

October 25, 2018

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SUBJECT: Award Letter for Converged Infrastructure Refresh – RFQ012538

The Department of Technology (DoT) through utilization of a Request for Proposal process published on May 22nd 2019 and closed June 28th 2019. The RFP received 3 submissions (AHEAD, CBTS, CDWG) in response to RFQ012538 for purchase of Hyper Converged Infrastructure (HCI) solution. The bids proposal package included separate solutions as listed below

- 4 solutions for HCI (Dell VXRAIL HCI, Dell VSAN HCI, Nutanix HCI, HP Synergy HCI)
- 3 solutions for the Filer Refresh (ISILON Filer, Nutanix Filer, Cohesity Filer)
- 3 solutions for the Backup Refresh (IDPA Backup, Nutanix Backup, Cohesity Backup)

The Department of Technology evaluated all solutions and one of the reseller's (Ahead Technologies) was deemed non responsive due to incomplete submission of the required RFP response documents. Both CDWG and CBTS were moved to Phase 2 and Phase 3 of the evaluation process.

Dell Technologies Inc. is the original equipment manufacturer (OEM) of the VXRAIL solution provider for both authorized value-added resellers (VARs) which includes standardized bill of material and professional services. The VXRAIL solution hardware has been properly sized and revised bill of Materials were provided by both resellers which includes hardware, software, implementation services, and training for VXRAIL.

The Department of Technology received two comparable proposals after evaluation, proof of concept, and the request for Best and Final offer ultimately deemed CDWG as the most responsible, responsive, and best offer.

Backup and Filer refresh were optional portions of the RFP and will be excluded with the HCI purchase.



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Methodology/Procedure:

The following describes the methodology and processes used by Infrastructure & Operations (I&O) group within DoT to evaluate the proposals submitted for the City of Columbus' HCI project:

Evaluators:

The evaluation process was conducted by five committee members. Each committee member represented staff from groups in Engineer's, Architect's, and Director's office. Phase 1 and 2 (Technical Review) and Phase 3 (Proof of Concept) were conducted by all five members of the evaluation committee.

The evaluation process was conducted in phases described below. Phases one and two were based on the content of the proposals received from the offerors. Phase three consisted of the on-site Proof of Concept (POC) presentation. Three offerors submitted proposals by the deadline, two were promoted to Phase two, and both were also promoted to the third phase. The offeror solution with the top overall scores of the Technical evaluation (Dell/CDWG) was promoted to contract negotiation phase.

Following is a brief description of the evaluation methodology and procedure used for each phase:

- Phase one: pass/fail evaluation of the required components listed on the RFP. Two out of three offerors' proposals met the requirements and were promoted to Phase two.
- Phase two: evaluation of functional and technical capabilities (Appendix A). The 5 staff committee team evaluated the technical and feature readiness; both offerors were promoted to Phase three presentation for all of their solutions.
- Phase three (a): on-site POC where the City invited the offerors to give a live demonstration of the solution. The City provided ten use cases to the offerors and evaluated them based on how well they responded to those use cases. The city provided Rackspace and Data center power resources to all offerors. POC was conducted on City premise with all remote offeror's equipment used for the demonstration. The offeror with the top overall score (Dell VXRail/CDWG) was promoted to contract and cost negotiation phase.

