



Request for Proposal

REMC1 Network Optimization Appliance (PacketLogic)

October 2019

ISSUED BY

REMC1 (Regional Educational Media Center 1)

a department of the CCISD (Copper Country Intermediate School District)

Representative and contact

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Introduction & Background

REMC1 has been providing advanced Internet services for regional schools and agencies in the Upper Peninsula of Michigan for nearly 25 years. We currently provide internet services for over 35,000 computers across 11 counties.

REMC1 is accepting proposals in response to this Request for Proposal (RFP) in order to find a qualified source to upgrade and replace our current Network Intelligence appliance, a ProCera 8820, with contracted support through June 3, 2020.

The objective of this Request for Proposal is to locate a solution that will provide the best overall value to REMC1 and our constituent agencies. While price is a significant factor, other criteria will form the basis of our award decision, as more fully described in the Evaluation Factors section of this Request for Proposal below.



Submission Guidelines & Requirements

The following submission guidelines & requirements apply to this Request for Proposal:

1. Only qualified individuals or firms with prior experience on projects such as this should submit proposals in response to this Request for Proposal.
2. Bidders must list at least 3 projects that are substantially similar to this project as part of their response, including references for each. Examples of work should be provided as well.
3. A technical proposal must be provided. This technical proposal must provide an overview of the proposed solution. In addition, the technical proposal should provide a proposed schedule and milestones, as applicable.
4. A detailed price proposal must be provided. This price proposal should indicate the fixed price for the project and all potential options, with line item pricing.
5. Proposals must be signed by a representative that is authorized to commit bidder's company.
6. If you have a standard set of terms and conditions, please submit them with your proposal. All terms and conditions will be subject to negotiation.
7. Sealed proposals must be received prior to the due date (below) to be considered.
8. Proposals must remain valid for a minimum period of 90 days.
9. REMC1 may potentially select multiple companies to have more in-depth option discussions with, and will make an award based on the best value final configuration as negotiated.

10. Services under this contract will not be funded by e-rate/USF (Universal Service Fund), but REMC1 reserves the right to resell some or all purchased services under USF to eligible entities, as well as coordinating contracts resulting from this RFP with potential contracts REMC1 may enter into with service recipients.
11. All bidders are required to complete and submit the five forms listed on the CCISD website: the Iran Economic Sanctions Act Affidavit, the Familial Disclosure Affidavit, Conflict of Interest, Michigan Business Verification, and the Bidders Signature forms. <https://www.copperisd.org/request-for-proposal/>
12. REMC1 is open to multiple support terms, but expect at least options for 1, 3, and 5 year support contracts.



RFP & Project Timelines

The Request for Proposal projected timeline is as follows:

Request for Proposal Issued	10/15/2019
Intent to bid notification to mike@remc1.org	11/1/2019
Sealed Bid due date, 3pm Eastern time	11/13/2019
Selection of Top Bidders / Notification to Unsuccessful Bidders	11/14/2019
Start of Negotiation	11/14/2019
Contract Award / Notification to Unsuccessful Bidders	11/19/2019
Delivery and installation complete, testing and verification	12/13/2019
Existing unit available for return (trade in ship date)	1/6/2019

Timelines may be adjusted to take advantage of any additional fiscal incentives if offered (end of quarter added discounts, etc), or to align with other REMC1 projects and availability.



Budget

REMC1's budget for this project is not fixed. Funding will be determined based on the bid responses received, value offered, and any resulting contracts.

Multiple contract options will be considered, including front loading support contract costs, spreading up front costs over the contract, ongoing support contract, etc.



Evaluation Factors

Proposals do not have a required format, however it is the responsibility of the bidder to ensure they provide a clear and concise response. REMC1 will rate proposals based on the following factors, with cost being the most important factor:

1. Responsiveness to the requirements set forth in this Request for Proposal
2. Relevant past performance/experience
3. Samples of work
4. Cost, including an assessment of total cost of ownership
5. Technical expertise/experience of bidder and their staff
6. Performance
7. Proposed resilience and flexibility
8. Delivery timetable

REMC1 reserves the right to award to the bidder(s) that presents the best value to REMC1 as determined solely by REMC1 in its absolute discretion.



Project Description and Scope

The scope of the project entails procuring a replacement packet shaping/network intelligence appliance, and related statistics server, along with ongoing support and maintenance.

All prices should be individually listed and delineated. Any servers will be self hosted on the REMC1 VMWare high availability cluster.

Installation will be handled by REMC1 with minimal assistance necessary, although assistance and/or tools to translate our existing configuration from the PL8820 to a PL8840 would be a valuable option if a PL8840 is proposed.

- Rack space and power will be provided as needed.
- All hardware will be AC powered, and rack mountable.
- The hardware proposed should have 10gig multimode fiber interface redundancy. If an interface fails another interface should take over automatically with minimal impact on services. If the unit is rebooted the interfaces should go into passthrough mode allowing traffic to flow unimpeded. If a PL8840 is proposed REMC1 will be swapping in the existing two 10gig Multimode fiber modules from our old 8820 to the new 8840 to attain this interface based resiliency. If another solution is proposed, this requirement must be addressed in the proposal.
- The solution should be able to handle at least 5 Gbps, expandable to 10 Gbps, and be resilient with power, backplane, passthrough and port redundancy (internally, not dual active/passive units).
- The new unit must have dual 110v AC power supplies allowing the unit to run on one power supply if the other power supply fails.
- Any additional resilience options would also be considered.

A minimum fully supported and updated lifespan of at least 5 years is required (hardware supported, software updated, and hardware capable of running the latest software major and minor updates through the entire contracted lifespan).

Our familiarity and expertise with the PacketLogic platform leads to our preference for a replacement Sandvine solution as follows, but equivalent solutions will be considered (the onus will be on the vendor to prove why their proposed solution is a better solution):

- PL-09053 PL8840 - Base PRE Software
- PL-22311- CGM-R20 Base Traffic Management, 5 Gbps
- PL-22321- FIL-R20 Filtering, 5 Gbps
- PL-09051- AC PL8840v3, 2RU high, dual AC power supplies
- PL-22110- PRE-R20 Traffic Bandwidth, 5 Gbps
- PL-00011 13 Amp North America 120Vac
- PL-22301- STA-R20 Statistics Collection, 5 Gbps
- PL-21820-PIC-R20 PacketLogic Intelligence Center Node (vPIC)
- Delivery to Hancock, MI 49930 should be included
- Options for Silver, Gold, and Platinum support for the above (hardware and software) solution in 1, 3, and 5 year increment options (PL-11005-S, PL-11006-G, PL-11007-P)

- Trade in allowance for the current Procera 8820 hardware and the remaining support contract (contracted through June 3, 2020)

Bidders are invited to provide any possible solutions as options in their bid response.



Questions and clarifications

Any questions can be submitted in writing (email preferred) to the contact listed on the cover page. In order to maintain an open and fair bidding process, all responses will be provided to all vendors that have submitted the Intent to Bid notification.