



DEPARTMENT OF TECHNOLOGY

7703 NW BARRY ROAD

KANSAS CITY, MO 64153

Phone: 816-359-6104

Email: RFP_Tech@parkhill.k12.mo.us

REQUEST FOR PROPOSAL NUMBER: TE1110

The Park Hill School District, Department of Technology, will accept separate sealed proposals from qualified persons or firms interested in providing the following:

BACKUP AND DISASTER RECOVERY IMPLEMENTATION

IN ACCORDANCE WITH THE ATTACHED SPECIFICATIONS

PROPOSALS MUST BE RECEIVED AND WILL BE OPENED AT

10:00 AM, CST, ON October 30, 2020

PLEASE MARK YOUR EMAIL "BID No. TE1110" AND EMAIL TO:

Park Hill School District, Department of Technology

RFP_Tech@parkhill.k12.mo.us

It is the responsibility of interested firms to check the District's website at:

http://www.parkhill.k12.mo.us/district_information/requests_for_proposal_and_bids, for any addendums prior to the opening date and time of this Proposal. All addendums must be signed and included with the submitted response.



PROPOSAL NUMBER:	TE1110
QUESTIONS DUE:	October 23, 2020 2:00 PM
RESPONSE DUE:	October 30, 2020 10:00 AM

SIGNATURE PAGE

The undersigned, on behalf of the Bidder, certifies that: (1) this offer is made without previous understanding, agreement or connection with any person, firm, or corporation making a bid on the same project; (2) is in all respects fair and without collusion or fraud; (3) the person whose signature appears below is legally empowered to bind the firm in whose name the bid is entered; (4) they have read the complete Request for Bid and understand all provisions; (5) if accepted by Park Hill School District, this Bid is guaranteed as written and amended and will be implemented as stated; and (6) mistakes in writing of the submitted Bid will be bidder responsibility.

Name of Bidder: _____

Primary Contact: _____

Email Address: _____

Address: _____ **City:** _____ **State:** _____ **Zip:** _____

Phone Number: _____

Fax: _____

Signature: _____



TABLE OF CONTENTS

PART I – DESCRIPTION OF PROJECT & SERVICES REQUIREMENTS

I. Scope of Services.....4

II. Timeline for RFP Process & Project Completion.....4

III. Proposal Requirements.....4

PART II – INSTRUCTION TO RESPONDENTS

I. Instructions to Respondents.....5

II. Respondent Qualifications.....5

III. Selection Process.....6

IV. Terms & Conditions.....6

V. Invoicing & Payments.....8

FORM No. 1: Option 1 – Dell/EMC.....9

Form No. 2: Option 2 - Rubrik.....10

Form No. 3: Installation Assistance Services.....11



PART I
DESCRIPTION OF PROJECT & SERVICES REQUIRED

SCOPE OF SERVICES

The Park Hill School District (PHSD) is seeking proposals from qualified firms/providers for the procurement of server equipment and deployment services for the District datacenters.

II. TIMELINE FOR RFP PROCESS & PROJECT COMPLETION

The timeline listed below is the District’s estimation to complete the RFP process. All efforts shall be made to abide by this schedule but it may change due to different circumstances.

Post RFP Notification	October 19, 2020
Question Cutoff date	October 23, 2020 @ 2:00 PM CST
Proposal Due Date	October 30, 2020 @ 10:00 AM CST
Notice to Proceed/PO	December 11, 2020

III. PROPOSAL REQUIREMENTS

- A. Vendors must address all information specified by this RFP.
- B. PHSD reserves the right to verify any information contained in the vendor's response, and to request additional information after the RFP response has been received. Any supplemental information that you provide will become a part of your proposal.
- C. Marketing brochures included as part of the main body of the bid response shall not be considered but may be submitted as an attachment. Vendors shall include a detailed specifications sheet of each model being proposed, which shall include details of the warranty provided.
- D. Vendor shall bear all costs associated with preparing and submitting responses to this RFP and the subsequent evaluation phase.
- E. All pricing on proposed items shall be held without increase for at least one year from award date. If during this period the manufacturer's price decreases, it shall be the responsibility of the vendor to pass on any applicable decrease to the District in the event a purchase is pending. The District reserves the right to routinely make inquiries of the successful vendor on price decreases at any stage throughout the "held" period.



PART II
INSTRUCTIONS TO RESPONDENTS

I. INSTRUCTIONS TO RESPONDENTS

- A. All questions shall be submitted to RFP_Tech@parkhill.k12.mo.us and will be addressed by the District. If there is significant information deemed necessary to be communicated to all potential responders an addendum(s) may be issued and posted on the District's website. All addendums(s) must be signed and included with the submitted proposal.
- B. It is the responsibility of each respondent before submitting a response to examine the proposal documents thoroughly and request an interpretation or clarifications soon after discovering any conflicts, ambiguities, errors, or omissions in the proposal documents. Requests for clarification must be received no later than 2:00 PM on October 23, 2020.
- C. The District reserves the right to award this contract in its entirety or to split the contract between respondents, whichever is in the best interest of the District. The District may accept any item or group of items of the proposal unless qualified by specific limitation of the respondent.
- D. Proposals submitted on separate forms are not acceptable unless specified in the RFP document. Failure to complete proposal forms to the satisfaction of the Department of Technology may result in the rejection of your proposal.
- E. Acceptance of this proposal or any part thereof, in writing, within one hundred twenty (120) days after the closing date by the Department of Technology shall constitute a legal and binding agreement; wherein, the supplier shall furnish the supplies or material in accordance with the specifications and proposal offer on the written order of the Superintendent.
- F. The respondent shall provide all transportation, labor, materials, and equipment to perform the work. Prices shall include F.O.B. destination and inside delivery. In the event of errors in extension of total price(s), the unit price(s) shall prevail.
- G. Proposals may be modified, cancelled or withdrawn prior to the above referred time and date only upon written notice actually received by the District before referenced time and date. Proposals may not be withdrawn for a 60-day period following the time and date for the receipt of proposals.
- H. Proposals will be made on the enclosed form. Respondents are requested to comply in all respects with the RFP documents and the instructions to Respondents.
- I. Respondents are reminded that the District is exempt from manufacturers excise taxes, floor or sales taxes. Tax exemption certificates will be issued upon request.

II. RESPONDENT QUALIFICATIONS

- A. Firm shall warrant that the products are newly built (NO GRAY MARKET OR REFURBISHED).
- B. Firm shall propose a system that is fully functional. The cost of any omissions will be the responsibility of the vendor.
- C. Firm shall purchase equipment directly from manufacturer or through manufacturer authorized channel only, in accordance with all applicable laws and current manufacturer's applicable policies at the time of purchase.
- D. Firm shall provide where source equipment was purchased from, which will be verified by the manufacturer account manager.



- E. Firm shall have the capacity and willingness to field calls/emails from Park Hill School District if a problem occurs.
- F. The firm will be willing to field follow up questions from Park Hill School District once the project is completed.
- G. The firm will provide full, detailed documentation of all aspects of the project.

III. SELECTION PROCESS

A. Evaluation of Responsive Proposals: The proposals will be evaluated by a Selection Committee comprised of selected District personnel. Cost will be weighed most heavily in our evaluation. We will also be evaluating durability, ease of use, parts availability, warranty service and ability to meet required specifications. The overall process may consist of two steps: the first being a review and evaluation of all responsive proposals and the second being the interview phase for the short list of respondents selected for interview.

IV. TERMS & CONDITIONS

In submitting a response to this Request for Proposal vendors hereby understand the following:

- A. Park Hill School District reserves the right to reject any and/or all submittals and responses to these and/or related documents, to accept any item(s) in the submittal, to waive any irregularity in the submittals, and further if determined to be non-responsive in any form, or if determined to be in the best interest of Park Hill School District.
- B. Park Hill School District interprets the term "Lowest Responsible and Best Bidder" as requiring Park Hill School District to: (a) choose between the kinds of materials, goods, wares, or services subject to the proposal, and (b) determine which proposal is most suitable for its intended use or purpose. Park Hill School District can consider, among other factors, such things as references, past performance, the availability of service(s), part(s) material(s) and/or supply(s), warranty, maintenance, freight costs, performance of product and labor cost of items upon which proposals are received. Responses will be rejected if all proposal specifications are not met.
- C. That Respondent, if an individual, is of lawful age and competent to enter into and perform the Work contemplated and, if a corporation, is duly incorporated and authorized to do business in this state.
- D. That this Proposal is made without any understanding or agreement with any other person, firm or corporation submitting a proposal for the same purpose. That this Proposal is made without any understanding or agreement with any other person, firm or corporation that such person, firm or corporation refrain from responding and this Proposal is in all respects fair and without collusion or fraud.
- E. That no member of the Board of Education of this District, nor any officer, employee or person whose salary is paid by said District, in whole or in part, is directly or indirectly interested in this Proposal or any labor or material to be supplied under any Contract or any portion of the profits.
- F. That the prices stated herein are net, exclusive of all federal, state and municipal sales and excise taxes.
- G. Alternate proposals (two or more proposals submitted) will be considered for an award. Park Hill School District reserves the right to make the final determination of actual equivalency or suitability of such proposals with respect to requirements outlined herein. The proposals submitted, and any further information acquired through interviews, will become and is to be considered a part of the final completed contract. If there is any variance or conflict, the proposal specifications will control.
- H. Respondents MUST email completed copies of this entire document to the Park Hill School District Technology Department, RFP_Tech@parkhill.k12.mo.us on or before the date and time specified. Proposals received after that time will not be accepted nor considered.



- I. It is the responsibility of each respondent, before submitting a proposal to examine the documents thoroughly, and request written interpretation or clarifications soon after discovering any conflicts, ambiguities, errors, omissions in the RFP documents. **Requests for clarification must be sent to: RFP_Tech@parkhill.k12.mo.us and received no later than October 23, 2020 at 2:00 PM.** The email must contain this proposal number, name, date and numbered questions. Park Hill School District will not answer questions transmitted through facsimile or methods other than set forth in this paragraph. All questions will be answered in an addendum, after question due date. Park Hill School District is not responsible for questions not received on or before the due date, including emails lost due to spam filters or technical issues.
- J. Proposals submitted may not be withdrawn for a period of 14 days immediately following the opening of this Request for Proposal.
- K. All requested information must be supplied. If respondents cannot respond to any part of this request, respondents should state the reason they cannot respond and note an exception. Respondents may provide supplemental information to assist Park Hill School District in analyzing its proposal.
- L. If the respondent refuses or fails to make deliveries of the materials within the times specified on the face of the Request for Proposal or purchase order, Park Hill School District may, by written notice, terminate the contract or purchase order.
- M. The respondent will warrant that goods, personal property, chattels, and equipment sold and delivered are free and clear of any and all liens or claims of liens.
- N. The successful respondent will hold and save Park Hill School District, and its officers, agents, servants/employees harmless from liability of any patented, or unpatented invention, process, article, or appliance manufactured, or used in the performance of the contract, including its use by Park Hill School District. Vendors working on Park Hill School District property or on behalf of Park Hill School District will be required to carry minimum insurance listed in RFP document.
- O. All items furnished, if applicable, must be the best of their respective kinds, and will be free from defects in material and workmanship. Items will be subject to Park Hill School District inspection and approval at any time within 30 days after delivery. If a substitution is made, it will be the decision of a Park Hill School District representative to determine if it is of equal quality. Items furnished must be manufactured in compliance with all existing legal or governmental directives.
- P. All proposals shall be valid and constitute an irrevocable offer to contract on the terms and conditions contained in this Request for Proposals for ninety (90) days after opening. Contracts entered into based on submitted proposals are revocable if contrary to law.
- Q. All project participants, consultants, engineers, contractors, and subcontractors, must comply with all applicable Federal, State and Local laws pertaining to contracts entered into by governmental agencies. All participants must comply with the Americans with Disabilities Accessibility Guidelines (ADAAG).
- R. The respondent responding to this proposal solicitation proposes to furnish all materials, labor, supplies, equipment and incidentals necessary to provide the equipment/materials/services described herein in accordance with the Notification of Solicitation (if applicable), Request for Information (if applicable), Request for Proposal, Addenda, Contract, Bonds, Insurance, Plans, Specifications, any Instructions, Mandatory Requirements and Conditions.
- S. Unless specified elsewhere in the document, all prices quoted must be F.O.B. specified destination and will include all delivery, handling, and any other charges related to delivery including surcharges.
- T. The respondent hereby certifies that he or she has carefully examined all of the documents for the project, has carefully and thoroughly reviewed this Request for Proposal, has inspected the location of the project (if applicable), and understands the nature and scope of the work to be done; and that this proposal is based upon the terms, specifications, requirements, and conditions of the Request for Proposal documents. The respondent further agrees that the performance time specified is a reasonable time, having carefully considered the nature and scope of the project as aforesaid.
- U. It will be understood that any submittal and any and/or all referencing information submitted in response to this Request for Proposal will become the property of Park Hill School District and will not be returned. As an educational entity, Park Hill School District is subject to making records available for disclosure after Board of Education approval of the recommendation.



- V. Park Hill School District will not be responsible for any expenses incurred by any vendor in the development of a response to this Request for Proposal including any onsite (or otherwise) interviews and/or presentations, and/or supplemental information provided, submitted, or given to Park Hill School District and/or its representatives. Further, Park Hill School District will reserve the right to cancel the work described herein prior to issuance and acceptance of any contractual agreement/purchase order by the recommended vendor even if the Board of Education has formally accepted a recommendation.
- W. By submission of a response, the respondent agrees that at the time of submittal, he or she: (1) has no interest (including financial benefit, commission, finder's fee, or any other remuneration) and will not acquire any interest, either direct or indirect, that would conflict in any manner or degree with the performance of the respondent's services, or (2) benefit from an award resulting in a "Conflict of Interest". A "Conflict of Interest" will include holding or retaining membership, or employment, on a board, elected office, department, or committee sanctioned by and/or governed by the Park Hill School District Board of Education. Respondents will identify any interests, and the individuals involved, on separate paper with the response and will understand that Park Hill School District may reject their proposal/quotation. The respondent certifies that this proposal is submitted without collusion, fraud or misrepresentation as to other respondents, so that all proposals for the project will result from free, open and competitive bidding among all vendors.
- X. Park Hill School District will issue a purchase order/contract for the acquisition of products/services specified as a result of an award made in reference to this document. Contract documents will be subject to any regulations governed by the laws of the State of Missouri and any local resolutions specifically applicable to the purchase.
- Y. Any dispute arising out of the contract documents or their interpretation will be litigated only within the courts of the State of Missouri. No prepayment of any kind will be made prior to shipment. Payment will be made upon verification of delivery, compliance with specifications, assurance that the product/service performs as specified and warranted, and receipt of correct invoicing.
- Z. Park Hill School District requests a just in time order process to alleviate storage issues and to ensure factory warranty stays engaged until products are installed.
- AA. If a current update to a product is available, please provide the current solution and note the change.
- BB. All associated costs required to complete project as specified should be included in your final proposal.
- CC. Empty fields in a Respondent's pricing sheet(s) will be assumed to indicate that there is no bid on that particular item.
- DD. Park Hill School District reserves the right to request a written extension of their bid price through a specific date.

V. INVOICING & PAYMENTS

- A. Invoices shall be prepared and submitted to the Park Hill School District, 7703 NW Barry Rd., Kansas City, Missouri 64153. Invoices shall contain the following information: Purchase Order number, description of services, unit prices, and extended totals.
- B. Payment schedule is negotiable.



FORM NO. 1: Option 1 – Dell/EMC

Please populate costs below and attach an itemized quote.

Integrated Data Protection Appliance

Quantity	Product / Description	Unit Cost	Extended Cost
1	IDPA 4400 36TB Usable for production site		
1	IDPA 4400 36TB Usable for secondary DR site		

Services & Support:

Quantity	Product / Description	Extended Cost
5 Year	Dell professional services for Data Protection HW and SW. Mission Critical Support (24x7, 4hr response) on all HW/SW	

Cyber Recovery Solution

Quantity	Product / Description	Unit Cost	Extended Cost
1	IDPA 4400 48TB Usable		
1	Cyber Sense 5-year Software Subscription		

Services & Support:

Quantity	Product / Description	Extended Cost
5 Year	Dell professional services for Data Protection HW and SW. Mission Critical Support (24x7, 4hr response) on all HW/SW	

Total Hardware and Cyber Sense Subscription Cost:	
Total Hardware and Software Support Cost:	
Total Solution Cost:	



FORM NO. 2: OPTION 2 – Rubrik

Please populate costs below and attach an itemized quote.

Rubrik Backup Appliance

Quantity	Product / Description	Unit Cost	Extended Cost
2	(RBK-R6404S-HW-01) r6404s Appliance, 4-node, 48TB raw HDD		
2	(RBK-GO-FNDN- R6404) 5 years of Rubrik Go Foundation Edition for r6408, incl. RCDM, Polaris GPS, CloudOut, 200 instances/VMs of cloud native protection and Premium Support, subscription prepay.		

Services & Support:

Quantity	Product / Description	Unit Cost	Extended Cost
2	(RBK-SVC- PREM-HW) 5 years of Premium Support for hardware,prepay.		

Cyber Recovery Solution

Quantity	Product / Description	Unit Cost	Extended Cost
60	(RBK-RADAR) 5-year Subscription, Polaris Radar, Premium Support, prepay. Ransomware anomaly detection.		

Archive NAS

Please quote a NAS with a minimum of 144 TB of useable storage, Redundant 10GbE/SFP+, and 5 year hardware and software support. Please attach supporting documentation and product datasheets.

Manufacture	Model	Useable Storage Capacity (TB)	Extended Cost

Total Hardware and RADAR Subscription Cost:	
Total Hardware and Software Support Cost:	
Total Solution Cost:	



FORM NO. 3: INSTALLATION ASSISTANCE SERVICES

At a minimum, quote services from manufacturer and/or your firm. Please attach any supporting documentation.

Seller will perform the following:

Assist in the planning, install, and configuration of the backup and disaster recovery solution option that was bid:

Vendor/Manufacturer responsible for services: _____

Estimated hours for services: _____

Total cost for services: _____