

Request for Proposal
Storage Area Network (SAN)

Woodhaven-Brownstown School District (“the District/Owner”) is seeking bids until 1:00PM on October 29, 2010 for the purchase of one (1) Storage Area Network Turn-Key Solution and possible purchases of one (1) disaster recovery hot-site.

Sealed bids will be accepted at the District’s Central Administration Building until the time noted above. Bids are to be delivered to:

Sherry Weiser, Director of Information Technology
Woodhaven-Brownstown School District
24821 Hall Rd
Woodhaven, MI 48183

Envelopes containing bids shall be sealed and clearly marked “**STORAGE AREA NETWORK BID – DO NOT OPEN**” with the name and return address of the bidder on the envelope. All bids must be received no later than 1:00PM on October 29, 2010.

Bidders shall submit three (3) signed copies of the bid proposal.

Any questions and correspondence regarding this Request for Proposal (“RFP”) should be directed to Justin Bray. Please address any correspondence and questions to:

Attn: Justin Bray
RE: SAN
Information Technology
24821 Hall Rd
Woodhaven, MI 48183
Phone: 734-789-2344
Fax: 734-783-3342
brayj@woodhaven.k12.mi.us

ALL PARTIES WISHING TO RESPOND TO THIS REQUEST FOR PROPOSAL SHALL TAKE NOTICE OF INSTRUCTIONS TO BIDDERS IN ATTACHMENT “A”

Attachment 'A'
Instructions to Bidders

- 1) Sealed bids will be accepted at the District's Central Administration Building until the time noted on page 1.
- 2) The District reserves the right to accept or reject any and all proposals, or any part of any proposal, without penalty. The District may award a contract to a single prime contractor for all elements for the entire project or may award any of the elements separately.
- 3) Contractors must submit a single proposal for all of the elements described in this RFP. No proposal may be withdrawn after the scheduled closing time for the receipt of proposals for at least ninety (90) days.
- 4) The formal proposals will be evaluated by several criteria including but not limited to cost, concurrence with technical specifications, and requirements.
- 5) Receipt of proposal materials by the District or submission of a proposal to the District offers no rights against the District nor obligates the District in any manner.
- 6) Any allowance for oversight, omission, error, or mistake by the bidder made after receipt of the proposal will be at the sole discretion of the owner.
- 7) All bids should exclude state and federal taxes.
- 8) All bids should include unit pricing, with guaranteed pricing for a period of one (1) year from bid due date.
- 9) As required by Public Act 232 of 2004, all bids must be accompanied by a sworn and notarized statement disclosing any familial relationship that exists between the owner or any employee of the bidder and any member of the **Woodhaven-Brownstown School District** board, intermediate school board, or board of directors or the superintendent of the school district, intermediate superintendent of the intermediate school district
- 10) Acceptance of familial relationship statement after formal opening of the bids will be at the sole discretion of the District. No bid may be awarded without a sworn and notarized familial disclosure statement.
- 11) Bidder must present to the District that it provides for its own employee withholding for state and federal taxes, its own unemployment and workers disability compensation, and all other tax and regulatory requirements, whether federal, state, or local, with respect to its business or employees.
- 12) Bidder is responsible for obtaining all required permits and licenses.
- 13) The laws of the state of Michigan shall govern the parties involved in this bid and any related agreements reached through this process.
- 14) Upon successful award, the selected vendor agrees that, in the event that an employee of the vendor is, in the opinion of the owner, uncooperative, inept, incompetent, or otherwise

unacceptable, such persons will be removed from his or her responsibilities of the project. In the event of such a removal, the vendor shall, within fifteen (15) days, fill this respective vacancy as described above. Regardless of whom the vendor has designated as the representative, the vendor organization remains the ultimate responsible party for performing the task and responsibilities presented in this proposal.

- 15) By submission of this bid, the bidder certifies that the pricing structure offered has been determined independently (i.e., without consultation, communication, or agreement of such prices) for the purpose of restricting competition with other potential bidders or competitors.
- 16) It is expressly agreed that the vendor is not an agent of owner but an independent contractor. The vendor shall not pledge or attempt to pledge the credit of owner or in any other way attempt to bind the owner.
- 17) The bidder agrees to hold and save the participating school districts, its officers, agents, and employees harmless from liability of any kind, including cost and expenses, with respect to any claim, action, cost, or judgment for patent, copyright, or trademark infringement arising out of the purchase or use of equipment, materials, supplies, or services incurred by this contact.
- 18) Failure to include any required information requested in this RFP may result in rejection of your proposal. When responding, the bidder should clearly mark compliance with each section.
- 19) The District assumes no responsibility for any cost incurred prior to the signing of any request resulting from this RFP.
- 20) The District reserves the right to request additional information which in the District's opinion is necessary to assure the bidder's competence, business organization, and financial resources are adequate to perform according to bid specifications.
- 21) Products and services which are not specifically requested in the RFP but which are necessary to provide the functional capabilities proposed by the vendor shall be included in the proposal.
- 22) Any purchase order resulting from this bid may be amended, modified, or terminated at any time by mutual agreement of both parties in writing
- 23) Pricing must be provided on the Bill of Materials page.
- 24) Bidder must provide detailed description of the recommended SAN solution. At a minimum, the solution must include diagrams and documentation showing recommended connectivity, drive types, and physical layout (i.e., racking, etc.).
- 25) The bidder will assume the district will provide one (1) 42 unit HP cabinet and (1) UPS (Uninterruptible Power Supply).
- 26) The bidder will provide recommended Cisco-brand network equipment.
- 27) Installation and maintenance must be provided by the manufacturer or a manufacturer-certified local service provider.

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- 28) The bidder will designate a project manager to serve as a single line of contact.
- 29) To facilitate the comparison of vendor bids, it is required that each bid be organized into the following sections:
- a. Company background and local branch organization support
 - b. Bill of materials (with unit and total pricing)
 - c. Detailed description of equipment and components
 - d. Responses to all requirements as specified in this RFP
 - e. Specific statements concerning those areas where the bid differs from the specifications
 - f. A minimum of three (3) customer references and contacts (schools if possible)
 - g. Any additional information (may be provided at the vendor's discretion)

Attachment "B"
Base Bid
Requirements and Specifications
STORAGE AREA NETWORK

Introduction

The Woodhaven-Brownstown School District is currently seeking proposals for a Storage Area Network (SAN) Turn-Key Solution with disaster recovery site.

Installation locations will be:

Primary Location
Woodhaven High School – MDF Room
24787 Van Horn Rd.
Brownstown, MI 48183
734-789-3333

Disaster Recovery Location
Yake Elementary School
16400 Carter Rd
Woodhaven, MI 48183-2295
(734) 692-2230

SAN Product Specifications: Visualization

In an effort to evaluate all available solutions, the District has established an independent set of minimum specifications. Each bid MUST meet or exceed the specifications listed below in order to be considered.

Each solution should be comprised of two identical SAN units one at each of the two locations. Each unit shall meet the following specifications.

1. Must be of new and unused equipment from a tier-1/tier-2 manufacturer
2. Must have minimum of 12TB of RAW Storage
3. Must be scalable of up to at least 20TB RAW Storage
4. Must include built-in migration tools that allow for the automatic movement and transmission of data without interference of or requirement from the administrator(s)
5. May be either controller or host-based
6. Must include all required hardware
7. Must include built-In thin provisioning
8. Must be VMware certified
9. Must interface with Windows, VMware, Netware, Linux, and Solaris servers
10. Must have the ability to hot swap drives individually in the event of disk failure without the need of downtime or disruption of operation(s).
11. Must allow host/server connections via any industry acceptable method other than fiber channel.
12. Must allow snapshots to occur on all volumes without full volume cloning.
13. Must have the ability to replicate data asynchronously. Replication must be built into storage controller and not via third-party software or appliance.

Product Support Requirements

The solution must include at no additional charge:

STORAGE AREA NETWORK

1. Minimum five (3) years warranty and support
 - A. Support must include
 1. 24 x 7 x 365 phone support
 2. "Next business day" on-site response time
2. All professional services to needed to install all hardware and software
3. System administrator training for a minimum of five (5) staff members for two (2) 5-hour training sessions