

City of Foster City

4/16/2024

REQUEST FOR PROPOSALS

Nutanix Hyperconverged Server

City of Foster City RFP - Nutanix Hyperconverged Server

The City of Foster City requests pricing for a Nutanix Hyperconverged Server. Pricing is to include 3 years of software subscription and hardware support. Installation and migration will be performed by City staff.

The City invites you to submit a proposal to furnish materials in accordance with the terms, conditions and specifications contained in this document. Please complete the proposal form as instructed below and return it to the specified e-mail address by the due date. No extensions to the deadline will be allowed. All responses must be in an email to:

TO: Rob Lasky
rlasky@fostercity.org
Due Date: 5/8/2024

The undersigned proposes to provide solution and installation services to the City for the stated prices in accordance with the terms and conditions set forth in this document.

VENDOR:

_____ Company Name	_____ Street Address of Company
_____ Signature of Officer	_____ City, State, Zip
_____ Printed Name of Officer	_____ Telephone No./Fax Nbr.
_____ Title of Officer	_____ Federal I.D. Tax Number

This Request for Proposal includes the following Sections:

Section 1	Introduction / Background
Section 2	System Requirements
Section 3	Proposal Submittal Requirements
Section 4	Vendor Evaluation Process

TERMS AND CONDITIONS

1. **DATE DUE: 5/8/2024**
2. **QUESTIONS:** Call Rob Lasky at 650-740-7101 or e-mail questions to rlasky@fostercity.org. All communication/questions are to be submitted by any vendor to Rob Lasky via e-mail. All responses to questions/clarifications will be posted on the City's website as addendums and any vendor who has provided an e-mail will be notified via e-mail of the posting. Vendors are required to provide an e-mail address to which we may send responses.
3. **REPLY FORMAT:** The Vendor's proposal, signed acknowledgment terms and conditions, including all attachments, must be returned by the due date with submittal. Vendors are required to clearly identify any limitations or exceptions to the requirements defined in this RFP. Alternative approaches will be given consideration if the approach clearly offers increased benefit to the City. **The City is not responsible for non-receipt or misdelivery and that it is bidder's responsibility to ensure we have received their communication. The City's e-mail system does not allow attachments larger than 25MB.**
4. **DEADLINES TIME ZONE:** Where referred to in document, all times are in the Pacific Time Zone.
5. **VENDOR QUALIFICATIONS:** The vendor has been in business doing this type of work for at least the last three years.
6. **RESPONSIVENESS AND SELECTION PROCESS:** The decision for selection will be made on a combination of criteria, including: total cost (including ongoing operating costs); responsiveness to RFP; quality and completeness of proposal.

The City reserves the right to reject any and all proposals or to waive any minor errors, discrepancies or irregularities. The selection will be at the discretion of the City and may be made in any manner that best meets the needs of the City.

7. **FIRM PRICES:** All quotes shall be held firm for a minimum of ninety (90) days after the proposal due date to allow adequate time for the City to consider each proposal and make an award. All blanks for unit price and total price shall be completed. All prices shall include sales tax where applicable. Any charges for boxing, packing, crating, cartage, handling, insurance, unloading, inside delivery, and any other related charges shall be included in the bid price provided on the Bid Form. Any discrepancy between the unit price and the extended or total price shall be determined by taking the lower price. Upon receipt of this proposal by the City, the Vendor shall be presumed to be thoroughly familiar with all aspects of this work. The failure or omission to examine any location, equipment, form, instrument or document shall in no way relieve Vendor from any obligation with respect to this proposal.
8. **WARRANTY:** The delivered equipment shall be warranted to be free from defects in materials and workmanship.

9. **CANCELLATION CLAUSE:** The City may terminate and cancel any purchase order or contract that result from this RFP without obligation at any time prior to receipt of the goods or services.

Section 1

Introduction / Background

1.1. The Project

The City of Foster City is an upper/middle class community of about 4 square miles and about 32,000 residents. We are located in central San Mateo County, mid-way between San Francisco and San Jose. A significant portion of the City is immediately adjacent to the waters of San Francisco Bay while other parts border on the City of San Mateo.

Foster City IT is a division under the City' Administrative Services Department, which also contains the Human Resources Division. Foster City IT consists of 4 full time staff: 1 IT Manager, 2 Senior Systems Analysts, and 1 Technical Analyst I.

We offer centralized IT services to the 8 City departments.

Tentative schedule and dates:

Release RFP	4/16/2024
Vendor Written Inquiries (on or before)	4/30/2024
City response to Written Inquiry (on or before)	5/1/2024
Proposals due from potential bidders	5/8/2024
Vendor Notified of accepted bids	TBD
Award of Contract	TBD
Project Start Date	TBD

1.2. Current Nutanix Environment

1.2.1. Server Hardware

- Nutanix NX-1065-G7 Chassis with 3-nodes
- Each of the 3 nodes contains:
 - Two CPUs: Intel(R) Xeon(R) Silver 4208 CPU @ 2.10GHz
 - 384GB RAM
 - 10TB HDDx2, and a single 3TB SSD
- So total cluster capacity is: 6 CPUs, 1.12TB RAM, 6 HDD and 3 SDD (34TB usable in VMware)

1.2.2. Server Networking

- The cluster is connected via 10Gbps copper to Netgear M4300 switches

1.2.3. Server workload

- Nutanix Pro with VMware vCenter layered on top
- 70 virtual Windows servers, 10 virtual Linux servers
- Currently 60-70% utilization of cluster cpu, memory, and disk

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Section 2

2. System Requirements/Price Sheet

Description	Price	Quantity/ Duration	Extended Price
Nutanix Cloud Infrastructure (NCI) Pro Software Subscription, for 60 cores		36 months	
NX-1365-G9, 3 Node		1	
Intel Xeon-Silver 4410T processor (2.7 GHz/ 10-core/ 150W, Sapphire Rapids)		6	
64GB Memory Module (4800MHz DDR5 RDM)		36	
18TB, 3.5" HDD		6	
7.68 TB SSD		3	
LOM Module: Broadcom 10GbE, 2- port, Base-T		3	
Mellanox 25/10GbE, 2-port, NIC		6	
C13/C14, 10A, 4ft Power cord		2	
TPM 2.0 Module Unprovisioned		3	
24/7 Production Level HW Support for Nutanix Cluster		36 months	

Section 3

Proposal Submittal Requirements

Below are all the items that must be submitted by the Vendor. Any Vendor who fails to include responses to the following requirements shall be deemed non-responsive.

Requirements

1. A completed price sheet. Section 2 may be used as a template
2. Answers to the following questions about your company:
 - Local Address
 - Location of Headquarters

Section 4

Vendor Evaluation Process

1. Selection/Evaluation Criteria for RFP Proposals

Proposals will be reviewed by Foster City's IT staff. Selection will be made on a combination of criteria, including: total cost (including ongoing operating costs); responsiveness to RFP; quality and completeness of proposal.