

Independence School District

REQUEST FOR PROPOSAL

Data Center Storage

Contact: Todd Then, Director of Technology

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Invitation to Bid: The Independence School District invites sealed bids in accordance with the provisions, specifications, and bidding instructions set forth in this Request for Proposal. Bids must be hand delivered to the District Technology Department at 201 N. Forest Ave, Independence, MO 64050 prior to 12:00 PM CST on March 12, 2021. Instructions for bid submission are contained within this document.

THE DISTRICT RESERVES THE RIGHT TO ACCEPT OR REJECT ANY OR ALL PROPOSALS AND WAIVE ANY INFORMALITY IN THE PROPOSAL OR REQUEST FOR PROPOSAL.

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Summary and Background

The Independence School District (the “District” or “ISD”) is a public K-12 school district in Independence, Missouri and includes three high schools, four middle schools and twenty elementary schools, and two early childhood centers. Total enrollment for all schools is

~14,000 students. Through this Request for Proposal (“RFP”), the District solicits proposals to purchase data storage equipment, as well as installation, maintenance, and support services for that equipment.

Proposal Guidelines

This RFP represents and outlines the requirements for an open and competitive bid process. Proposals will be accepted until 12:00 PM CST on Friday, March 12, 2021.

Submit Proposals to:

Todd Theen
Director, Technology Services
Independence School District
Technology Department
201 North Forest Ave
Independence, MO 64050

Proposals must be hand delivered (USPS, courier, etc.) in a sealed package plainly marked “2021 Storage Project” to the above address. The Technology Department is typically open to accepted delivery from 8:00 AM to 4:30 PM CST, Monday through Friday. NO LATE PROPOSALS WILL BE ACCEPTED for any reason. It is the sole responsibility of the proposer to ensure timely delivery of the proposal. The District will not be responsible for failure of service on the part of the U.S. Postal Office, courier companies, or any other form of delivery chosen by the proposer.

Vendors should direct any questions about this RFP to [Todd Theen@idschools.org](mailto:Todd.Theen@idschools.org) RE: 2020 Storage Project. The District will make no oral interpretations for proposers of meaning of the terms in this RFP. Questions may be submitted until 4:30 PM CST on Thursday, March 11, 2021.

Proposals will be evaluated following a public bid opening via Zoom. The Zoom link can be found below.

**Topic: 2021 Storage Project
RFP Opening**

Time: Mar 12, 2021 at 01:00 PM Central Time (US and Canada)

[https://idschools-
org.zoom.us/j/92958737469?pwd=NHR
GRHluWGRkTIQ1NHhncmhsNFlzZz09](https://idschools-org.zoom.us/j/92958737469?pwd=NHRGRHluWGRkTIQ1NHhncmhsNFlzZz09)

Password: 376122

Evaluation Criteria

The District will accept a firm(s) that provide the lowest and best proposal which meets the needs of the District. The District will consider the following criteria:

Cost of Products and/or Services

- Implementation Cost
- Bid design and technical content
- Experience
- Previous Work
- Technical Expertise and Experience
- Financial Stability

Pricing

Please provide a pricing matrix that aligns with the following format. The District reserves the right to purchase all or some of the proposed solution. Proposals and pricing must include all costs essential to the supply, installation, and necessary training/support for use of all components. Costs include but are not limited to, hardware, installation, power supplies, software, patch cables, peripherals, labor, permits, or any other fees/charges that may be imposed in order to facilitate use of the data storage solution.

However, to ensure that normal business hours are not affected, please include any additional compensation or fees that would be incurred for work performed in the evenings or Saturdays if those hours are irregular for your business.

Hardware, Software, and Licenses

Item	Description	Quantity	Unit Price	Total

Labor

Item	Description	Quantity	Unit Price	Total

Training/Support*

Item	Description	Quantity	Unit Price	Total

* If discounts are available for multi-year support agreements, provide this information, including the length of term and discount.

Scope and Specifications

Outline

The District plans to upgrade its existing data center storage solution to replace two older solutions. This storage solution will be for file storage only. No VM Ware will be connected to this device.

The District seeks supply, installation, and configuration of a new “turn-key” solution. The selected bid will account for existing infrastructure and the ability to quickly deploy the new solution without interfering with the current environment. The District is not looking to move to a radically different infrastructure at this time.

Proposal Requirements

The selected proposal must include or be able to provide the following:

- Storage architecture that meets (at a minimum) and improves upon existing specifications and storage space (~200TB) and is expandable for future growth.

- Fault tolerance and health monitoring complete with notifications
- Vendor is responsible for deployment of equipment, configuration to connect with current District environment, and post-deployment monitoring/support.
- High scalability with ease of implementation
- Low cost capacity expansion
- 10GbE iSCSI only, no Fiber Channel
- Snapshot Backup with Deduplication features
- WAN Replication & LUN Cloning
- Accept any combination of SSD, SAS and SATA Disk
- Unlimited Virtual Disks (LUNS)
- Unlimited Server Support
- Additional Considerations and Preferences include:
 - Simplified administrative features
 - Maintenance, support, extended warranty terms

The District expects that the delivered solution will include shipping, delivery and provisioning of materials and equipment, installation, configuration, testing, documentation, and training/support for designated District staff to use, monitor, and adjust the system as necessary.

Selected bids shall provide all the requisite system components that are typically and reasonably required to make the system operational; this includes patch cables, connectors, connecting accessories, power supplies & cords, rack mounting adapters and shelves, cover plates, and any connector or termination hardware required by but not supplied with pieces of equipment.

Existing Infrastructure

The following hardware is all eligible for replacement. As stated previously, any bids that propose replacing this hardware should have the same system specifications at a minimum.

Storage

- EMC VNX 5400 2 (120TB)
- EMC CX4 SAN (40TB)

Network

Host-to-storage connections range from Fiber Channel and iSCSI.

Current Resource Usage

Storage

Used/Total Space

- o **VNX:** 110TB/120TB
- o **CX4:** 20TB/40TB

Other General Terms & Conditions

- The RFP – in part or in whole – is not intended to be, nor shall it be construed as being, a commitment of any kind by the District. There is no expressed or implied obligation for the District to reimburse responding firms for any expenses incurred in preparing a Proposal in response to this request.
- The District reserves the right to reject any or all proposals.
- The District reserves the right to waive any informalities and minor irregularities in any proposal received. The District, in its sole discretion, will determine whether an irregularity is minor.
- Proposals, fees, costs, terms and conditions shall remain firm for ninety (90) days from the due date for proposals. Proposals may not be withdrawn for ninety (90) calendar days from the due date for proposals without the express written consent of the District.
- Respondent is responsible for its own verification of all information provided to it. Respondent must satisfy itself, upon examination of this RFP, on the intent of the terms, conditions, and specifications.
- The District, at its option, may conduct interviews after receipt of the proposals.
- The District reserves the right to enter into negotiations to clarify and qualify terms in a Proposal.
- The District reserves the right to negotiate final contract terms with any Respondent, regardless of whether such Respondent was interviewed.
- Respondent shall not offer or give any gratuities, favors, or anything of monetary value to an officer, employee, agent, or Board of Education member of the District to influence

favorable disposition toward a submitted Proposal or for any reason while a Proposal is pending or during the evaluation process. Such practice shall result in automatic rejection of the Proposal.

- No Respondent shall engage in any activity or practice, by itself or with other Respondents, the result of which may be to restrict or eliminate competition or otherwise restrain trade. Such practice shall result in automatic rejection of the Proposal.
- If a conflict arises between the Proposal and the RFP, the District shall resolve any inconsistency in favor of the RFP. The District shall resolve all inconsistencies and/or disputes pertaining to the RFP and a Proposal in good faith. Respondent agrees to abide by the decision of the District.
- The District is committed to providing equal opportunity in all areas of recruiting, hiring, retention, promotion, and contracted service. The District further commits itself to the policy that there shall be no unlawful discrimination against any person because of race, color, religion, disability, age, gender, or national origin.

Contract Terms

The District will attempt to negotiate and contract for the services described in this RFP with the respondent selected by the District who provides the lowest and best proposal. If an agreement cannot be reached with that vendor, there will be an attempt to negotiate a contract with the next qualified vendor providing the lowest and best proposal. This process will continue until an agreement is reached.

The following terms and conditions shall govern the proposal of qualifications and subsequent contracts:

Scope

See "Scope and Specifications" section of the RFP.

Definitions

- The term "request for proposal" or RFP means a solicitation of a formal and sealed qualification.
- The term "respondent" or "vendor" means the person or entity submitting a formal sealed proposal.
- The term "District" means Independence Public School District.
- The term "School Board" means the governing body of the District.

Tax Exemption

The District and its Agencies are exempt from State and local sales taxes. Sites of all transactions derived from this proposal shall be deemed to have been accomplished with the State of Missouri.

E-Verify

Missouri law requires all companies doing business under contracts greater than \$5,000 with

government entities to attest that all their employees and subcontractor's employees are "lawfully present in the United States." The selected Contractor agrees to annually provide the District a sworn affidavit and other sufficient documentation to affirm its enrollment and participation in the federal work authorization program ("E-Verify") with respect to the employees working in connection with the contract and to affirm that it does not knowingly employ any person who is an unauthorized alien in connection with the contracted services.

Liquidated Damages

The District may assess liquidated damages for work not completed as agreed upon.

Applicable Law

Missouri Law shall govern all contracts entered into pursuant to this RFP, irrespective of choice of law principles.

Termination

The District may terminate contract(s) entered into pursuant to this RFP with cause upon thirty (30) day written notice. Either party may terminate contract(s) entered into pursuant to this RFP, for any reason or no reason at all, upon ninety (90) day written notice.

Compliance with Laws and Policies

Bidder must comply with all federal and state anti-discrimination laws. Bidder must be licensed to do business in the City of Independence. All work shall meet or exceed Americans with Disabilities Act Guidelines.

Indemnity

The District will not agree to indemnify any bidder for its own negligence, for injuries or damages that do not arise from acts or omission of the District, or for injuries or damages for which the District has sovereign immunity.

Sovereign Immunity

The District preserves all immunities recognized at law. Nothing in the contract nor any transactions under the contract constitutes a waiver of Sovereign Immunity or Governmental Immunity by whatever name as set forth in Mo. Rev. Stat. § 537.600 et seq. Any insurance required by the contract or any transactions under the contract does not waive any defense or immunity available to the District or its employees by statute or at common law.

Change Orders

Change orders that exceed the greater of \$15,000 or 5% of the total originally contracted amount are subject to Board approval prior to performance of the work and are subject to re-bid. (See Board Policy 7210.)

Proposed Contract

Proposals must include a copy of proposed contracts or service agreements if available or disclose terms required by the proposer of this RFP.