



Request for Quotes

Hyper-Converged Data Protection System

Proposals Will Be Received Until 12:00 Noon. Friday, January 18, 2019

**By The City of W-S/Forsyth Co. Purchasing Department
In Room 324, City Hall Building
101 North Main Street
Winston-Salem, North Carolina**

Advertisement for Bids

Sealed proposals endorsed **Hyper-Converged Data Protection System** to be furnished to Forsyth County will be received by the City/County Purchasing Department in Suite 324, City Hall Building, 101 North Main Street, Winston-Salem, N.C. until 12:00 Noon, Friday, January 18, 2019. To obtain the complete proposal document or receive instructions for submitting proposals contact Jerry Bates via email jerryjb@cityofws.org, phone 336-747-6939, or visit the Purchasing Department at same location from 8:00 A.M. to 5:00 P.M. Monday through Friday. The County reserves the right to reject any and/or all proposals, bids, to waive informalities in the bids, and to choose the bid that is in the best interests of the County.

Jerry Bates
Purchasing Director

This document IS NOT the complete proposal. To obtain the completed proposal specifications contact Jerry Bates via email jerryjb@cityofws.org, by phone 336-747-6939, or visit the Purchasing Department, City Hall Building, Suite 324, 101 North Main Street, Winston-Salem, NC during regular office hours.

1. Notice to Bidders

Hyper-Converged Data Protection System

It is the policy of the County of Forsyth that an employee, officer, or agent of the County may not participate in any manner in the bidding, awarding, or administering of contracts or agreements in which they, or a member of their immediate family, their business partner, or any organization in which they serve as an officer, director, trustee, or employee, have a financial interest.

The successful Bidder must comply with all provisions of the Americans with Disabilities Act (ADA) and all rules and regulations promulgated thereunder. By submitting a proposal, the successful Bidder agrees to indemnify the County from and against all claims, suits, damages, costs, losses, and expenses in any manner arising out of, or connected with, the failure of the Company, its subcontractors, agents, successors, assigns, officers, or employees to comply with the provisions of the ADA or the rules and regulations promulgated thereunder.

All proposals must be firm and not subject to increase, unless specified within the provisions of this Request for Quotes (RFQ) and mutually agreed upon by the County and the Bidder.

No special inducements will be considered that are not a part of the original proposal document.

1.1. County Rights and Options

The County, at its sole discretion, reserves the following rights:

- 1.1.1. To supplement, amend, substitute or otherwise modify this RFQ at any time
- 1.1.2. To cancel this RFQ with or without the substitution of another RFQ
- 1.1.3. To take any action affecting this RFQ, this RFQ process, or the Services subject to this RFQ that would be in the best interests of the County
- 1.1.4. To issue additional requests for information or clarification from Offerors or to allow corrections of errors or omissions
- 1.1.5. To require one or more Service Providers to supplement, clarify or provide additional information in order for the County to evaluate the Responses submitted
- 1.1.6. To negotiate an agreement with a Service Provider based on the information provided in response to this RFQ.

1.2. Public Records

Any material submitted in response to this RFQ will become a "public record" once the Bidder's document(s) is opened and the Bidder is determined to be a participant in the solicitation process and shall be subject to public disclosure consistent with Chapter 132, North Carolina Statutes. Bidders must claim any applicable exemptions to disclosure provided by law in their response to this RFQ. Bidders must identify materials to be protected, and must state the reasons why such exclusion from public disclosure is necessary and legal. The County reserves the right to make all final determination(s) of the applicability of North Carolina General Statutes § 132-1.2, Confidential Information.

1.3. Trade Secrets/Confidentiality

Bidders must claim any material which qualifies as "trade secret" information under N.C.G.S. 66-152(3) in their response to this RFQ and must state the reasons why such exclusion from public disclosure is necessary and legal. To properly designate material as trade secret under these circumstances, each Bidder must take the following precautions: (a) any trade secrets submitted by a Bidder should be submitted in a separate, sealed envelope marked "Trade Secret - Confidential and Proprietary Information - Do Not Disclose Except for the Purpose of Evaluating this Proposal," and (b) the same trade secret/confidentiality designation should be stamped on each page of the trade secret materials contained in the envelope.

Do not attempt to designate your entire proposal as a trade secret, and do not attempt to designate pricing information as a trade secret. Doing so may result in your proposal being disqualified.

In submitting a proposal, each Bidder agrees that the City/County may reveal any trade secret materials contained in such response to all City/County staff and City/County officials involved in the selection

1.4. Familiarity with Laws and Ordinances

The submission of a proposal on the services requested herein shall be considered as a representation that the Bidder is familiar with all federal, state, and local laws, ordinances, rules and regulations which affect those engaged or employed in the provision of such services, or equipment used in the provision of such services, or which in any way affects the conduct of the provision of such services; and no plea of misunderstanding will be considered on account of ignorance thereof. If the Bidder discovers any provisions in the RFP/RFQ documents that are contrary to or inconsistent with any law, ordinance, or regulation, it shall be reported to the County in writing without delay

1.5. General Statutes Requirements

- 1.5.1. Per N.C.G.S. 143-133.3 “E-VERIFY. Provider shall comply with the requirements of Article 2 of Chapter 64 of the North Carolina General Statutes. Further, if the Provider utilizes a subcontractor, the Provider shall require the subcontractor to comply with the requirements of Article 2 of Chapter 64 of the North Carolina General Statutes.”
- 1.5.2. Iran Divestment Act; Provider hereby certifies that it is not on the North Carolina State Treasurer’s list of persons engaging in business activities in Iran, prepared pursuant to NCGS 147-86.58, nor will Provider utilize on this agreement any subcontractor on such list. This list, along with additional information about the Iran Divestment Act, is available on the Treasurer’s Office site: <https://www.nctreasurer.com/inside-the-department/OpenGovernment/Pages/Iran-Divestment-Act-Resources.aspx>.
- 1.5.3. Authority to transact business; Per N.C.G.S. 55-15-01, Provider shall comply with the requirements of Article 15 of Chapter 55 of the North Carolina General Statutes.
- 1.5.4. Divestment from Companies that Boycott Israel; Contractor hereby certifies that it is not on the North Carolina State Treasurer’s list of companies engaged in a boycott of Israel in violation of NCGS 147-86.80 et. seq. and that it will not utilize on this agreement any subcontractor on said list.”

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2. Instructions To Bidders

2.1. Introduction:

This entire set of documents constitutes the RFQ. The bidder must return the RFQ with all information necessary to properly analyze the bidder’s response in full, in the same numerical order in which it was issued. Bidder's notes, exceptions, and comments may be rendered on an attachment, provided the same format of this RFQ text is followed.

2.2. RFQ Response Submission

All proposals shall be returned in a sealed container or opaque envelope containing **one original proposal** (please mark document as original) showing original signatures and seals and **two (2) copies** of the complete proposal marked **Hyper-Converged Data Protection System**, along with one complete

electronic copy of all materials in proposal. Proposals must be submitted to the City/County Purchasing Department in Suite 324, City Hall Building, 101 North Main Street, Winston-Salem, NC, no later than 12:00 Noon, Friday, January 18, 2019. Late proposals will not be considered.

The County will not be obligated for the expenses of any provider arising out of preparation and/or submittal of responses to this RFQ. Any and all proposals to this RFQ are to be prepared at the cost and expense of the respondents, with the express understanding that there may be no claims whatsoever for the reimbursement of any costs, damages, or expenses relating to this procurement from the County or any other party for any reason (including the cancellation of this RFQ).

Proposals must be made in the official name of the individual, firm, or corporation under which the business is conducted (showing official business address) and must be signed in ink by a person duly authorized to legally bind the business entity submitting the proposal.

All proposals should be complete and carefully worded and must convey all of the information requested by the County. If errors or exceptions are found in the proposal, or if the proposal fails to conform to the requirements of the RFQ, the County will be the sole judge as to whether that variance is significant enough to reject the proposal.

Proposals should be prepared simply and economically. All data, materials, and documentation shall be available in a clear, concise form. The County reserves the right to reproduce proposals for internal use in the evaluation process.

Bidders are expressly forbidden from contacting any other County employee or Forsyth County elected official regarding this Request for Quotes. Any such outside contact may result in disqualification from the request for quotes process.

2.3. Bidder Questions and Inquiries

Bidder Questions and Inquiries relative to this RFQ must be submitted in writing only by 12:00 Noon, Friday, January 11, 2019, to Jerry Bates, City/County Purchasing Director, 101 North Main Street, Winston-Salem, NC 27101 or e-mail: jerryjb@cityofws.org (Email is preferred), Fax: (336) 727-2443. The County will provide written responses to all inquiries received by this date, and responses will be made available to all recipients of this RFQ. Any oral responses made by any representative of the County may not be relied upon. Any supplements or amendments to this RFQ will be in writing and furnished to potential bidders.

2.4. Solutions Introduction

Forsyth County is seeking competitive quotes from qualified vendors to provide costs for a Hyper-Converged Data Protection System on hardware, software, and

licenses as specified in the appendix. Bidders may provide costs on either or both specified systems, as separate bids. It is the intention of Forsyth County to procure one of the specified systems as deemed to best meet the needs and requirements of Forsyth County.

2.5. Warranty and Support

The proposed Hyper-Converged Data Protection System must include:

- 2.5.1. one (1) year, 24/7, four (4) hour response on all parts and labor with defective material retention. Support must be performed by vendor certified trained technicians. Any hardware component covered under the specified warranty must be capable of being replaced within four (4) hours of the service call. The proposed Hyper-Converged Data Protection System must be new and unused goods and sourced directly from the manufacturer.
- 2.5.2. The proposed Hyper-Converged Data Protection System proposal must contain annual maintenance and support pricing for years 2-5 at a guaranteed price. Maintenance and support pricing may be adjusted if components are added to or removed from the system by Forsyth County, upon 60-day written notification prior to executing maintenance and support renewal extension.
- 2.5.3. The solution must contain any associated costs for hardware and/or licensing to support a cloud out strategy for a minimum of 100TB of cloud or cloud-like storage that complies with current S3 standards.
- 2.5.4. The solution must support data encryption at rest.

2.6. Disclaimer

All stated terms and conditions, exhibits and other attachments in the original form of the RFQ are to remain unaltered in respondent's' proposals. Each stated term and condition, exhibit and other attachments should be addressed in the response. Alternate proposals to the stated terms and conditions, exhibits and other attachments are to be stated in comparative relation to the original RFQ requirements. Forsyth County reserves the right to reject any and all proposals. Forsyth County MIS will consider any changes or deviations from general specifications defined in this document as non-responsive. Forsyth County MIS will consider any changes or deviations from the Bid Schedule as defined in this document as non-responsive.

Nothing contained herein (specifications) allows the vendor to perform in a manner deficient of providing Forsyth County with a complete and accurate job. Any errors or omissions contained herein do not preclude the vendor from installing a functional system. If such an omission is apparent to the vendor upon

review of this specification and scope of work, the vendor bears responsibility to inform Forsyth County so adjustments can be made. Any clarifications or modifications affecting the specifications and scope of work of this project will be provided by the County and sent via email to the vendor in the form of an addendum. This process places the burden of such omissions and errors upon the vendor, and discharges Forsyth County of its responsibility for a complete and functionally correct system installation.

2.7. General Information and Requirements

Forsyth County is requesting quotes for a Hyper-Converged Data Protection System from qualified bidder(s).

2.8. Selection Process/Evaluation Criteria

Quotes received by Forsyth County will be reviewed and evaluated according to the following categories (not in any particular order):

- 2.8.1. Bidder's qualifications and experience in providing these services. This review will be based upon the three (3) customer references provided.
- 2.8.2. Bidder's financial stability. This review will be based upon Bidder's business financial statements provided.
- 2.8.3. Competitive pricing compared to other qualified proposals.
- 2.8.4. Bidder's overall responsiveness to the requirements of the RFQ.
- 2.8.5. Bidder's summary of experience(s) for similar services provided to other agencies.

As reflected above, the contract award will not be based solely on price, but on a combination of factors as determined to be in the best interest of Forsyth County. After evaluating the RFQ responses and discussing them further with the finalists or the tentatively selected contractor, Forsyth County reserves the right to further negotiate the proposed work and/or method and the cost of the proposal. The above criteria will be used to determine the lowest responsive responsible bidder.

2.9. Right to Reject Bid

Forsyth County reserves the right to reject any and all bids for any reason whether or not said bids are responsive or non-responsive. Forsyth County may, but shall not be required to solicit additional information, orally or in writing, from one or more of the applicants relating to the content of their proposal. Forsyth County may, but shall not be required to, meet with one or more of the bidders prior to a preliminary selection of one or more bidders with which Forsyth County may choose to negotiate.

2.10. Additional Forsyth County Declarations

- 2.10.1. Proprietary Information Notice:
This RFQ contains proprietary and confidential information of which is provided for the sole purpose of permitting the recipient to respond to the

RFQ submitted herewith. In consideration of receipt of this RFQ, the recipient agrees to maintain such information in confidence and not to reproduce or otherwise disclose this information to any person outside the group directly responsible for responding to its contents.

2.10.2. OEM Requirements

Forsyth County Government will only accept responses from certified Original Equipment Manufacturer (OEM) Partners that are authorized to resell OEM equipment and software. With its bid response, the Vendor MUST:

- 2.10.2.1. provide a letter from the OEM that references and confirms that the Vendor is a Certified Partner authorized to sell the products required in this bid.
- 2.10.2.2. Use of Vendor Proposal and Accompanying Material
- 2.10.2.3. All material submitted becomes the property of Forsyth County and will not be returned to the vendor.

2.10.3. Obligation to Contract

This Request for Quotes does not obligate Forsyth County to contract for services specified herein.

2.10.4. Proposal Preparation Costs and Expenses

Forsyth County will not be liable for any costs incurred by the Bidder in responding to the RFQ, presentations or any other activities related to responding to this RFQ.

2.10.5. Form of Agreement

The contents of this RFQ, RFQ Addenda, and the proposal document of the successful Bidder shall become contractual obligations as part of the contract if acquisition action ensues. Failure of successful vendor to accept these obligations in a contractual agreement shall result in cancellation of award. Forsyth County reserves the right to negotiate provisions in addition to those stipulated in the RFQ or proposed by vendor for the purposes of obtaining the best possible offer.

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3. Bidder Checklist

This checklist is to be used as an aid to ensure that all required RFQ items are included with each proposal. It is up to the bidder to ensure that all RFQ requirements are included with each proposal.

- One original, two copies, one electronic copy of proposal (Sec. 2.2)

- Three customer references (Sec. 2.8.1)
- Bidder's financial statement (Sec. 2.8.2)
- Bidder's experience with other projects of this size (Sec. 2.8.5)
- Letter of certification from manufacturer (Sec. 2.10.2.1)
- Statement of insurance as described in Section 3
- Required pricing format (Sec. 6)
- Annual support / maintenance pricing (Sec. 2.5.2, Sec. 6)
- Cloud Archiving (Cloud Out) licensing (Sec. 2.5.3)
- Proposed line-item bill of materials (Sec. 6)
- Proposal Signature page (Sec. 7)
- Signatures of any addendums issued (Sec. 2.3)

Bill of Materials for a Cohesity System:

Item #	Part Number	Description	Quantity
1	C2605-SFP-DPTCA-4	C2605-SFP Four (4) Node Block with 120 TB TCG AES-256 Encrypted HDD,6.4 TB PCI-e Flash, 8x Intel Xeon E5-2620 2.1 GHz 8-Core CPUs, 256 GBRAM, 8x SFP+ 10GbE, 4x IPMI; Includes Cohesity DataPlatform, DataProtect and CloudArchive Add-Ons For 80TB	1
2	SUPP-PREM	C2500-SFP-PLT-3 (Serial #: To be Fulfilled) 12 Months / Premium (24x7) Support	1
3	CBL-10G-SFP-003	Cable, 10G, SFP+, Twinax, 3m	8
4	C2605-SFP-PLT-4	C2605-SFP Four (4) Node Block with 120 TB TCG AES-256 Encrypted HDD,6.4 TB PCI-e Flash, 8x Intel Xeon E5-2620 2.1 GHz 8-Core CPUs, 256 GB RAM, 8x SFP+ 10GbE, 8x 1 GbE, 4x IPMI; Includes Cohesity DataPlatform	1
5	SUPP-PREM	C2500-SFP-PLT-3 (Serial #: To be Fulfilled) 12 Months / Premium (24x7) Support	1
6	CBL-10G-SFP-003	Cable, 10G, SFP+, Twinax, 3m	8
7	C2605-SFP-DPTCA-1	C2605-SFP One (1) Node Block with 30 TB TCG AES-256 Encrypted HDD, 1.6TB PCI-e Flash, 2x Intel Xeon E5-2620 2.1 GHz 8-Core CPUs, 64 GB RAM, 2x SFP+ 10GbE, 2x 1 GbE, 1x IPMI; Includes Cohesity DataPlatform, DataProtect and CloudArchive Add-On for 20TB	1
8	SUPP-PREM	C2500-SFP-PLT-3 (Serial #: To be Fulfilled) 12 Months / Premium (24x7) Support	1
9	CBL-10G-SFP-003	Cable, 10G, SFP+, Twinax, 3m	2
10	C2605-SFP-PLT-1	C2605-SFP One (1) Node Block with 30 TB TCG	1
11	SUPP-PREM	C2500-SFP-PLT-3 (Serial #: To be Fulfilled) 12 Months / Premium (24x7) Support	1
12	CBL-10G-SFP-003	Cable, 10G, SFP+, Twinax, 3m	2

Bill of Materials for a Rubrik System:

Item #	Product Code	Product Description	Quantity
1	RBK-R6408S-01	r6408s Appliance, 4-node, 96TB raw, SFP+ NIC, RCDM	4
2	RBK-SVC-PREM-APPLIANCE	Premium Support, Prepaid for Rubrik Appliance (1-Year)	4
3	RBK-CLOUT-TB	Subscription to Rubrik CloudOut for 10TB, incl Support	10
4	RBK-INSTALL	Rubrik Installation and Configuration Services, incl. travel and expense	1