changes that the proposer believes will remedy the conditions upon which the proposer has based its protest. All protests must be delivered in writing to the County not less than ten (10) days prior to the set closing date for the solicitation.

N.1.3 The County shall not consider any protest submitted after the timeline identified above. The County shall issue a written disposition of the protest in accordance with the timeline set forth in ORS 279B.405(6). If the County upholds the protest, in whole or in part, the county may in its sole discretion either issue an addendum reflecting its disposition or cancel the procurement or solicitation.

N.2 Protest of Competitive Range

N.2.1 A prospective proposer may protest the exclusion from the competitive range or from subsequent tiers or steps of the solicitation for a contract solicited under ORS 279B.055, 279B.060 and 279b.085 as set forth in ORS 279B.405(2). Before seeking judicial review a prospective proposer must file a written protest with the County and exhaust all administrative remedies.

N.2.2 In addition to the information required in ORS 279B.405(4), a prospective proposer's written protest shall include a statement of the desired changes that the proposer believes will remedy the conditions upon which the proposer has based its protest. All protests must be delivered in writing to the County not less than seven (7) days after the notice of competitive range.

N.2.3 The County shall not consider any protest submitted after the timeline identified above. The County shall issue a written disposition of the protest in accordance with the timeline set forth in ORS 279B.405(6). If the County upholds the protest, in whole or in part, the County may in its sole discretion either issue an addendum reflecting its disposition or cancel the procurement or solicitation.

N.3 Protest of Contract Award

N.3.1 A proposer may protest the award of a contract or the intent to award a contract, whichever comes first, if the conditions set forth in ORS 279B.410(1) are satisfied. A proposer must file a written protest with the County and exhaust all administrative remedies before seeking judicial review of the County's contract award decision.

N.3.2 A proposer must deliver a written protest to the County within seven (7) days after issuance of notice of intent to award the contract. A proposer's written protest shall specify the grounds for the protest to be considered by the County pursuant to ORS279B.410 (2).

N.3.3 The County shall not consider any protest submitted after the timeline identified above. The County shall issue a written disposition of the protest in a timely manner as set forth in

ORS 279B.410(4). If the County upholds the protest, in whole or in part, the County may in its sole discretion either award the contract to the successful protestor or cancel the procurement or solicitation.

O. Cooperative Purchasing

O.1 Pursuant to the intent of Oregon Revised Statutes, Chapter 279A.200, any publicly funded city, county, district, agency or similar entity shall have the authority to purchase specified goods/services directly from contractor under the terms and conditions of this contract.

O.2 The proposer agrees to extend identical pricing and services to other public agencies for the same terms.

O.3 Each contracting agency will execute a separate contract with the successful proposer for its requirements. Any ordering and billing shall take place directly between the proposer and such entity.

O.4 Any proposer, by written notification at the time of the proposal due date and time, may decline to extend the prices, services and terms of this proposal to any, and/or all other public agencies.

P. MARION COUNTY RESERVES THE RIGHT TO:

- Reject any and all proposals
- Reserve the right to amend the RFP
- Waive any irregularities or informalities in any proposals
- Extend the deadline for submission of proposals
- Not award a contract for the requested services
- Accept the proposal deemed to be the most beneficial to the public and Marion County

SECTION V. ATTACHMENTS AND EXHIBITS

A. RFP Mandatory Submission Forms

Proposer shall complete, sign and return Attachments A-C with the Proposer's submission package. Failure to do so may result in the Proposal being deemed to be non-responsive and not considered for award.

Attachment A – Offeror Representations and Certifications

Attachment B – Trade Secret Form

Attachment C – Proposal Costs and features

Attachments A-C are attached hereto and incorporated herein by reference.

B. Exhibit

By submitting a proposal to this RFP, proposer shall accept all terms and conditions of the Contract as show in Exhibit A (Sample Contract for Services). Exhibits A is attached hereto and incorporated herein by reference.

ATTACHMENT A
OFFEROR REPRESENTATIONS AND CERTIFICATIONS

FAILURE OF THE OFFEROR TO COMPLETE AND SIGN THIS FORM MAY RESULT IN REJECTION OF THE SUBMITTED OFFER

The undersigned, having full knowledge of the specifications for the goods or services specified herein, offers and agrees that this offer shall be irrevocable for at least 30 calendar days after the date offers are due or as stated in the solicitation, and if accepted, to furnish any and/or all goods or services as described herein at the prices offered and within the time specified.

OFFEROR NAME: _____

ADDRESS: _____

TELEPHONE NUMBER: _____ FAX NUMBER: _____ WEB SITE: _____

TAXPAYER ID NUMBER: _____ DATE/STATE OF INCORPORATION: _____

BUSINESS DESIGNATION: Corporation Sole Proprietor Partnership
 S Corporation Non-Profit Government
 Other _____

[OPTIONAL CERTIFICATION/LICENSE NUMBER: _____]

ASSURANCES - The Offeror attests that:

1. The person signing this offer has the authority to submit an offer and to represent Offeror in all phases of this procurement process;
2. The information provided herein is true and accurate;
3. The Proposer certifies that it does not discriminate against any employee or applicant for employment because of race, color, religion, sex, national origin, handicap, financial ability, age or other non-job-related factors as per ORS 659 and USC 42 2000e.
"Resident bidder" means a bidder that has paid unemployment taxes or income taxes in this state during the 12 calendar months immediately preceding submission of the bid, has a business address in this state and has stated in the bid whether the bidder is a "resident bidder". ORS 279A.120 (1) (j)(b);
4. Any false statement may disqualify this offer from further consideration or because of contract termination; and
5. The Offeror will notify the department Contract Specialist within 30 days of any change in the information provided on this form.

CERTIFICATION REGARDING DEBARMENT, SUSPENSION AND OTHER RESPONSIBILITY MATTERS - The Offeror certifies to the best of its knowledge and belief that neither it nor any of its principals:

Are presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from submitting bids or proposals by any federal, state or local entity, department or agency;

Have within a five-year period preceding the date of this certification been convicted of fraud or any other criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) contract, embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

Are presently indicted for or otherwise criminally charged with commission of any of the offenses enumerated in paragraph 2. of this certification;

Have, within a five-year period preceding the date of this certification had a judgment entered against contractor or its principals arising out of the performance of a public or private contract;

Have pending in any state or federal court any litigation in which there is a claim against contractor or any of its principals arising out of the performance of a public or private contract; and

Have within a five-year period preceding the date of this certification had one or more public contracts (federal, state, or local) terminated for any reason related to contract performance.

Where Offeror is unable to certify to any of the statements in this certification, Offeror shall attach an explanation to their offer. The inability to certify to all of the statements may not necessarily preclude Offeror from award of a contract under this procurement.

SIGNATURE OF AUTHORIZED PERSON

Signature _____ Date _____

Print Name & Title _____

Contact Person for this procurement: _____

Phone _____ Email _____

ATTACHMENT B
Trade Secrets Form

- A.** I am an employee of the Proposer, I have knowledge of the Request for Proposals referenced herein, and I have full authority from the Proposer to submit this Trade Secret Form and accept the responsibilities stated herein.
- B.** I am aware that the Proposer has submitted a Proposal, dated on or about September 13, 2016 (the “Proposal”), to Marion County in response to Request for Proposals C25102-IT0913-16, for Storage Area Network (SAN) and Enterprise Storage Solution and I am familiar with the contents of the RFP and Proposal.
- C.** I have read and am familiar with the provisions of Oregon’s Public Records Law, Oregon Revised Statutes (“ORS”) 192.410 through 192.505, and the Uniform Trade Secrets Act as adopted by the State of Oregon, which is set forth in ORS 646.461 through ORS 646.475. I understand that the Proposal is a public record held by a public body and is subject to disclosure under the Oregon Public Records Law unless specifically exempt from disclosure under that law.
- D.** I have reviewed the information contained in the Proposal. The Proposer believes the information listed in Exhibit A is exempt from public disclosure (collectively, the “Exempt Information”), which is incorporated herein by this reference. It is my opinion that the Exempt Information constitutes “Trade Secrets” under either the Oregon Public Records Law or the Uniform Trade Secrets Act as adopted in Oregon because that information is either:
- A formula, plan, pattern, process, tool, mechanism, compound, procedure, production data, or compilation of information that:
 - is not patented,
 - is known only to certain individuals within the Proposer’s organization and that is used in a business the Proposer conducts,
 - has actual or potential commercial value, and
 - gives its user an opportunity to obtain a business advantage over competitors who do not know or use it.
 - or
 - Information, including a drawing, cost data, customer list, formula, pattern, compilation, program, device, method, technique or process that:
 - Derives independent economic value, actual or potential, from not being generally known to the public or to other persons who can obtain economic value from its disclosure or use; and
 - Is the subject of efforts by the Proposer that are reasonable under the circumstances to maintain its secrecy.
- E.** I understand that disclosure of the information referenced in Exhibit A may depend on official or judicial determinations made in accordance with the Public Records Law.

Proposer Signature

Proposer identifies the following information as exempt from public disclosure:

Attachment C –
 Proposal Costs and
 features (only fill out
 white boxes)

	Feature available (Y/N)	Raw storage TB (R)	Usable storage TB (U)	% U/R	IOPS or Speed	Cost	Cost/TB (U)	Count
Storage Location 1								
Overall Cost								
Overall Capacity								
- High speed storage (60K+ IOPS) (70-90 TB)								
- Mid speed storage								
- Slow speed storage (70-90 TB)								
- Compression								
- ESX 5.5 or > cert.								
- ESX integration "single pane of glass"								
- OVM 3.3.2 or > cert.								
- SQL compatible/cert. (all supported versions)								
- iSCSI ports required for proposed design								
Storage Location 2								
Overall Cost								
Overall Capacity								
- High speed storage (60K+ IOPS) (70-90 TB)								
- Mid speed storage								
- Slow speed storage (70-90 TB)								
- Compression								
- ESX 5.5 or > cert.								
- ESX integration "single pane of glass"								
- OVM 3.3.2 or > cert.								
- SQL compatible/cert. (all supported versions)								
- iSCSI ports required for proposed design								

Backup Target Systems (if separate)								
Overall Cost								
Yearly maintenance								
Total 5 year maintenance cost								
Yearly maintenance cost years beyond 5								
Granular file level restores from snapshot								
Create "Application Consistent" restore points								
Snapshot storage space usage								
Veeam Integration								
	Feature available (Y/N)	Raw storage TB (R)	Usable storage TB (U)	% U/R	IOPS or Speed	Cost	Cost/TB (U)	Count
LiteSpeed for SQL Integration								
Oracle RMAN Integration								
NetBackup Integration								
Snapshot replication from location 1 to location 2 and vice versa								
VM guest snapshot								
Proposal to eliminate backup software								
Recovery Point Objective <1 hour for mission critical systems (SQL and Oracle)								
Recovery Point Objective <4 hours for non mission critical systems								
Recovery Time Objective <15 minutes for mission critical systems (SQL and Oracle)								
Recovery Time Objective <4 hours for non mission critical systems								
	Feature available (Y/N)	Raw storage TB (R)	Usable storage TB (U)	% U/R	IOPS or Speed	Cost	Cost/TB (U)	Count
Response Evaluation								
Overall Performance included								
All Software included								
System admin training for 2 people								

Implementation plan outline								
System engineering, setup, and data migration								
Proactive Hardware and Software support								
Implementation plan w/data conversion time estimates								
Description of performance and capacity monitoring and reporting capabilities included								
Description of all proposed products system software upgrade process								
Description of training and turnover plan								
Description of support model								
Description of all devices in the vendor road map.								
Three references								
Industry standard reference materials outlining the standing in the market								
Cover Letter								
Business information								
Describe and identify proprietary components								
Infrastructure logistics description								
Overall proposal & clarity								

	Feature available (Y/N)	Raw storage TB (R)	Usable storage TB (U)	% U/R	IOPS or Speed	Cost	Cost/TB (U)	Count
Optional section								
Out-of-region storage 10 TB								
Out-of-region storage 20 TB								
Year 1 - Location 1 expansion – 20% TB fast, 40% TB cheap and deep, 40% compressed for data recovery								
Year 2 - Location 2 expansion – 20% TB fast, 40% TB cheap and deep, 40% compressed for data recovery								

Year 3 - Location 1 expansion – 20% TB fast, 40% TB cheap and deep, 40% compressed for data recovery									
Year 4 - Location 2 expansion – 20% TB fast, 40% TB cheap and deep, 40% compressed for data recovery									
Trade-in credit									