



**REQUEST FOR PROPOSAL (RFP) FOR SERVER VIRTUALIZATION HARDWARE,
SOFTWARE AND IMPLEMENTATION**

RFP Circulation Date: February 20th, 2009

Proposal Submission Deadline: March 13th, 2009

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City of SeaTac Server Virtualization Project

Introduction and Scope of Project

Incorporated in February 1990, the City of SeaTac is located in the Pacific Northwest, approximately midway between the cities of Seattle and Tacoma in the State of Washington. The City is 10 square miles in area and has a population of 25,230. SeaTac is a vibrant community, economically strong, environmentally sensitive, and people-oriented.

The City is undertaking a project to update its current datacenter design and functionality. This project will include virtualizing the City's existing servers and adding network attached storage. The City is looking for a vendor who can provide all necessary hardware, software and implementation services for this project.

Respondents are encouraged to contact the City with any questions or concerns. Final proposals submitted are to be received by the City of SeaTac City Clerk no later than 4:00 p.m. on March 13th, 2009, at the following address:

City of SeaTac
Attn: Kristina Gregg, City Clerk
4800 S. 188th St.
SeaTac, WA 98188

Start and Completion of Work

The tentative schedule for this project/process is as follows:

Proposals Due	March 13 th , 2009
Interviews with selected Responders	March 16 th -18 th , 2009
Council Presentation	March 24 th , 2009
Contract Approval	March 25 th , 2009
Go Live Target	TBD

Services required after selection

- A. The selected firm's representative(s) may be required to attend a public meeting(s) during the approval process.
- B. The selected firm's representatives will be required to meet regularly with the City's project manager and/or representatives to discuss and plan the project(s) and provide progress reports as needed.
- C. In conjunction with performance under the approved contract, the contractor may be required to attend additional progress meetings. In the event the contractor is not in conformance with the contract, these meetings will be provided at no additional cost to the City.
- D. A testing period not to exceed 15 business days, shall be provided, during which the City may evaluate the finished solution. At the completion of each testing period, a letter of acceptance or failure will be provided to the firm selected. Items requiring correction at either testing period must be corrected within 15 calendar days by the firm selected. If corrections are needed, a

testing period and subsequent acceptance testing period, either period not to exceed 5 business days, shall be provided, during which the City may evaluate any corrections made.

Requested Information and Proposal Format

This section instructs respondents on procedures related to the submission of proposals.

- A. The title page of the proposal must contain your firm's name, address, telephone number, principal contact, fax number and email address.
- B. The proposal should contain a table of contents.
- C. The proposal should include resumes of all principals to be involved in the project and their roles and responsibilities for the proposed project.
- D. The proposal should include necessary software and hardware (as listed in Appendices A and B), integration needs and potential costs necessary to complete the project (i.e. hardware, software, installation, licensing, training, etc.)
- E. Proposal should be all encompassing, with a single vendor identified as the "responsible lead vendor." Please indicate any needed subcontracted services required to meet the needs of the proposal or clearly indicate what portion of the services are not included as part of your proposal.
- F. The proposal should include an estimated summary timeline for completion of each phase of the project. This should be as realistic as possible since this will be part of the contractual agreement.
- G. A detailed work plan describing your approach to designing, managing and coordinating this project. The description should include all tasks listed in the scope of work for all phases of the project and a tentative schedule.
- H. The proposal should contain the total project cost, as well as detailed "line item" costs for components/phases of the project. All hourly rates and fees, charges, costs and anticipated reimbursable costs must be clearly stated.
- I. Provide (1) one original and (2) two copies for a total of (3) three submitted proposals. Only sealed proposals will be accepted – no faxes.
- J. All Proposals must be submitted on or before February 27, 2009 at 4:00 PM, to:

City of SeaTac
Attn: Kristina Gregg, City Clerk
4800 S. 188th St.
SeaTac, WA 98188-8605

Other Proposal Information

Acknowledgement of Amendments

Each agency receiving a copy of this shall acknowledge receipt of any amendment to this RFP by signing and returning the amendment with the completed proposal. The acknowledgement must be received by the City of SeaTac at the time and place specified for receipt of proposals.

Additional Information

Questions regarding this solicitation shall be submitted in writing to:

City of SeaTac
Attn: Bart Perman, Systems Administrator
bperman@ci.seatac.wa.us
4800 S. 188th St.
SeaTac, WA 98188

Or by fax at 206.973.1548

Respondents are cautioned that any oral statements made that materially change any portion of this solicitation are not valid unless subsequently ratified by a formal written amendment to this RFP. No technical questions that may materially change any portion of this solicitation will be accepted during the seven calendar days prior to the time and date set for receipt of proposals.

Applicable Laws Shall Apply

The contract awarded shall be governed in all respect by the laws of the State of Washington, and any litigation with respect thereto shall be brought in the courts of the State of Washington. The company awarded the contract shall comply with applicable Federal, State, and local laws and regulations.

Collusion Among Respondents

Each respondent, by submitting a proposal, certifies that it is not party to any collusive action or any action that may be in violation of State and Federal law.

Exceptions

A respondent taking exception to any part or section of this solicitation shall indicate such expectations in a separate section of the submitted proposal – such section shall be entitled “Exception of Conditions.” Failure to indicate any exception will be interpreted as the respondent’s intent to comply fully with the requirements of this RFP as written.

Expenses Incurred

There is no expressed or implied obligation for the City to reimburse responding firms for any expenses incurred in preparing proposals in response to this request. Materials submitted by respondents are subject to public inspection under the Washington State Public Disclosure Laws. Any language purporting to render the entire proposal confidential or proprietary will be ineffective and will be disregarded.

Late Submissions

Any proposal received at the place designated in this RFP after the time specified for receipt will not be accepted or considered.

Nonconforming Terms and Conditions

Any proposal that includes terms and conditions that do not conform to the terms and conditions in this RFP is subject to rejection as non-responsive. The City of SeaTac reserves the right to permit the respondent to withdraw non-conforming terms and conditions from its proposal prior to action by the SeaTac City Council to award a contract.

Withdrawal of Proposal

Respondents may withdraw all or any portion of a proposal at any time during and after the review and award process, up to ratification of an agreement between the City of SeaTac and the designated agency.

Withdrawal of Request for Proposal

The City of SeaTac retains at all times the right to cancel or withdraw this RFP, to refuse to accept a proposal from any respondent, and to modify or amend any portion of this RFP.

Proposal Evaluation/Selection Process

This section defines the proposal format to be used by respondents. All proposals shall be submitted in the format outlined herein. In preparing submissions, respondents should describe in detail the services proposed to be provided and how service delivery will be accomplished. Respondents should also identify equipment requirements and the cost of providing said equipment. The minimum levels of services to be provided are described in this RFP.

The City of SeaTac will receive competitive proposals from firms having specific experience and qualifications in the areas identified in this solicitation. Under competitive negotiation procedures, the terms of the service contract, the price of the service, the method of service delivery, and the conditions of performance are all negotiable. A negotiated contract will be awarded to the agency that best meets the proposed needs at a reasonable price, not necessarily at the lowest price.

For consideration, proposals must contain descriptions of the agency's experience and abilities to perform pursuant to the City of SeaTac project objectives. Unless otherwise stated, all proposals shall address each criterion identified in the following subsection.

Evaluation and Selection Criteria

The City's designated staff shall review and evaluate all proposals. Evaluation of responses will be based, in part, on the following criteria:

- A. Qualifications of respondent, including:
 - Demonstrated competence and professional qualifications necessary for successfully performing the work required by the City as stated in the RFP.
 - Recent experience in successfully performing similar services, and the backgrounds and experience of the specific individuals to be assigned to this project.
 - Standard hourly billing rates for the assigned staff, including any sub-consultants; sub-contracts; project rate; or module design rate.
- B. Commitment to work with the City of SeaTac in addressing current and future needs with respect to the City's overall network structure.
- C. Understanding of the work required by the City.

- D. Value/Benefit of the Respondent's proposal to/for the City.
- E. Completeness of responses to specific requirements of the RFP.
- F. Proposed approach in completing the work.
- G. References.
- H. Cost – broken down by phase and type of work.
- I. Extent to which the design concept reflects the objectives noted in this RFP.

Evidence of Ability to Perform

Before the award of any contract, each respondent may be required to demonstrate to the satisfaction of the SeaTac City Council, or the designated committee, that it has the necessary facilities, ability, and resources to provide the services specified herein within the timeline required. The City of SeaTac may make reasonable requests deemed necessary and proper to determine the scope of work, and the respondent shall furnish to the City of SeaTac all information for this purpose.

Final Selection

Following the review of the proposals, presentation and interviews, the City may further invite a firm(s) to formally meet with City representatives prior to making a final determination to address additional inquiries by the City and to discuss and/or negotiate terms and conditions for a final contract. Factors that will determine the final selection will include the finalization of terms in regards to service agreements and costs. However, the City reserves the right to reject any or all quotations, waive any informality in RFP's, and to accept or reject any items thereon.

Contract Commencement and Completion

The selected firm will be required to enter into an Agreement for the project with the City.

Any contract resulting from this RFP shall not be effective unless, and until, approved by the City Council. Upon approval, the contract shall start within 30 days after the award of the contract. The estimated completion date shall be defined in the proposal submitted by the selected firm, but shall be no later than 120 days from the award of the contract.

Appendix A

Hardware Specifications

REQUEST FOR PROPOSAL (RFP) FOR SERVER VIRTUALIZATION HARDWARE, SOFTWARE AND IMPLEMENTATION

Appendix A - Hardware Option A

Qty.	Description	Price	Ext. Price
2	Dell Poweredge 2950 configured as below:		
	Processor Single (1x) Xeon 2.33 GHz		
	Memory 16 GB (4 slots of single 4 GB modules)		
	HDD 146 GB 10k RPM (x2 – Mirrored RAID 1)		
	PCIe (1) iSCSI HBA (Qlogic) Single channel		
	PCIe (2) Quad Port 10/100/1000 NIC		
	PCIe (3) empty		
	Power Dual Redundant w/ separate cords		
	NIC Dual 10/100/1000 redundant onboard NIC		
	Dell Next Day Warranty (3 year)		
		Subtotal	
		Price	Ext. Price
1	Dell Equallogic PS5000 configured as below		
	HDD 16x 250GB 7.2k RPM array (4 TB total capacity)		
	Controller Redundant Dual Array Controller		
	Power Redundant Dual Power w/ separate cords		
	NIC Redundant Dual 10/100/1000 NIC		
	Dell Next Day Warranty (3 year)		
		Subtotal	
		Tax	
		Grand Total	

REQUEST FOR PROPOSAL (RFP) FOR SERVER VIRTUALIZATION HARDWARE, SOFTWARE AND IMPLEMENTATION

Appendix A - Hardware Option B

Qty.	Description	Price	Ext. Price
2	Dell Poweredge 2950 configured as below:		
	Processor Dual (2x) Xeon 2.33 GHz		
	Memory 16 GB (4 slots of single 4 GB modules)		
	HDD 146 GB 15k RPM (x2 – Mirrored RAID 1)		
	PCIe (1) iSCSI HBA (Qlogic) Dual channel		
	PCIe (2) Quad Port 10/100/1000 NIC		
	PCIe (3) empty		
	Power Dual Redundant w/ separate cords		
	NIC Dual 10/100/1000 redundant onboard NIC		
	Dell Next Day Warranty (3 year)		
		Subtotal	
		Price	Ext. Price
1	Dell Equallogic PS5000 configured as below		
	HDD 16x 500GB 7.2k RPM array (8 TB total capacity)		
	Controller Redundant Dual Array Controller		
	Power Redundant Dual Power w/ separate cords		
	NIC Redundant Dual 10/100/1000 NIC		
	Dell Next Day Warranty (3 year)		
		Subtotal	
		Tax	
		Grand Total	

Appendix B

Software Specifications and Implementation Services

City of SeaTac

REQUEST FOR PROPOSAL (RFP) FOR SERVER VIRTUALIZATION HARDWARE, SOFTWARE AND IMPLEMENTATION

Appendix B - Software and Implementation Services

Qty.	Description	Price	Ext. Price
2	VMware Infrastructure Enterprise for 2 processors + Platinum (24X7) 1 Year Support*		
		Subtotal	

*Note-VMWare pricing as specified should be provided, however if a more cost effective solution is available, this should be included as well.

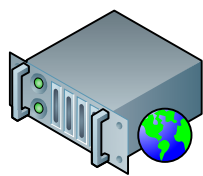
Professional Services:

On site Physical-to-Virtual migration and migration assistance
Assistance w/initial installation of hardware and VMWare
Call-back and/or follow up assistance (daily incremental)

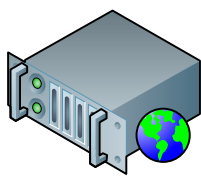
Appendix C

Proposed Datacenter Migration

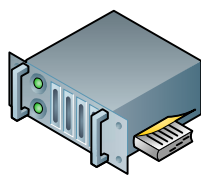
Existing Data Center



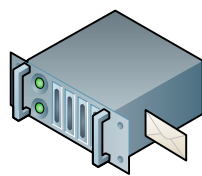
Geometro
GIS



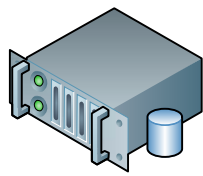
Webeoc
IIS



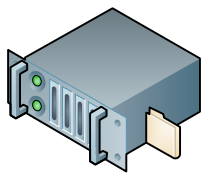
Seatacweb
DNS/DHCP



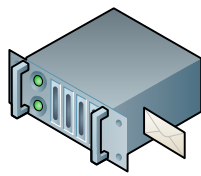
Seatacmail
AV Filter



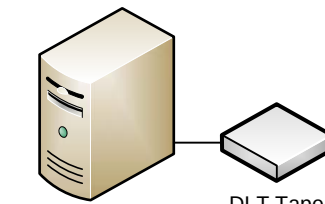
Seataceden
SQL



Seatacdata



Seatacexchange
bDNS



Seatacafaria
Backup

DLT Tape



Boone



External
attached HDD

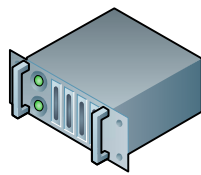
Manual tape backup
– only does a back-
up on Boone
*(phasing out this
server)*

Manual tape backup –
320GB single tape
capacity (we currently
use 2x tapes for a
weekly backup)

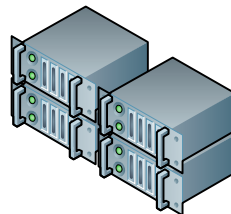


Blackberry Enterprise
Manager

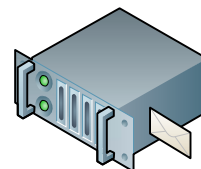
Existing Servers Expected to Remain



Rightfax



Call Managers / VoIP Telephony



Seatv

Proposed Data Center



Node1

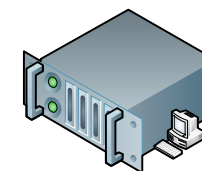


Node2



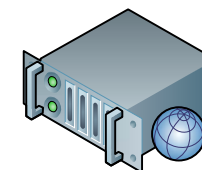
Node3

3 physical servers of
clustered “Virtual
Servers”
*(the 3rd being a future
planned addition)*



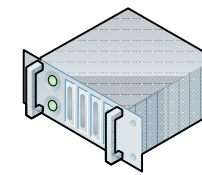
PS5000E

Centralized
redundant network
attached storage
device (4-8TB)



Backup Device

Automated tape backup
– LTO4



Data Dedup

*Data deduplication
appliance/software
(future planned to
span network to be
redundant across 2
sites – future
disaster recovery
planning) – pending
2010 budget*



Virtual Center



ESX



ESX

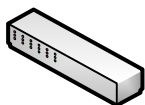


ESX

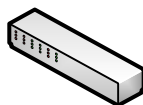


ESX

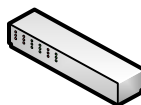
Node 1 – Example Setup



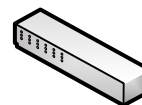
vSwitch
(locked to 1 proc, 1 vSwitch)



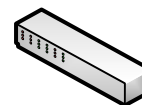
vSwitch



vSwitch



vSwitch



vSwitch



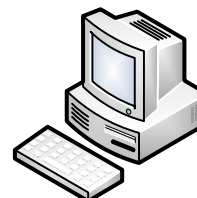
ESX



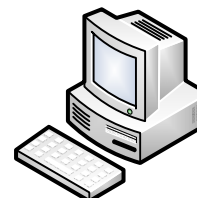
ESX



ESX

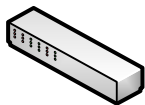


VM_Dev

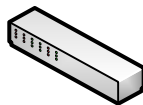


VM_Prod

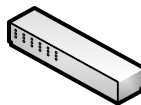
Node 2 – Example Setup



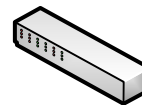
vSwitch
(locked to 1 proc, 1 vSwitch)



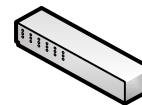
vSwitch



vSwitch



vSwitch



vSwitch

Node.1

A physical, rack mounted, server w/ VMWare ESX Server installed (from Virtual Infrastructure w/ Virtual Center).

Multiple Virtual Machines (VM) running various Operating Systems (OS): Windows Server 2003, UNIX, XP, etc.

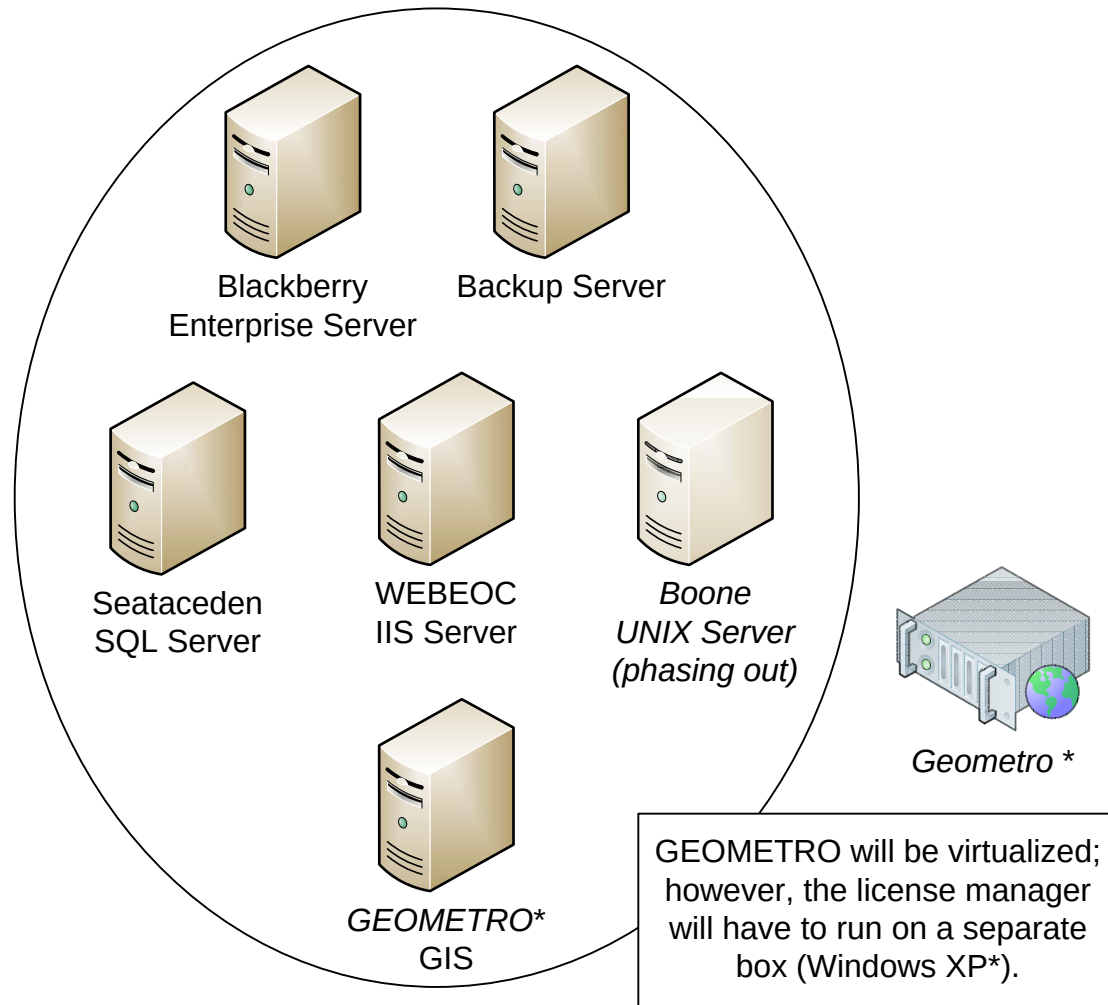


Node1

Hardware Configuration

(Each NODE should have the same configuration for hardware)

Single or Dual Xeon 2.66 Quad Core
16 GB (4x 4 GB) RAM
146 GB 10K HDD (x2 – RAID1)
iSCSI HBA Hardware Initiator (PCIe)
Dual Broadcom 1Gb NIC (*onboard*)
Quad Port 1Gb NIC (PCIe)



Node.2

A physical, rack mounted, server w/ VMWare ESX Server installed (from Virtual Infrastructure w/ Virtual Center).

Multiple Virtual Machines (VM) running various Operating Systems (OS): Windows Server 2003, UNIX, XP, etc.

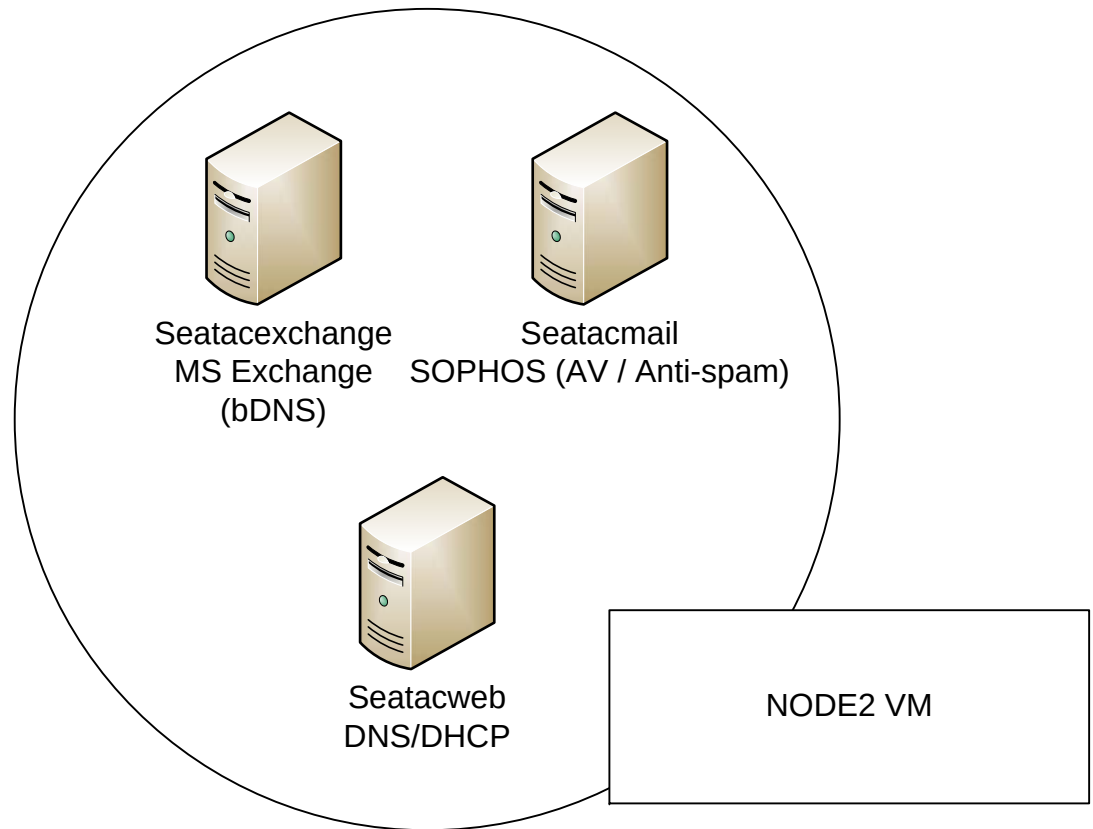


Node2

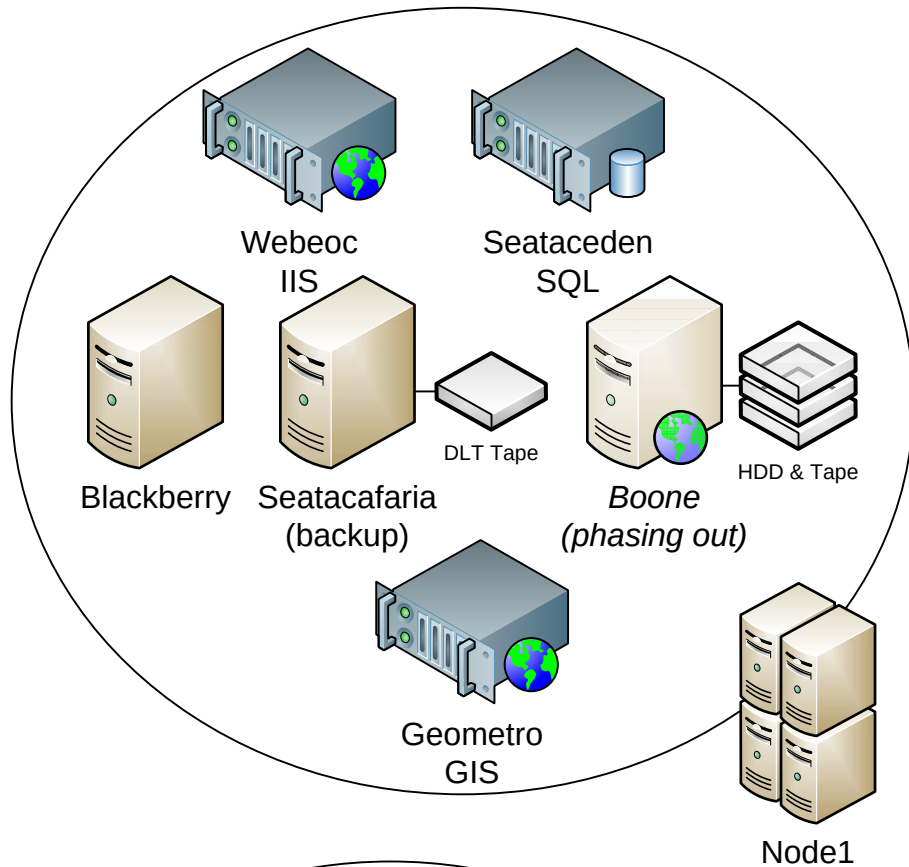
Hardware Configuration

(Each NODE should have the same configuration for hardware)

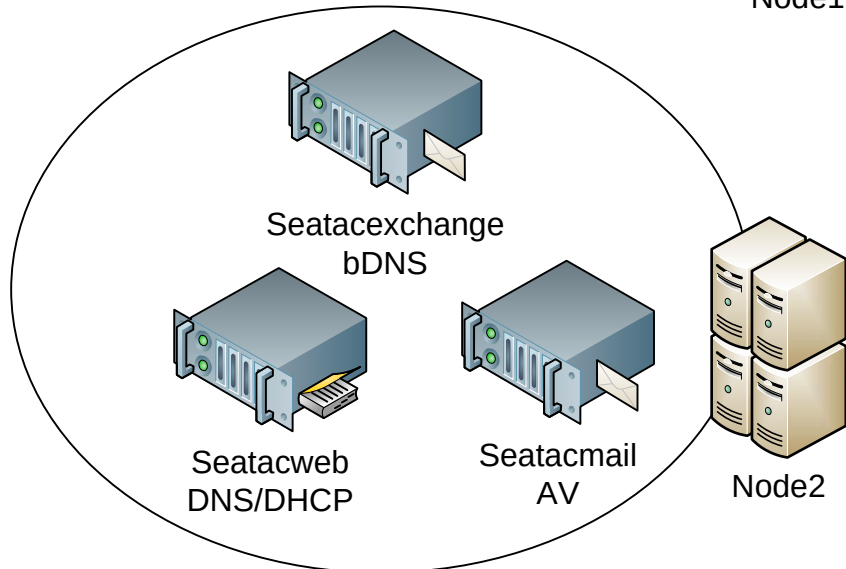
Single or Dual Xeon 2.66 Quad Core
16 GB (4x 4 GB) RAM
146 GB 10K HDD (x2 – RAID1)
iSCSI HBA Hardware Initiator (PCIe)
Dual Broadcom 1Gb NIC (*onboard*)
Quad Port 1Gb NIC (PCIe)



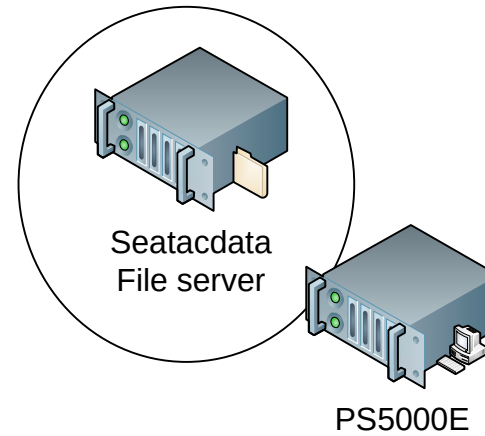
Proposed Virtualization Migration



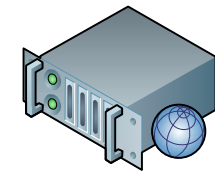
Consolidation of the majority of servers - applications to be installed on a single VM, others will have their own VM (like WEBEOC, SQL, GEOMETRO) – **Node.1**



VMs housed here are the primary DNS/DHCP, Exchange, Sophos AV – **Node.2**

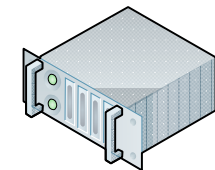


Seatacdata information merged onto 4-8TB SAN



Tape Backup

Attached Network Backup Device (software controlled on Node 1)



De-Dupe

Data De-Duplication appliance (TBD) to provide local and offsite DR/archiving/data redundancy (pending 2010 budget)



Install Windows XP+
Blackberry ES v. 4+

Blackberry
Enterprise Server



Install Windows Server 2003+
PROMOTE to DC
Install MS Exchange
Enable DNS / DHCP backup

Seatacexchange
MS Exchange



Install Windows Server 2003+
Install SQL Server 2000+ (use current instance
name)

Seataceden
SQL Server



Install Windows Server 2003+
PROMOTE to DC
Enable DNS / DHCP primary

Seatacweb
DNS/DHCP



Install Windows Server 2003+
Install backup software

Seatacafaria
Backup Server



Install Windows Server 2003+
Install Sophos AV
Install Puremessage

Seatacmail
SOPHOS (AV / Anti-spam)



Install Windows Server 2003+
Setup IIS
Host Webforms

WEBEOC
IIS Server



Install Windows Server 2003+
Setup IIS
Install ArcGIS 9x
Setup License Server

GEOMETRO*
IIS Server



Phasing out

Boone
UNIX Server