



Request for Proposal

REMC1 Unified Threat Management Appliance (Fortigate)

November 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 Fortinet Unified Threat Management solution (firewall and content filter).

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. Bidders must be authorized resellers for the solution they propose.
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 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.

- 13. Bidder, by submitting a Bid, represents that the Bidder has read and understands all the Bid requirements, conditions and specifications contained herein.



RFP & Project Timelines

The Request for Proposal projected timeline is as follows:

Request for Proposal Issued	11/19/2019
Intent to bid notification (email to mike@remc1.org)	12/2/2019
Sealed Bid due date, 3pm Eastern time	12/10/2019
Selection of Top Bidders / Notification to Unsuccessful Bidders	12/11/2019
Start of Negotiation	12/11/2019
Contract Award / Notification to Unsuccessful Bidders	12/17/2019
Delivery	12/26/2019
Installation complete, testing and verification	1/20/2020
Existing unit available for return (trade in ship date)	2/3/2020

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



Budget

REMC1's budget for this project is not fixed, as 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.

INVOICE/PAYMENT REQUIREMENTS

Invoicing for payment(s) will be made 100% upon completion and acceptance by the REMC1.



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 at least 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
9. Proposal/contract exceptions requested

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.

REMC1 reserves the right to reject any and/or all proposals. REMC1 reserves the right to accept a bid, or portion thereof by issuance of a valid purchase order within ninety (90) calendar days following the bid opening. No bids may be withdrawn during this time without the specific approval.

REMC1 reserves the right to waive irregularities and/or informalities at its sole discretion, as it may deem in its best interest.

By their response, Bidders agree to comply with all sections, terms, conditions and/or requirements of the contract documents except as expressly noted.

Successful bidder must complete a Form W-9 form (Taxpayer Identification Number).



Project Description and Scope

The scope of the project entails procuring a replacement firewall and threat management appliance.

- All prices should be individually listed and delineated.
- Any servers (logs, analyzer, etc) 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 our current configuration to the new system would be considered.
- Rack space and power will be provided as needed.
- All hardware will be AC powered, and rack mountable.
- The solution should be internally resilient with power, backplane, passthrough and port redundancy (not dual active/passive units).
- The new unit must have N+1 110v AC power supplies allowing the unit to continue to run if one of the power supplies fails.
- Any additional resilience options would also be considered.

The selected solution must have a functional service life and support of no less than 5 years from purchase. A minimum FULLY supported lifespan of at least 5 years includes hardware support as well as full software updates (not just security fixes but full feature release/upgrades) through the entire contracted lifespan. Manufacturer assurance of this is required, with assurances of no cost upgrade/replacement if the 5 year window is not FULLY supported as outlined above.

The selected solution must meet the **following minimum specs**:

- Firewall Throughput: 630 Gbps
- Concurrent TCP Sessions: 320 Million
- New TCP Sessions/Second: 1.8 Million
- SSL-VPN Throughput: 15Gbps
- Sustained IPS Throughput: 360Gbps
- SSL Decryption Concurrent Sessions: 24 million
- SSL Decryption Throughput: 79Gbps
- Application Inspection Throughput 160Gbps
- NAT Services for Internal Servers
- Full complement of Enterprise Next Gen Firewall feature set.
- Ability to:
 - Detect and block exploit attempts (IDS/IPS)
 - Identify, block and analyze malicious files
 - SSL Decryption for monitoring
 - Analyze files and traffic continuously
 - Suppress malware
 - Block access to objectionable web content through a subscription basis
 - DDOS detection and mitigation
 - Application-Based (Layer 7) Firewall features
 - Quality of Service (QoS) provisioning and optimization.
 - Microsoft Active Directory Integration for VPN, webfilter (including webfilter overrides), firewall.
 - Proxy Software, Peer-to-Peer, and unwanted application detection/blocking
 - Unblock selective sites through a “white list” function on an ad-hoc basis based on time of day or for a scheduled period.
 - Add objectionable sites to the “black list” on an ad-hoc basis.
 - Define and differentiate administrative roles on a distributed basis.
- Bandwidth utilization metering
 - Per network and/or vLAN
 - Per traffic type (ie. Facebook, Netflix, etc.)
- 50 virtual domains (Fortinet vdom)
- Role-Based Administration with the ability to assign admins to specific vdoms

- Uplink/Downlink ports:
 - minimum of 16 primary 10Gbps capable SFP interfaces,
 - plus minimum 16 secondary redundant 10Gbps capable SFP interfaces,
 - with options for 1Gb or 10Gb Multimode fiber SFP modules and 1Gb copper SFP modules.
- Detailed reporting options
- Reporting for a minimum of 30 days of active logs on the device with the ability to review older logs stored off the device Logging solution should support at least 50 adoms (Fortigate) or the equivalent features of what an adom provides. The logging solution should also allow the logging of at least 51 gigabytes of logs per day.
- Please provide one (1), three (3), and five (5) year options on the following:
 - IDS/IPS Subscription
 - Malware/Virus Protection
 - Hardware Support
 - Other Licensing requirements necessary for a fully functioning firewall
 - Bundled licenses are acceptable, but must list which licenses are included
 - Multiple subscription options may be bid as optional line items

Our familiarity and expertise with the Fortinet platform leads to our preference for a replacement solution as follows, but equivalent solutions will be considered (the onus will be on the bidder to prove why their proposal is a better solution). Bidder's proposal shall include all services, supplies, components and equipment required to provide a complete turnkey system which meets or exceeds all specifications for each given bid item being proposed.

Anticipated part list:

- Fortinet 7060E chassis bundle, AC powered
 - FG-7060E-8-BDL-950
- 24/7 FortiCare and FortiGuard Unified (UTM) Protection
 - Options for 1, 3 and 5 years
- 50 virtual domains (vdoms)
 - FG-VDOM-50-UG
- 36 10GE SFP+ transceiver modules, short range
 - FG-TRAN-SFP+SR

- Fortianalyzer license/support to run concurrent with appliance Forticare allowing 51 gigabytes of logs per day minimum
- Any additional items deemed necessary by the bidder for a complete functional rack- mounted AC powered system

- Trade in allowance for the current Fortinet 5060 chassis with two 5001C and two 5130B blades, as well as the remaining support contract (contracted through July 21, 2020)
- Trade in allowance for the current FortiAnalyzer support contracted through July 21, 2020.

The system must be delivered and provisioned with temporary licensing for testing and setup purposes. The licensed service time period will not start until the system is activated and placed in production.

Bidders are invited to provide any possible solutions as options in their bid response, and may propose multiple solutions.



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.