



Request for Quotes

Quotes Requested for **STORAGE AREA NETWORK (SAN) and SERVER VIRTUALIZATION** for South Central Michigan Works!

Request for Quotes

South Central Michigan Works! hereby solicits proposals to purchase a new Storage Area Network (SAN), along with Server Virtualization hardware and software, to provide increased capacity for both Microsoft SQL-based, proprietary-based and Web-based applications. While this RFQ represents an initial purchase it is anticipated that a doubling of capacity will be needed after the first year of operation.

I. Bids are due by 10:00 a.m. on **June 27, 2008** at the South Central Michigan Works! Office by email to jmorris@scmw.org. Late bids will not be reviewed. Questions may be addressed to JC Morris at jmorris@scmw.org.

II. Background

South Central Michigan Works! administers federally funded employment and training programs which include Workforce Investment Act (WIA), Work First, and No Wrong Door. These funds are governed by the South Central Michigan Works! Workforce Development Board and all activities are contracted out. Current information about South Central Michigan Works! can be found at www.scmw.org.

Through a contracted partnership with the Hillsdale County Intermediate School District Department of Technology, this project is intended to increase the current and future data storage capacity and increase the fault tolerant access of all data for all SCMW! central and remote service centers and their clients.

III. Qualifications

- EXTENSIVE experience in data collection tools and virtualization methods;
- Knowledge of iSCSI equipment and environments;
- Experience in remote SAN strategies;
- Knowledge of Michigan Works!; and
- Knowledge of applicable federal and state rules and regulations

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IV. Project Objectives

- Provide a fully scalable, unlimited storage system for all data and archived data.
- Provide replication of all data sources for archival and reporting purposes.
- Provide full live access to all data sources 24/7 in all service centers and administration offices.
- Provide replication services during off-hours for archival and replication purposes.
- Provide server virtualization for all service centers and administration offices.
- Provide a cost effective, scalable alternative for future growth and expansion of data services.
- Quotes should include the following criteria:

FEATURE (SAN)	One Time Cost Included or NA	Annual Cost Included or NA
• Storage hardware platform must be based on x86 architecture		
• Natively use the iSCSI Protocol		
• Each disk in each node must be hot swappable		
• Each node must have at least two gigabit Ethernet controllers that can be teamed		
• Platforms must be 10GigE ready		
• Each cluster must allow for on-line growth without excessive per-terabyte costs		
• The IP SAN subsystem must have a minimum total of 3 TB of useable disk space		
• Must utilize a Graphical User Interface to manage the SAN nodes and clusters regardless of where they are located on the Local Area Network		
• Must provide synchronous replication at no additional charge		
Must support two-way, three-way replication of data within a cluster		
• Must include synchronous replication by default		
• Replication of data must be separately configurable for each volume. Additionally, replication level must be able to be reconfigured as		

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needed		
<ul style="list-style-type: none"> • Must provide active alerting through configurable mechanisms (SMTP, SNMP) 		
Must allow for thin provisioning of volumes and snapshots		
<ul style="list-style-type: none"> • Snapshots must not require any pre-allocation (reservations) of capacity 		
<ul style="list-style-type: none"> • Must be able to dynamically add storage nodes to an existing cluster while the cluster is in active service 		
<ul style="list-style-type: none"> • Must be able to control the bandwidth allocated to: <ul style="list-style-type: none"> ○ Asynchronous Replication ○ Cluster rebuild ○ Hardware RAID rebuild 		
FEATURE (Virtual Server)	One Time Cost Included or NA	Annual Cost Included or NA
<ul style="list-style-type: none"> • Intel X86 Server with dual Xeon processors, 32GB Ram and at least 3 GigE NICs 		
<ul style="list-style-type: none"> • Server must be rack mountable in a standard 19in rack and not more than 2U 		
<ul style="list-style-type: none"> • Servers must be capable of running virtual software 		
<ul style="list-style-type: none"> • Servers must have three year warranty 		
<ul style="list-style-type: none"> • Software must have management console 		
<ul style="list-style-type: none"> • Software must have virtual SMP support 		
<ul style="list-style-type: none"> • Software must have policy based management 		
<ul style="list-style-type: none"> • Software must have Dynamic workload balancing 		
<ul style="list-style-type: none"> • Must have recovery of virtual machines 		
<ul style="list-style-type: none"> • Must include snapshot support 		
<ul style="list-style-type: none"> • Must include P2V and V2V support 		
<ul style="list-style-type: none"> • Must provide a method for virtual machine 		

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backup		
• Must provide patch management		
• Must provide storage migration		

Maintenance Requirements

Additional software costs including yearly maintenance/licensing fees must be included in the response. Maintenance including parts, labor, and software upgrades must be quoted for a period of three years. Pricing, if available for years 4 and five is desired. The unit must have the ability to automatically contact a service center for automated fault notification. On site service must be available 24 by 7 with 4 hour response time. Redundant components, if end user replaceable must be delivered next business day. Phone and Internet support must be available 24 by 7.

V. Expected Outcomes

- Provide a Storage Area Network (SAN) environment located at the central administrative office data center
- Provide remote SAN replicable environments in each of three remote service centers.
- Provide a process that is reliable and uniform in its administration in terms of data access and replication back to the central data SAN.
- Provide a virtual server environment allowing for data collection and access for multiple database, application and file server environments for each location, central and remote.

VI. Time Line

The project and recommendation must be available for review by South Central Michigan Works! no later than **June 27, 2008**. **It is anticipated that this bid will be awarded following the bid viewing on June 27, 2008 at South Central Michigan Works administrative offices.**

VII. Project Cost

The project cost should be accompanied by justification and comparison data.

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APPLICATION FORM

1. Name: _____
2. Organization: _____
3. Address: _____
4. Phone/Fax: _____
5. Date: _____
6. Describe plan to meet specifications as listed in Section IV.

7. Describe qualifications including experience in strategic planning using the Balanced Scorecard approach.

8. Provide a detailed cost analysis for the development of this project/survey.

9. Provide assurance of ability to complete the project in the required timeline.

10. Provide at least three (3) references (contact name, phone number and email address only) from past organization/business for which a Balanced Scorecard and/or surveys have been developed and initiated.

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