



**COLORADO**  
**MOUNTAIN COLLEGE**

# **REQUEST FOR PROPOSAL**

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**820-18P**

Technology Data Storage

**Due:**

11/12/2018  
2:00 p.m. MST

**Buyer:**

CMC Purchasing Department  
802 Grand Avenue / Glenwood Springs, CO 81601 / [bids@coloradomtn.edu](mailto:bids@coloradomtn.edu)

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### Section I: Introduction

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Colorado Mountain College (“CMC”) is a statutory local college district established in 1965. The district and service area cover 12,000 square miles in all or part of nine counties. CMC offers 77 certificates, 54 associate degrees and 5 bachelor’s degrees.

The long-standing investment from our communities allows us to keep our quality high, our tuition affordable and our access wide open. Eleven world-class mountain locations in central Colorado enable big-school opportunities in small, personal settings. Our unusually strong local partnerships create rich experiences for real-world learning and careers. The result? Proven student success that makes Colorado Mountain College a choice that’s uniquely smart.

[www.coloradomtn.edu](http://www.coloradomtn.edu)

CMC reserves the right to make multiple awards resulting from this RFP or to award no contract at all.

All documents, Addendum, and Bid Sheet are posted at [www.coloradomtn.edu/purchasing](http://www.coloradomtn.edu/purchasing). This site will have all documents and updates.

Bid responses must be submitted prior to close on Rocky Mountain E-Purchasing System (“BidNet”). CMC cannot accept a response that did not come through the right channel on time. Visit <http://www.bidnetdirect.com/colorado> for help with customer service or other questions. Please make sure to leave time for unexpected technical or other trouble. You are encouraged to submit a day early. Sometimes submittals take longer to load than expected; if you run out of time before you are finished with your entire upload CMC will not be presented with the response.

Please do not directly contact any member of CMC’s staff or faculty, or any member of the Selection Committee other than the Buyer listed in this document regarding this proposal. Any attempt to do so will result in your firm’s disqualification at the discretion of the Director of Purchasing and Contracts.

#### ▶ SCOPE OF PROJECT

Colorado Mountain College’s Central Services located at 802 Grand Avenue, CO is requesting quotes from qualified firms to provide and implement a new data storage environment. The objective of this project is to replace the existing storage area network (SAN) environment with competitive and new generation infrastructure.

#### Background:

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Colorado Mountain College currently has 13 data serving locations that span over 12,000 square miles across the state of Colorado. Our data environment includes support for over 20,000 students, as well as support for over 125 educational programs. CMC currently utilizes two Dell Compellent SC8000 SAN Arrays. The primary SAN (SAN-A) resides in Glenwood Springs, at our Central Service location. It provides CMC with 127 TB of usable storage, connected to eight Cisco UCSB-B200-M4 blade servers. All Cisco UCS servers are contained within a UCS 5108 AC2 Chassis. This environment collectively supports 260 virtual machines, all running on ESXi 6.5, with VMware vCenter 6.5 for administrative task delivery.

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Our DR SAN (SAN-B), also a Dell Compellent SC8000 SAN array, is both a replication target as well as resource serving. It resides in our DR Datacenter in Rifle, Colorado. This DR data center will be moving to Denver, Colorado. Currently, it provides CMC with 124 TB of usable storage. While the majority of this storage is utilized as a replication target, it is connected to three Cisco UCSB-B200-M4 blade servers. All Cisco UCS servers are contained within a UCS 5108 AC2 Chassis. This array supports 13 virtual machines, running on ESXi 6.5, with VMware vCenter 6.5 for administrative task delivery. However, as it is a DR SAN, the capacity exists to be able to deliver fail-over services and production work-loads should the need present itself.

Within both Central Services, and our Rifle location, the SAN environments are networked through Cisco UCS 6248UP Fabric Interconnects, as well as Cisco Nexus 5548UP switches. All network paths are comprised of either OM3 multimode fiber, or where applicable, DAC Twinaxial cables. CMC's network supports 10GB within the data center. All SAN traffic is isolated, and not accessible to client devices. Both Compellent SC8000 SAN arrays utilize fiber channel within the data centers. CMC utilizes storage replication within our SAN environment. It is currently asynchronous, and it is bi-directional. CMC replicates from our Primary SAN in Central Services, to Rifle. We also replicate from the Rifle SAN back to Central Services. We utilize iSCSI as a transport for this replication.

Physically, these components are installed in data centers in both Glenwood Springs (Central Services), and Rifle, Colorado. These data centers provide enclosed 4-post, 42ru racks with additional capacity, appropriate HVAC systems, and both 110v and 208v AC power.

Colorado Mountain College deploys services with a virtual approach. The production environment that this storage supports is 100% virtualized. That data includes SQL, Exchange, Active Directory, Sharepoint, and other workloads.

It is the intention of CMC to replace both Compellent SC8000 SAN arrays with new equipment and maintenance contracts for a planned lifecycle of five to seven years.

### Scope of Project

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#### 1.0 General Requirements:

- 1.1 All provided equipment shall be in a new factory condition, complete with a full warranty
- 1.2 All equipment is to be rack mounted within a 42ru, 4-post rack, with square mount holes.
- 1.3 All equipment is required to have power connections that support our current data center electrical requirements (110v/208v AC).
- 1.4 All proposed solutions will include 24/7 manufacturer support on all hardware and software for three years. If additional discounts are available for a 5-year contract, please include both options
- 1.5 All storage network connections are to be 10 Gb Ethernet
- 1.6 Management network connections should have the ability to be logically separated from the storage network.
- 1.7 All equipment, hardware, and software should be fully manageable by the staff at CMC.
- 1.8 Proposals shall include any storage network cabling definitions. Network cabling, unless proprietary, shall be provided by Colorado Mountain College
- 1.9 Any and all proposed solutions must contain the ability to operate in a supported configuration by VMWare.
- 1.10 Proposed solutions will be installed in two locations:
  - 1.10.1 Primary Location: Colorado Mountain College, 802 Grand Ave., Glenwood Springs, CO, 81601
  - 1.10.2 Secondary Location: 910 Telecom, 910 15<sup>th</sup> Street, Denver, CO, 80202

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- 1.11 Multiple solutions from vendors will be accepted. We understand there are a few ways to configure this.

### 2.0 SAN/ Storage Requirements

- 2.1 Solution shall include an initial configuration that would allow for two locations, a primary site, and a DR location.
- 2.2 The Storage environment must provide a minimum of 240 TB per array, or a minimum total of 580 TB across two geographic locations (240 TB in each location). Total capacity will be defined as presented storage, as we understand that dedup/compression allow for less storage at the raw level.
- 2.3 The Storage Environment must be able to support a minimum of 260 Server Virtual Machines, as well as 300 Virtual Desktops (See compute requirements below for additional info)
- 2.4 Storage solution will be required to support mixed workloads within the same solution. (i.e – virtual servers and virtual desktops, etc.)
- 2.5 Solution must have single pane / integrated management through VMware's vcenter
- 2.6 Proposed solution must be able to suffer the loss of two (2) simultaneous drives as well as the loss of one or more server nodes without impacting performance or availability.
- 2.7 Solution shall have the ability to utilize existing server infrastructure, new server infrastructure, or a hybrid mix of both, all within the same solution.
- 2.8 All proposed solutions should be monitor-capable through SNMP, Netflow, or other means.
- 2.9 If the proposed solution requires any specific software for management, this shall be clearly defined. Example: The proposed array requires Java 1.7.2 to operate the management console.
- 2.10 Proposed solution must include encryption for local data in use, data in flight, and data at reset.
- 2.10.1 Encryption must be a minimum of FIPS 140-2 Certified.
  - 2.10.2 If addition infrastructure is required for this, please include it in the solution.
  - 2.10.3 Encryption use should not impact data reduction capabilities
- 2.11 Solution shall have Data Compression, Data Deduplication, and Erasure Coding
- 2.12 System must support dual parity data protection with no performance impact with an efficiency of no less than 78%.
- 2.13 The solution should include the ability to replicate to the Public Cloud infrastructure in a secure and data efficient manner.
- 2.14 Solution must work with VMware, and be part of the VMware HCL.

### 3.0 Optional Compute Requirements

- 3.1 Colorado Mountain College has existing compute resources that still have viable life and scale in them (see appendix A for list). Solution should leverage this hardware if possible (not required)
- 3.2 Must be hardware approved from VMWare, and on the VMware HCL
- 3.3 Primary Site Minimum Compute Requirements
- 3.3.1 Local Storage:

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- 3.3.1.1 Minimum of two SSD per hardware server, with a minimum total capacity of 4TB.
- 3.3.2 CPU:
  - 3.3.2.1 Minimum total of 16 sockets across the entire solution stack
    - 3.3.2.1.1 Example: If the solution includes hardware that has two sockets per server, you would need eight servers
  - 3.3.2.2 Minimum of 16 cores per processor
  - 3.3.2.3 Minimum Ghz of 2.3ghz
- 3.3.3 Memory
  - 3.3.3.1 Minimum of 2048GB across solution stack
- 3.3.4 Network
  - 3.3.4.1 Minimum of 2 x 10Gb SFP+ per hardware server
- 3.3.5 Additional Requirements
  - 3.3.5.1 Any proposed hardware for Compute must include the ability to manage headless
  - 3.3.5.2 Proposed hardware shall include the ability monitor via SNMP
  - 3.3.5.3 Proposed hardware shall include ability to manage remotely (iLO, Drac, etc.) wherever possible

### 4.0 Optional Preferences (Desired Technology/Services, but not required):

- 4.1 Solution might include integrated backups at a VM Level
  - 4.1.1 Scheduled, continuous, or ad hoc backup and restore processes for scalable cloud or on-premises data across multiple types of media
  - 4.1.2 Instant Virtual Machine and file-level backup and restore
  - 4.1.3 Backup set data integrity protection from malware and ransomware attacks
  - 4.1.4 Built-In Replication for off-site protection/disaster recovery
  - 4.1.5 Ability to easily restore individual files inside of a guest VM is desired.
- 4.2 Solution should include the ability to reconfigure hardware into three datacenters without additional hardware/software.

### ▶ **TIMELINE**

Delivery December 21<sup>st</sup>, 2018

### ▶ **PROPOSAL CONTENT**

The information provided herein is intended to assist Bidders with a proper response to this RFP. CMC believes that this RFP provides interested Bidders with sufficient information to submit proposals that meet minimum requirements. However, the RFP is not intended to limit a proposal's content or to exclude any relevant or essential data. Bidders are encouraged to include additional information that will substantiate their service capabilities, product quality, and commitment to support your product or service. Any exceptions or alternate offerings to this request must be communicated. CMC reserves the sole right to determine what is considered to be "equivalent" or "equal". CMC also reserves the right to request samples for testing and evaluation.



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Additionally, CMC recognizes you as the expert in this industry and we appreciate ideas that may improve the design or implementation of our project. Please submit your bid to the specifications provided and include information or ideas you may have that CMC should consider to improve our project. Our selection committee will carefully review these ideas and we will contact you with questions.

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### Section II: Timeline

a. **TIMELINE MODIFICATION.** CMC reserves the right to modify this timeline at any time. Any changes will be posted to the CMC Purchasing Department’s website as soon as the information is available. All times are Mountain.

TIMELINE	DATE	TIME
Issue date	10/10/18	4:00 p.m.
Questions and Clarifications Due ( <a href="mailto:bids@coloradomtn.edu">bids@coloradomtn.edu</a> )	10/15/18	2:00 p.m.
Questions Answered	10/22/18	4:00 p.m.
Request for Proposals (RFP) Due <a href="http://www.bidnetdirect.com/colorado">http://www.bidnetdirect.com/colorado</a>	11/12/18	2:00 p.m.
Short List of Vendors Announced	TBD	4:00 p.m.
Candidate Interview (if necessary – save the date)	TBD	TBD
Target Award Date (Subject to Change)	11/20/18	4:00 p.m.

### Section III: Instructions to Bidders

a. Bidders are encouraged to attend all job walkthroughs. Walkthroughs that are mandatory must have your firm name on the official sign-in sheet distributed at the walkthrough to be eligible to bid. This process is expected to be competitive with numerous vendors participating. CMC endeavors to provide a uniform distribution of information to vendors and conduct a fair selection process. We ask that you please follow these instructions carefully. Any submittal that does not meet the requirements set forth in this document and any addenda will not be considered by the Selection Committee.

b. Please upload your submittal to BidNet in one single PDF file (this may require you to convert files and then combine them into the one PDF file) , including the following in this order:

- 1) Name, title, and contact information of the official representative submitting your proposal.
- 2) Legal company name, address, phone, and email.
- 3) RFP number and name as it appears on this document.
- 4) Number of years in business and brief description of your company’s experience and qualifications. Please include resumes of professionals that you expect to have primary responsibility if you win this award if possible.
- 5) Your bid; in some cases CMC will issue a bid sheet as an addendum. If this bid sheet is an Excel spreadsheet please upload it as an Excel spreadsheet, in which case your submittal will be in two documents instead of one PDF. If the bid sheet is not in Excel, or if no bid sheet is issued for this RFP please include your itemized bid in your PDF document here.
- 6) Other information or supporting documentation that you think our selection committee would benefit from reviewing in the decision process. Please submit as little as possible but as much as necessary.

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- 7) Minimum of three references with contact information for recent work that is similar in nature.
  - 8) Insurance certificate (for evidence of coverage only).
- c. Visit the Purchasing Department's website at [www.coloradomtn.edu/purchasing](http://www.coloradomtn.edu/purchasing) for additional information on doing business with CMC.
- d. Bidders should carefully read the information contained herein, and in any addenda, and submit a complete proposal to all requirements and questions as directed.
- e. Questions regarding this RFP should be submitted via email to [bids@coloradomtn.edu](mailto:bids@coloradomtn.edu). CMC will attempt to answer all relevant questions submitted to this email address prior to the question deadline in the timeline above. All such addenda issued by CMC prior to the time that proposals are received shall be considered part of the RFP. It shall be the Bidder's responsibility to view all documents posted at [www.coloradomtn.edu/purchasing](http://www.coloradomtn.edu/purchasing). Inquiries seeking information that is already posted on the College website or available in this RFP document will not be answered. Only those inquiries that CMC replies to which are made by formal written addenda shall be binding. Oral and other types of interpretations or clarifications will be without legal effect.
- f. Once you've uploaded your response to BidNet per the instructions in this document the RFP will be governed by the established timeline. CMC staff cannot see who or how many responses have been submitted to BidNet prior to the closing date so we are unable to confirm receipt. However, you may assume your upload was successful if BidNet accepts the document.
- g. Along with your RFP submit a certificate of liability insurance per the attached requirements for evidence only. If your proposal is successful and a contract awarded, a compliant certificate of insurance will be required with all endorsements at that time.
- h. CMC makes no guarantee that an award will be made as a result of this RFP, and reserves the right to accept or reject any or all proposals, waive any formalities or technical inconsistencies, or delete any item/requirements from this RFP or resulting contract when deemed to be in CMC's best interest.
- i. Representations made within the proposal will be binding on Bidder. Failure to comply with the requirements contained in this RFP will result in the rejection of your proposal.
- j. Bidder recognizes and understands that any costs incurred by the Bidder from submitting a response to this RFP are the responsibility of the bidder.

### Section IV: Selection Criteria

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The Selection Committee for this project will evaluate proposals to identify the best value for CMC. Specifically, the Selection Committee will select the successful Bidder based on the following criteria in no order of importance:

- a. Overall quality of response and services/products proposed
- b. Company qualifications, experience and demonstration of technical and management competence
- c. Pricing
- d. References and reputation



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- e. Environmental policy and “Green” initiatives, if applicable
- f. Service capability including evaluation of past performance and number and scope of any conditions included in the proposal

*Note: Criteria may be modified in subsequent addenda. CMC is not bound to accept the lowest priced proposal if that proposal is not the best value for CMC in the sole discretion of the CMC Selection Committee. Submission of a proposal indicates Bidder’s acceptance of the evaluation technique and recognition that some subjective judgments must be made by CMC during the selection process.*

### Section V: RFP Terms & Conditions

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#### ▶ SUBMITTAL INSTRUCTIONS.

All submittals must adhere to the instructions provided above to be considered by the Selection Committee.

#### ▶ PROPRIETARY INFORMATION.

It is understood that CMC is a public institution and, as such, is subject to the Colorado Open Records Act, CRS §§ 24-72-101 et. seq. (“CORA”). Except as otherwise agreed prior to the award or finalization of any vendor transaction, College shall provide upon request by any third party all information pertaining to such transaction which must be disclosed pursuant to CORA, and CMC’s obligations under CORA supersede its obligations under any agreement, contract, purchase order or negotiated transaction. Please contact the CMC Purchasing Department if you feel you need to submit confidential information. Any information uploaded to BidNet or otherwise submitted to CMC may be posted on our website or made available to third parties.

#### ▶ REFUSAL.

CMC reserves the right to refuse any and/or all proposals or any part thereof.

#### ▶ WITHDRAW PROPOSAL.

You may withdraw your proposal at any time prior to the date and time set for closing.

#### ▶ DISCUSSIONS/NEGOTIATIONS.

CMC reserves the right to contact any Bidder for clarification of information submitted; CMC reserves the right to conduct discussions with Bidders, to accept or not accept revisions of Proposals, and to negotiate any point in the proposal or the subsequent contract at the sole discretion of the Director of Purchasing & Contracts.

#### ▶ AWARD.

Awards shall be made to any or all responsible Bidders whose submittals are determined to be advantageous to CMC based on the evaluation factors described above. Price, although a consideration, will not be the sole determining factor. CMC reserves the right to ask for the “Best and Final Offer” from any or all Bidders.

#### ▶ PRE-AWARD PRESENTATIONS.

The College reserves the right to require presentations from the highest-ranking Bidders, in which they may be asked to provide additional information and answer questions from the Selection Committee.

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▶ **CONTRACT.**

The successful Bidder is expected to enter into a standard contract with CMC that includes standard terms and conditions. CMC may choose to add additional terms to this contract.

▶ **INDEMNIFICATION.**

Successful Bidders shall indemnify and save CMC harmless from any and all claims, demands, suits, and actions which may arise from errors or omissions caused by the Bidder in conjunction with its contractual obligations including, but not limited to, obligations for the preparation of any and all documents required by CMC in conjunction therewith, and shall defend all suits, in the name of CMC when applicable, and shall pay all costs and judgments which may issue thereon.

▶ **INSURANCE.**

Successful Bidders shall have their insurance company send the CMC Department of Risk Management a compliant certificate of liability insurance.

▶ **PAYMENT AND PERFORMANCE BOND.**

CMC requires payment and performance bonds for all construction projects greater than \$50,000. Please price the bonds separately when you submit your response.

▶ **ILLEGAL ALIENS.**

By submitting a proposal, a Bidder certifies pursuant to C.R.S. § 8-17.5-102(1) that, at the time of proposal submission, it does not knowingly employ or contract with an illegal alien and that the contractor has participated or attempted to participate in the Basic Pilot Program that is administered by the United States Department of Homeland Security in order to verify that it does not employ any illegal aliens.

▶ **LIMITATION OF MULTIPLE-FISCAL YEAR OBLIGATIONS.**

All financial obligations of CMC under a contract resulting from this proposal subsequent to the fiscal year in which signed are contingent upon funds for this purpose being appropriated, budgeted, and otherwise made available by the CMC Board of Trustees. This contract shall not be deemed to create any multiple-fiscal year direct or indirect debt or other financial obligation whatsoever for purposes of Section 20(4) (b) of the State Constitution (Amendment 1).

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### Section VI: Warranties, Representations and Acknowledgements of Bidder

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- a. By submitting a proposal, Bidder acknowledges and agrees that (1) this RFP is a solicitation for proposal and is not a contract or an offer to contract and (2) the submission of a proposal by Bidder in response to this RFP will not create a contract between CMC and Bidder.
- b. By submitting a proposal, Bidder offers and agrees to furnish to CMC the products and/or services described in its proposal, at the prices quoted in the proposal, and to comply with all terms, conditions, and requirements set forth in the RFP documents and contained herein.
- c. By submitting a proposal, Bidder represents and warrants that (1) Bidder is a reputable company regularly engaged in providing products and/or services necessary to meet the terms, conditions, and requirements of the RFP; (2) Bidder has the necessary experience, knowledge, abilities, skills, and resources to satisfactorily perform the terms, conditions and requirements of the RFP; (3) Bidder is aware of, is fully informed about, and is in full compliance with all applicable federal, state, and local laws, rules, regulations, and ordinances; (4) Bidder understands the requirements and specifications set forth in this RFP and the terms and conditions set forth; and (5) all statements, information, and representations prepared and submitted in response to this RFP are current, complete, true, and accurate. Bidder acknowledges that CMC will rely on such statements, information, and representations in selecting the successful Bidder. If selected by CMC as the successful Bidder, Bidder will notify CMC immediately of any material change in any matters with regard to which Bidder has made a statement or representation or provided information.
- d. By submitting a proposal, Bidder agrees to be in compliance with all federal laws and regulations pertaining to Equal Employment Opportunities and Affirmative Action.



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### Colorado Mountain College Insurance Requirements

All vendors/companies/groups (herein referred to as “Vendor”) providing services to or doing business with Colorado Mountain College, a Local College District (“CMC”) must maintain the following types of insurance with minimum limits of liability as stated below for the duration of the contract. Please send these requirements to your insurance agent or broker and have them provide a compliant Certificate of Liability Insurance (preferably a standard Acord form) to CMC.

Certificates of Liability Insurance evidencing the coverage, limits and endorsements outlined below must be issued by the insurance agent or carrier at least (5) working days prior to contract execution or work commencing.

**Note:** Additional coverage may be required dependent upon the nature and scope of services provided and/or work performed. Requests for exceptions to these requirements must be discussed with and approved by CMC Risk Management prior to contract execution or work commencing.

**Coverage**

**Commercial Gen Liability (CGL)**

**Minimum Limits**

**\$1,000,000 Occurrence/\$2,000,000 aggregate  
\$2,000,000 Products / Completed Operations aggregate**

The Vendor shall maintain CGL coverage for itself and all additional insureds for the duration of the services performed for CMC and maintain Completed Operations coverage required herein in full force and effect until the expiration of any applicable statutes of limitations. Colorado Mountain College, a Local College District and its affiliates shall be listed as an additional insured. The insurance shall include a provision that such insurance afforded by the policy for the benefit of the additional insureds shall be primary and non-contributory to any insurance or self-insurance maintained by the additional insureds. In addition, a Waiver of Subrogation shall be issued in favor of CMC.

**Technology Errors & Omissions**

**\$1,000,000 per claim / \$1,000,000 Policy Aggregate**

Vendor shall maintain Tech E&O with minimum limits of \$1,000,000 per claim and \$1,000,000 policy aggregate.

**Automobile Liability**

Vendor shall ensure automobile liability is in force as required by state law for all vehicles used in performing services under this agreement. Proof of coverage may be required upon request.

**Workers’ Compensation**

**Statutory Limits (\$100,000/\$500,000/\$100,000)**

Vendor shall maintain workers’ compensation /employer’s liability coverage as required by the state of Colorado. The policy shall contain a Waiver of Subrogation in favor of CMC. Proof of coverage may be required upon request. If Vendor is not required by the state of Colorado to carry workers’ compensation /employer’s liability insurance, and officers have rejected coverage, a Declaration of Independent Contractor Status form may be required upon request.

**Additional Provisions**

CMC requires that insurance carriers be licensed to conduct business in the State of Colorado and a minimum A.M. Best Rating of A-.

Vendor shall require in all Vendor’s subcontracts, if any, the same limits and coverage required herein.

Each insurance policy shall state that CMC will receive thirty (30) days prior written notice of any cancellation, non-renewal, or material alteration of the Vendor’s insurance policies. Renewal certificates should be automatically sent to CMC.

**Certificate Holder:** Colorado Mountain College, a Local College District  
Risk Management Department  
802 Grand Avenue, Glenwood Springs, CO 81601

Questions regarding CMC’s Insurance Requirements should be directed to: [gpedrick@coloradomtn.edu](mailto:gpedrick@coloradomtn.edu)