

R10-1111 - IaaS and PaaS Cloud Solutions

Project Overview

Project Details	
Reference ID	R10-1111
Project Name	IaaS and PaaS Cloud Solutions
Project Owner	Clint Pechacek
Project Type	RFP
Department	Equalis
Budget	\$0.00 - \$0.00
Project Description	Education Service Center, Region 10 ("Region 10 ESC") is seeking proposals for the procurement of IaaS and PaaS Cloud Solutions. Responses will be accepted until Thursday, March 4th at 2:00 PM. All times are Central Standard Time.
Open Date	Jan 29, 2021 7:30 AM CST
Close Date	Mar 04, 2021 2:00 PM CST

Highest Scoring Supplier	Score
Rackspace Government Solutions, Inc	79 pts

Seal status

Requested Information	Unsealed on	Unsealed by

Proposal	Mar 04, 2021 2:43 PM CST	Clint Pechacek
Pricing	Mar 04, 2021 2:43 PM CST	Clint Pechacek

Questions and Answers

Atos IT Support & Solutions, Inc.

RFP R10-1111 for IaaS and PaaS Cloud Solutions - Questions

Lemuel Williams, Feb 10, 2021 7:37 PM CST

Which services does Region 10 ESC anticipate using in public cloud platforms? Please describe the business and technical requirements of the workloads to be deployed in public cloud. Please describe the technical profile of legacy applications to be modernized/migrated, including full details of hardware and software stacks in use today. Please describe the size, scope and purpose of the anticipated cloud solution to be developed. Please give the full technical profile of the resources to be migrated. Please describe managed services to be provided. Please indicate the format and size of data to be backed up, and applicable service measurements such as RPO and RTO. Please indicate the number of virtual desktop users and list the application workloads to be run. Please elaborate on the security requirements, including threat models, applicable industry standards to be met, alerting mechanisms, logging requirements, and any other operational security requirements. If managed services are to be provided, please list operational requirements.

Clint Pechacek, Feb 15, 2021 11:05 AM CST

1. This RFP is for indefinite quantity/indefinite delivery to Equalis members across the nation. Region 10 cannot anticipate all of the specific needs members may have during the course of the potential contract. 2. This RFP is for indefinite quantity/indefinite delivery to Equalis members across the nation. Region 10 cannot anticipate all of the specific needs members may have during the course of the potential contract. 3. This RFP is for indefinite quantity/indefinite delivery to Equalis members across the nation. Region 10 cannot anticipate all of the specific needs members may have during the course of the potential contract. 4. This is an indefinite quantity/indefinite delivery RFP for potentially hundred of Equalis members across the nation. Such a profile is not available. 5. Please refer to the scope of the RFP. 6. This is an indefinite quantity/indefinite delivery RFP for potentially hundred of Equalis members across the nation. Such measurements are not available. 7. The number of virtual desktop users that may be needed under this contract is not known. 8. Please refer to page 6 of the RFP. 9. Vendors should respond with their full suite of managed services, as members may require varying levels of managed services.

BKTB Group, Inc dba MC Austin

Additional info

Monica Escamilla, Feb 17, 2021 9:22 AM CST

specific compute or platforms requested?

Clint Pechacek, Feb 25, 2021 7:54 AM CST

Please refer to the scope of the RFP.

CDWG

(No Subject)

rob corder, Feb 17, 2021 11:02 AM CST

Providing a price list of all Public Services Providers cloud part numbers is extensive, do you want a sampling / overview of options OR how do you want pricing delivered?

Clint Pechacek, Feb 25, 2021 7:57 AM CST

Pricing offered must be auditable, therefore anything not priced in the RFP response will be deemed not to have been offered unless it is offered free of charge to members. Therefore pricing offered must encompass the entire offer and be reviewable by the evaluation committee.

(No Subject)

rob corder, Feb 17, 2021 11:03 AM CST

Will R10 commit for multi-year (2y, 3y, etc)?

Clint Pechacek, Feb 25, 2021 8:00 AM CST

Please refer to Article 2 on p. 24 of the RFP. The anticipated term of the master agreement is three years with four one-year renewals possible after that initial term.

(No Subject)

rob corder, Feb 17, 2021 11:03 AM CST

Does R10 intend to use the awarded vendor as the subcontractor (white-label), will this be an agreement that awarded vendor is working with the individual ISD OR how does this agreement intend to be executed?

Clint Pechacek, Feb 25, 2021 8:01 AM CST

This is a cooperative contract, individual public agencies (schools, cities, counties, etc.) will contact the vendor for services and reference Region 10's contract number for their purchasing requirements.

(No Subject)

rob corder, Feb 17, 2021 11:04 AM CST

PaaS / IaaS options are endless. Has R10 identified end clients with defined needs for these services that can be shared as example scopes?

Clint Pechacek, Feb 25, 2021 8:02 AM CST

No, this is an indefinite quantity/indefinite delivery contract for use by members nationally.

Cambay Consulting LLC

Introduction

Mohsin Shaikh, Feb 22, 2021 2:18 PM CST

Will each of the Region 10 ESC represented governmental and public entities share their requirements for procuring goods and services with the winning supplier post-RFP or will each such requests be brokered via Region 10 ESC and/or equalis group?

Clint Pechacek, Feb 25, 2021 8:14 AM CST

Equalis members will reach out to the awarded vendor on their own and purchase according to their needs off the master contract.

Introduction

Mohsin Shaikh, Feb 22, 2021 2:19 PM CST

What type of marketing and support shall the equalis group provide to the winning supplier in reference to provided Attachment A (Agreement Template - Supplier and Equalis Group LLC)?

Clint Pechacek, Feb 25, 2021 8:17 AM CST

Please refer to p. 8 of Attachment A.

Introduction

Mohsin Shaikh, Feb 22, 2021 2:19 PM CST

How will the agreements and contractual terms and conditions work if the RFP components are split between multiple winning suppliers (i.e. more than one)?

Clint Pechacek, Feb 25, 2021 8:19 AM CST

Single or multiple award will not affect the terms and conditions.

Scope - Public Cloud

Mohsin Shaikh, Feb 22, 2021 2:20 PM CST

Do you have any active cloud subscription? Can you please share the details?

Clint Pechacek, Feb 25, 2021 8:19 AM CST

1. We do not.

Scope - Apps & Infrastructure - Public Cloud

Mohsin Shaikh, Feb 22, 2021 2:21 PM CST

Can you please share details of client cloud infrastructure. SaaS and PaaS services running on cloud ?

Clint Pechacek, Feb 25, 2021 8:20 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Public Cloud

Mohsin Shaikh, Feb 22, 2021 2:21 PM CST

Can you please share Cloud Network and Security architecture?

Clint Pechacek, Feb 25, 2021 8:20 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Public Cloud

Mohsin Shaikh, Feb 22, 2021 2:22 PM CST

Can you please share details of Network/Security services running on cloud?

Clint Pechacek, Feb 25, 2021 8:20 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Private Cloud

Mohsin Shaikh, Feb 22, 2021 2:22 PM CST

Can you please provide the datacenter architecture diagram for the datacenters and Server Rooms along with a brief description of the same?

Clint Pechacek, Feb 25, 2021 8:20 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Private Cloud

Mohsin Shaikh, Feb 22, 2021 2:23 PM CST

Can you please provide current Disaster Recovery plans for each datacenter. What are the Business Continuity Plans for each datacenter?

Clint Pechacek, Feb 25, 2021 8:20 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Private Cloud

Mohsin Shaikh, Feb 22, 2021 2:23 PM CST

Please provide Datacenter availability details?

Clint Pechacek, Feb 25, 2021 8:20 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Private Cloud

Mohsin Shaikh, Feb 22, 2021 2:24 PM CST

Please provide details of servers, Network, security devices and Storage in the scope?

Clint Pechacek, Feb 25, 2021 8:23 AM CST

All products requested in the scope are for the delivery of IaaS and PaaS Cloud Solutions. Vendors are encouraged to submit their complete offering that meets this scope.

Scope - Apps & Infrastructure - Private Cloud

Mohsin Shaikh, Feb 22, 2021 2:24 PM CST

Provide details of the Physical vs. Virtual Servers in scope.

Clint Pechacek, Feb 25, 2021 8:23 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Private Cloud

Mohsin Shaikh, Feb 22, 2021 2:25 PM CST

Can you please provide list of critical / non-critical, production / non-production servers along with locations?

Clint Pechacek, Feb 25, 2021 8:23 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Private Cloud

Mohsin Shaikh, Feb 22, 2021 2:26 PM CST

Can you please provide the Datacenter capacity - current, future plans etc. - roadmap... - Anticipated growth or reduction of compute/ data (based on past trend or future in-flight projects)?

Clint Pechacek, Feb 25, 2021 8:23 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Private Cloud

Mohsin Shaikh, Feb 22, 2021 2:26 PM CST

Does the region have any architecture or design standards for Infrastructure?

Clint Pechacek, Feb 25, 2021 8:24 AM CST

No, standards will be established by federal, state, and local laws as well as individual members' own policies.

Scope - Apps & Infrastructure - Private Cloud

Mohsin Shaikh, Feb 22, 2021 2:26 PM CST

Please provide details of the annual spend (split one time and maintenance) on Software with respect to: 1. Operating System (Windows, Linux, Unix, other relevant) 2. Cluster Software (Windows, Symantec, TrendMicro, McAfee, IBM, etc) 3. Hypervisor/Virtualization (Vmware, HyperV etc) Please provide a split of spend for RDCs and CDCs if possible.

Clint Pechacek, Feb 25, 2021 8:24 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Private Cloud

Mohsin Shaikh, Feb 22, 2021 2:27 PM CST

Please share application dependency mappings for different applications you want to migrate to the cloud?

Clint Pechacek, Feb 25, 2021 8:24 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Cloud Application Development

Mohsin Shaikh, Feb 22, 2021 2:28 PM CST

Provide details of Development requirement.

Clint Pechacek, Feb 25, 2021 8:25 AM CST

Development requirements will be defined by individual agencies' needs at the time they are seeking to use the contract.

Scope - Apps & Infrastructure - Cloud Application Development

Mohsin Shaikh, Feb 22, 2021 2:28 PM CST

Please share the details of all Development platform in use.

Clint Pechacek, Feb 25, 2021 8:25 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Cloud Application Development

Mohsin Shaikh, Feb 22, 2021 2:28 PM CST

What are the software development methodologies in use?

Clint Pechacek, Feb 25, 2021 8:26 AM CST

There is no incumbent vendor as this is a new contract category for the cooperative.

Scope - Apps & Infrastructure - Cloud Application Development

Mohsin Shaikh, Feb 22, 2021 2:29 PM CST

How many applications are hosted in DC and DR and how much business continuity has been tested (i.e. for how many applications etc.)

Clint Pechacek, Feb 25, 2021 8:26 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Cloud Application Development

Mohsin Shaikh, Feb 22, 2021 2:29 PM CST

How quickly does the business require the system(s) or service(S) to be available in the event of system(s) or service(s) interruption (Recovery Time Objective (RTO))?

Clint Pechacek, Feb 25, 2021 8:28 AM CST

RTO will be defined in the SLA that individuals will agree to at the time of purchase. Region 10's desire would be that RTOs would be as brief as feasibly possible.

Scope - Apps & Infrastructure - Cloud Application Development

Mohsin Shaikh, Feb 22, 2021 2:29 PM CST

How much data can the business tolerate the loss of in the event of an event that loses data storage (Recovery Point Objective (RPO))?

Clint Pechacek, Feb 25, 2021 8:28 AM CST

This will be agreed to individually by agencies who use the contract.

Scope - Apps & Infrastructure - Cloud Application Development

Mohsin Shaikh, Feb 22, 2021 2:30 PM CST

Please confirm current Network topology (e.g. high level schematic showing WAN / LAN architectures)

Clint Pechacek, Feb 25, 2021 8:29 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Backup and Recovery

Mohsin Shaikh, Feb 22, 2021 2:31 PM CST

Please provide the Storage and Backup inventory with as many of the following details as possible:
1. Business Entity 2. Location 3. Storage/Backup Manufacturer 4. Storage/Backup Category (SAN, NAS, DAS, Tape, Backup server, SAN /Fabric Switches) 5. Storage array information with model number. 6. Storage size (in GB) 7. SAN Switch Model(CISCO, Brocade, Mcdata) 8. Backup Volume (in GB) 9. Backup software Details 10. Tape Libraries or VTL Vendor/Model(IBM,EMC,SUN etc.) and capacity(in GB) 11. Device details (if it is a device)

Clint Pechacek, Feb 25, 2021 8:29 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Backup and Recovery

Mohsin Shaikh, Feb 22, 2021 2:31 PM CST

GBs to be managed (used vs. raw) - per technology - SAN - NAS % allocated for storage replication

Clint Pechacek, Feb 25, 2021 8:29 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Backup and Recovery

Mohsin Shaikh, Feb 22, 2021 2:32 PM CST

Location of storage devices and # servers attached to Storage devices

Clint Pechacek, Feb 25, 2021 8:29 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Backup and Recovery

Mohsin Shaikh, Feb 22, 2021 2:32 PM CST

What is the current backup frequency? # of incremental backups per cycle?

Clint Pechacek, Feb 25, 2021 8:30 AM CST

This is a new contract for the cooperative, therefore that information is not available.

Scope - Apps & Infrastructure - Backup and Recovery

Mohsin Shaikh, Feb 22, 2021 2:33 PM CST

Size of Full Backup? and Where are data backup media stored?

Clint Pechacek, Feb 25, 2021 8:31 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Backup and Recovery

Mohsin Shaikh, Feb 22, 2021 2:33 PM CST

Restore Time Requirement?

Clint Pechacek, Feb 25, 2021 8:31 AM CST

Please refer to previous answer.

Scope - Apps & Infrastructure - Backup and Recovery

Mohsin Shaikh, Feb 22, 2021 2:33 PM CST

Offsite archival requirements - What is frequency of sending tapes offsite? - What is the amount of data sent offsite? - How long is the data retained offsite? - Who is the offsite archival service provider?

Clint Pechacek, Feb 25, 2021 8:32 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available. Data retention will be defined by state law and local policy.

Scope - Apps & Infrastructure - Backup and Recovery

Mohsin Shaikh, Feb 22, 2021 2:34 PM CST

- Who is the offsite archival service provider?

Clint Pechacek, Feb 25, 2021 8:32 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Backup and Recovery

Mohsin Shaikh, Feb 22, 2021 2:34 PM CST

What are the overall growth projections for the next 1-3 yrs?

Clint Pechacek, Feb 25, 2021 8:32 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Backup and Recovery

Mohsin Shaikh, Feb 22, 2021 2:34 PM CST

Is there any tool in place for tape management? How you are managing onsite and offsite backups?

Clint Pechacek, Feb 25, 2021 8:32 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Backup and Recovery

Mohsin Shaikh, Feb 22, 2021 2:34 PM CST

Please provide current Data Recovery plans for the Database Environment. What are the Business Continuity Plans for the Database Environment?

Clint Pechacek, Feb 25, 2021 8:32 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Consultation and strategy development

Mohsin Shaikh, Feb 22, 2021 2:35 PM CST

Can you please share the requirement detail?

Clint Pechacek, Feb 25, 2021 8:33 AM CST

This question is unclear. Requirements will be defined by each individual agency who chooses to purchase off this contract.

Scope - Apps & Infrastructure - Migration

Mohsin Shaikh, Feb 22, 2021 2:35 PM CST

Details of the servers, Network and Security devices in Migration scope?

Clint Pechacek, Feb 25, 2021 8:33 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Migration

Mohsin Shaikh, Feb 22, 2021 2:35 PM CST

Total Size of storage Data which will be migrated to cloud?

Clint Pechacek, Feb 25, 2021 8:33 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Migration

Mohsin Shaikh, Feb 22, 2021 2:36 PM CST

Do you want to move applications in SaaS based platforms on cloud?

Clint Pechacek, Feb 25, 2021 8:34 AM CST

Agencies who purchase from this contract may wish to do so.

Scope - Apps & Infrastructure - Migration

Mohsin Shaikh, Feb 22, 2021 2:36 PM CST

Please supply the number of databases in the current environment. Classify into the following categories: 1.Product wise (e.g.; Oracle, MS SQL) 2.Environment wise (e.g.; Prod, test, QA etc.) 3.Criticality of Business (e.g.; Gold, silver, bronze etc.) 4.Operating System wise (e.g.; Windows, Linux, Unix etc.)

Clint Pechacek, Feb 25, 2021 8:34 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Migration

Mohsin Shaikh, Feb 22, 2021 2:36 PM CST

Please provide details of Database Audit Compliance requirements.

Clint Pechacek, Feb 25, 2021 8:34 AM CST

This will be agreed to by individual agencies who choose to purchase off the contract.

Scope - Apps & Infrastructure - Migration

Mohsin Shaikh, Feb 22, 2021 2:36 PM CST

Production DBs - # of Production DBs: SQL - # of Production DBs: Oracle - # of Production DBs: Others Avg Production DB Size (GB) Avg Non-Production DB Size (GB)

Clint Pechacek, Feb 25, 2021 8:35 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Scope - Apps & Infrastructure - Migration

Mohsin Shaikh, Feb 22, 2021 2:36 PM CST

Do you have plan to move your Databases on cloud? SaaS or PaaS based platform you wants to use for cloud hosted databases?

Clint Pechacek, Feb 25, 2021 8:35 AM CST

Individual agencies who choose to purchase off the contract may wish to do so.

Mohsin Shaikh Scope - Apps & Infrastructure - Virtual Desktop Solution

Mohsin Shaikh, Feb 22, 2021 2:37 PM CST

Share the number of users in scope?

Clint Pechacek, Feb 25, 2021 8:35 AM CST

This is an indefinite quantity indefinite delivery RFP.

Mohsin Shaikh Scope - Apps & Infrastructure - Virtual Desktop Solution

Mohsin Shaikh, Feb 22, 2021 2:37 PM CST

Breakup of users – Task Worker/Heavy users/GPU Based app Users?

Clint Pechacek, Feb 25, 2021 8:35 AM CST

This is an indefinite quantity indefinite delivery RFP, that information is not available.

Mohsin Shaikh Scope - Apps & Infrastructure - Virtual Desktop Solution

Mohsin Shaikh, Feb 22, 2021 2:37 PM CST

Details of applications to be published on Virtual Desktops.

Clint Pechacek, Feb 25, 2021 8:36 AM CST

This is an indefinite quantity indefinite delivery RFP, different agencies who use the contract will have different requirements.

Scope - Apps & Infrastructure - Virtual Desktop Solution

Mohsin Shaikh, Feb 22, 2021 2:38 PM CST

What are you looking for - private cloud and or hybrid cloud or complete Cloud desktop infrastructure?

Clint Pechacek, Feb 25, 2021 8:37 AM CST

Vendors are encouraged to respond with their entire catalog of services and products to cover all of a member's potential needs.

Scope - Apps & Infrastructure - Virtual Desktop Solution

Mohsin Shaikh, Feb 22, 2021 2:38 PM CST

Is Power and Scaling management required in proposed solution?

Clint Pechacek, Feb 25, 2021 8:38 AM CST

It is not required, however vendors are encouraged to respond with their full catalog of available services that meet the scope.

Scope - Apps & Infrastructure - Virtual Desktop Solution

Mohsin Shaikh, Feb 22, 2021 2:38 PM CST

Is there any requirement of High Definition Virtual Desktop with 3D Graphics support?

Clint Pechacek, Feb 25, 2021 8:38 AM CST

It is not required, however vendors are encouraged to respond with their full catalog of available services that meet the scope.

Scope - Apps & Infrastructure - Virtual Desktop Solution

Mohsin Shaikh, Feb 22, 2021 2:38 PM CST

Are you looking for scalable solution over cloud where you can scale number of desktops with just in time delivery?

Clint Pechacek, Feb 25, 2021 8:38 AM CST

Vendors are encouraged to respond with their full catalog of available services that meet the scope.

Scope - Apps & Infrastructure - Virtual Desktop Solution

Mohsin Shaikh, Feb 22, 2021 2:38 PM CST

Is there any requirement of On-Demand reporting, Access Log and Audit logs for compliance?

Clint Pechacek, Feb 25, 2021 8:38 AM CST

It is not required, however vendors are encouraged to respond with their full catalog of available services that meet the scope.

Scope - Apps & Infrastructure - Virtual Desktop Solution

Mohsin Shaikh, Feb 22, 2021 2:39 PM CST

Are you looking for Global cloud solution with high levels of availability and durability?

Clint Pechacek, Feb 25, 2021 8:39 AM CST

Vendors are encouraged to respond with their full catalog of available services that meet the scope.

Scope - Apps & Infrastructure - Virtual Desktop Solution

Mohsin Shaikh, Feb 22, 2021 2:39 PM CST

Are you looking for Disaster proof multi location / vendor / cloud infrastructure. If yes, Pls share the maximum details.

Clint Pechacek, Feb 25, 2021 8:39 AM CST

Vendors are encouraged to respond with their full catalog of available services that meet the scope.

Scope - Apps & Infrastructure - Virtual Desktop Solution

Mohsin Shaikh, Feb 22, 2021 2:39 PM CST

Is this a need to build these solutions or migrate and modernize existing solutions?

Clint Pechacek, Feb 25, 2021 8:40 AM CST

Individual members who choose to use the contract might be in either of these situations.

Scope - Apps & Infrastructure - Data and Analytics

Mohsin Shaikh, Feb 22, 2021 2:40 PM CST

How many solutions we have in this category and what purpose they serve?

Clint Pechacek, Feb 25, 2021 8:41 AM CST

This question is unclear. This is a new contract category for the cooperative, so currently there are no solutions in this category.

Scope - Apps & Infrastructure - Data and Analytics

Mohsin Shaikh, Feb 22, 2021 2:40 PM CST

Do you have any enterprise data warehouse and predictive analytics solutions?

Clint Pechacek, Feb 25, 2021 8:41 AM CST

No, this is a new contract category for the cooperative.

Scope - Apps & Infrastructure - Data and Analytics

Mohsin Shaikh, Feb 22, 2021 2:40 PM CST

What technologies these solutions are built upon?

Clint Pechacek, Feb 25, 2021 8:43 AM CST

This is an indefinite quantity indefinite delivery RFP, so we cannot be specific as to members' situations across the nation.

Scope - Apps & Infrastructure - Data and Analytics

Mohsin Shaikh, Feb 22, 2021 2:40 PM CST

What is the motivation to build or migrate these solutions to cloud?

Clint Pechacek, Feb 25, 2021 8:43 AM CST

Individual members' motivations to use the service will vary.

Scope - Apps & Infrastructure - Data and Analytics

Mohsin Shaikh, Feb 22, 2021 2:40 PM CST

What are various personas / user base of these solution?

Clint Pechacek, Feb 25, 2021 8:45 AM CST

This contract will be available to cities, counties, schools, and non-profit organizations across the country. Please refer to the Introduction section on p. 5.

Licensing and Certifications

Mohsin Shaikh, Feb 22, 2021 2:41 PM CST

How is ESC, Region 10 currently purchasing licensing - MS LSP, CSP? If applicable, is ESC Region 10 interested in procuring licensing from a different licensing provider?

Clint Pechacek, Feb 25, 2021 8:46 AM CST

Region 10 is currently purchasing software licensing through various resellers. Region 10 may consider procuring from different providers at the appropriate time.

Licensing and Certifications

Mohsin Shaikh, Feb 22, 2021 2:41 PM CST

How many total users are in scope across the various public agencies across the entire region?

Clint Pechacek, Feb 25, 2021 8:47 AM CST

Equalis Group does not publish a membership list publicly. In general, Equalis membership encompasses thousands of public agencies spread across the United States.

Key Definitions

Mohsin Shaikh, Feb 22, 2021 2:41 PM CST

If we are the primary vendor i.e. "means any provider or seller of goods and/or services that has a contractual relationship with Equalis Group or Region 10 ESC", do we need to mention any secondary/tertiary sub-contractors (also vendors) we may use in our own dealings for this RFP?

Clint Pechacek, Feb 25, 2021 8:48 AM CST

Yes.

General Terms & Instructions

Mohsin Shaikh, Feb 22, 2021 2:41 PM CST

As part of the Proposed Format - "Responses should be consolidated into one PDF file for the RFP response, one PDF file for the Attachment A (Equalis Group Exhibits) response and one Excel file for the Attachment B (pricing) response", can we have an additional solution document to supplement our inline responses in the main PDF file or ALL responses should be in the one PDF file itself?

Clint Pechacek, Feb 25, 2021 8:48 AM CST

Vendors may only submit one PDF file and one Excel file in Bonfire. Pages may be added to the RFP response as necessary.

General Terms & Instructions

Mohsin Shaikh, Feb 22, 2021 2:42 PM CST

As part of the Attachment B (pricing) response, does Region 10 ESC prefer unit pricing or can a bidding supplier make assumptions on volumes of assets at the end public agencies, schools etc?

Clint Pechacek, Feb 25, 2021 8:50 AM CST

Vendor may submit the pricing they feel most comfortable with as long as it is auditable, not-to-exceed, and is not cost-plus. Pricing submitted will be applicable to all agencies who use the contract, so this should be taken into account when establishing pricing.

Miscellaneous

Mohsin Shaikh, Feb 22, 2021 2:42 PM CST

Is it mandatory to have local office or service center in the States, for which we're proposing our products and services?

Clint Pechacek, Feb 25, 2021 8:51 AM CST

No. However, out-of-country vendors must demonstrate their ability to provide services in the United States as well as a vendor who is in-country.

Miscellaneous

Mohsin Shaikh, Feb 22, 2021 2:42 PM CST

Is it mandatory to have Industry Standard Certificate such as ISO/IEC 27018?

Clint Pechacek, Feb 25, 2021 8:51 AM CST

It is not required, but is strongly encouraged.

Miscellaneous

Mohsin Shaikh, Feb 22, 2021 2:42 PM CST

Can we add subcontractors after the award as well, or do we need to propose them in our response to this RFP?

Clint Pechacek, Feb 25, 2021 8:52 AM CST

Subcontractors may be added after award, subject to approval by Region 10 ESC. Vendors are encouraged to submit all subcontractors in response to this RFP.

Cloud-Age IT

Cloud-Age It questions.

Safia Djennane, Feb 22, 2021 2:53 PM CST

To Whom It May Concern, Below are Cloud-Age IT questions regarding What is TPIA ? Where can we find more information Region 10 ESC and Equals Group? Can you elaborate on the project proposals after vendors are selected, pass this RFP? What does award of this RFP entails as far as the selected vendor(s) is concerned? Is this a one or multi vendors award? How the Program participants select the vendors for specific projects they want them to work on? What is the timeline for this RFP? Is the 2% Equals Group a one-time fee or is it per project? Can you share the cloud roadmap/timeline for IaaS and PaaS solutions? What is the advantage for a vendor to be part of this

program? Regards, Dr. Safia Djennane safia@cloudageit.com

Clint Pechacek, Feb 25, 2021 9:06 AM CST

1. The Public Information Act is clearly described on p. 3 of the RFP. Please refer to the RFP and Texas Government Code Chapter 552. 2. region10.org and equalisgroup.org 3. Individual members may contact awarded vendors with project requests and will use the established contract to procure services. Pricing will be based on the contract pricing. 4. Award of the RFP means that the awarded vendor(s) will be available to Equalis membership to use. 5. Please refer to p. 11 Section XX - Multiple Awards in the RFP. 6. We cannot speak to individual members' reasoning when they choose specific vendors for projects. Generally speaking, public agencies base their decisions on low pricing and qualifications relative to the work they need done. 7. The timeline is clearly given on p. 9 Section VII - Calendar of Events. 8. Per project. 9. This is an indefinite quantity indefinite delivery RFP, that information is not available. 10. Vendors will not have to respond to as many RFPs for public agencies if they have a cooperative contract that is broadly compliant with federal and state procurement laws, and will be able to better retain existing business with current public agency customers, among other benefits.

Rackspace Government Solutions, Inc

Contract Questions

Alece Nay Hagee, Feb 05, 2021 1:54 PM CST

Questions 1) Can the vendor negotiate the MSA with Equalis simultaneously as the vendor negotiates the Vendor Contract with Region 10 ESC post award? 2) Would Region 10 ESC be open to renegotiation of their contract after an MSA with Equalis is negotiated with the winning supplier? 3) If Region 10 ESC is open to renegotiation, can the Vendor Contract signature requirement be postponed until an MSA is negotiated between the winning supplier and Equalis? 4) Can Texas Region 10 ESC provide more information on what are unacceptable deviations/exceptions to the Vendor Contract?

Clint Pechacek, Feb 15, 2021 10:58 AM CST

1. Yes. 2. No. Terms must be agreed upon before a recommendation of award is sent to the Region 10 Board. 3. No, failure to sign the Contract Signature page may result in a vendor being deemed non-responsive. Region 10 will not countersign the contract until any exceptions and deviations have been negotiated and agreed upon by both parties. 4. Unacceptable deviations and exceptions will be addressed once responses have been submitted and a vendor or vendors are being

considered for award recommendation.

Alece Nay Hagee, Feb 17, 2021 9:01 AM CST

Hello Clint, I hope you are doing well. I have some follow up questions: 1) Please identify the negotiation timeline period anticipated by Region 10 and Equalis for negotiating MSAs. 2) Upon addressing unacceptable deviations and exceptions by Region 10 ESC, will Region 10 ESC allow vendors to revise and resubmit said deviation/exception?

Clint Pechacek, Feb 25, 2021 7:54 AM CST

1. We anticipate a one week period of negotiation time before documents are due to the Region 10 board for consideration. 2. Yes, exceptions and deviations may be negotiated, although if exceptions are so extensive as to make negotiation unfeasible, Region 10 reserves the right not to award on the basis of unacceptable deviations without negotiation.

Contract Questions II

Alece Nay Hagee, Feb 10, 2021 8:15 AM CST

Is Texas Education Service Center, Region 10 open to alternative solutions for the catalog pricing that are more aligned to cloud environments?

Clint Pechacek, Feb 15, 2021 10:59 AM CST

Yes. All pricing must be auditable, not-to-exceed pricing. Cost-plus pricing will not be considered.

Contract Questions III

Alece Nay Hagee, Feb 11, 2021 1:11 PM CST

1) In reference to Article 5 – Termination of Contract, Section 5.1 of the Vendor Contract, what determines a low volume in a 12 month period? 2) In reference to Article 5 – Termination of Contract, Section 5.1 of the Vendor Contract, is it 10 calendar days or 10 business days? 3) In reference to Article 5 – Termination of Contract, Section 5.2 of the Vendor Contract, the vendor requests that we should have a right to cure any breach (30 business days) prior to any termination of breach. 4) In reference to Article 5 – Termination of Contract, Section 5.3 of the Vendor Contract, the vendor requests that SLA credits are sole and exclusive remedy. Is this acceptable by ESC Region 10 as a replacement for reimbursement? 5) In reference to Article 7 – Delivery Provisions, Section 7.1 of the Vendor Contract, is it 7 calendar days or 7 business days? 6) In reference to Article 7 – Delivery Provisions, Section 7.2 of the Vendor Contract, the vendor requests that SLA credits are sole and exclusive remedy. Is this acceptable by ESC Region 10? 7) In reference to Article 8 – Billing and Reporting, Section 8.1 of the Vendor Contract, what is the criteria for satisfactory performance? Payment should be tied to delivery of services and a properly completed invoice. 8) In reference to Article 12, Section 12.1, as this is not applicable to the services that we will provide, can this be removed from the Vendor Contract? 9) In reference to Article 12, Section 12.2, as this is not applicable to the services that we will provide, can this be removed from the Vendor Contract? 10) In reference to Article 12, Section 12.3, as we do not work onsite at schools and is not applicable to us, can this language be removed from the Vendor Contract? 11) In reference to Article 13, Section 13.3, we request that we will negotiate a mutually acceptable, industry standard indemnification clause.

Clint Pechacek, Feb 15, 2021 11:12 AM CST

1. Vendors are allowed to list exceptions to the terms and conditions. See page 62 of the RFP. 2. Vendors are allowed to list exceptions to the terms and conditions. See page 62 of the RFP. 3. Vendors are allowed to list exceptions to the terms and conditions. See page 62 of the RFP. 4. Vendors are allowed to list exceptions to the terms and conditions. See page 62 of the RFP. 5. Please refer to page 6 of the RFP. Days are defined in the RFP as calendar days. 6. Vendors are allowed to list exceptions to the terms and conditions. See page 62 of the RFP. 7. Satisfactory performance means that the services being procured were delivered on-time, as advertised, and according to the agreement made between the vendor and the participating agency when the order was placed. 8. Vendors are allowed to list exceptions to the terms and conditions. See page 62 of the RFP. 9. Vendors are allowed to list exceptions to the terms and conditions. See page 62 of the RFP. 10. Vendors are allowed to list exceptions to the terms and conditions. See page 62 of the RFP. 11. Vendors are allowed to list exceptions to the terms and conditions. See page 62 of the RFP.

Clint Pechacek, Feb 15, 2021 11:14 AM CST

Corrections to #1 and #2 1. Low volume is at the discretion of Region 10 ESC. Thus far we have not exercised this clause, and anticipate doing so only if there are no sales on a contract at all. 2. Please refer to page 6 of the RFP. Days are defined in the RFP as calendar days.

Extension

Alece Nay Hagee, Feb 17, 2021 11:32 AM CST

Given the power outages in Texas Region 10, will an extension be provided for this RFP?

Clint Pechacek, Feb 25, 2021 8:03 AM CST

No, an extension is not being considered at this time.

Questions - 2/19

Alece Nay Hagee, Feb 19, 2021 2:21 PM CST

1) Will there be multiple MSAs with Equalis for each procuring entity? The language in section 3.3 of the MSA seems to state that this MSA with Equalis is only for Region 10. 2) In reference to Article 7 - Delivery Provisions, Section 7.6 of the Vendor Contract, is the MSA with Region 10 ESC going to govern other entities that make procurements under this Contract? 3) As Appendix A (Questionnaire) in in PDF form and does not leave enough room to answer questions, can we respond in Word (and then PDF the document before the final submission)?

Clint Pechacek, Feb 25, 2021 8:09 AM CST

1. No. 2. The cooperative contract with Region 10 will allow other public agencies to purchase services and will generally govern other agencies who use it, however as covered in section 4.8, supplemental agreements such as SLAs or MSAs may be necessary for individual customers to agree to with the vendor. 3. Yes, pages may be added for additional space to answer questions.

Pricing Sheet Questions

Alece Nay Hagee, Feb 22, 2021 1:49 PM CST

1) What is the process for adding or removing SKUs/products from the price list? Either from year to year, or otherwise as needed? 2) Please define the Verifiable list price location column in the price sheet, and provide guidance on what should appear in that column.

Clint Pechacek, Feb 25, 2021 8:11 AM CST

1. Please refer to Article 11 starting on p. 30. 2. That column allows vendors to link to their verifiable pricelist if they desire to do so. Like all the columns, it is provided for the vendor's convenience and need not be filled out if it is not applicable to a vendor's pricing.

SevenOutsource

RFP Query for Request for Proposal for R10-1111 IaaS and PaaS Cloud Solutions

Steve Walse, Feb 01, 2021 12:24 AM CST

Hi! This is with regard to your requirement for Request for Proposal for R10-1111 IaaS and PaaS Cloud Solutions . 1. Whether companies from Outside USA can apply for this? (like, from India or Canada) 2. Whether we need to come over there for meetings? 3. Can we perform the tasks (related to RFP) outside USA? (like, from India or Canada) 4. Can we submit the proposals via email? Best Regards!

Clint Pechacek, Feb 15, 2021 10:42 AM CST

1. Companies from outside the USA are allowed to respond. 2. It will be preferred that we meet our vendors face to face once it is safe to do so. 3. Tasks may be performed from outside the USA, however vendors must demonstrate that they will be able to service members as effectively from outside the USA as vendors who are based in the USA. 4. No, submission through Bonfire is the only acceptable method of submission.

Softchoice

Question - Pricing List

Jacob Dacey, Feb 18, 2021 11:29 AM CST

What exact pricing is the bidder looking for in regards to the cloud? Example: Cloud has thousands of configuration items available. A) Do you want every item priced within the attachment B price list? Or is there specific services or workload you have in mind? B) If you would like everything priced. How would you like us to price each item which is customizable to the customer and the size of the workload? As re-seller we are limited to the pricing from the Cloud providers which can change daily and it really depends on the customer's consumption and workloads in the cloud.

Clint Pechacek, Feb 25, 2021 8:06 AM CST

A) Pricing offered must be auditable, therefore anything not priced in the RFP response will be deemed not to have been offered unless it is offered free of charge to members. Therefore pricing offered must encompass the entire offer and be reviewable by the evaluation committee. B) Pricing must be not-to-exceed and auditable, and cannot be cost-plus. Other than those parameters, it is up to the vendor to determine the best way to submit pricing. Daily fluctuations that would increase pricing beyond the not-to-exceed price are not acceptable and would represent a breach of contract.