Enterprise Network Equipment Request for Proposal

Due Date: October 14, 2011

Questions: IVC Project Management

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Address: Send proposals to:

Email: ent.rfp@imperial.edu

USPS: IVC Enterprise Network Equipment RFP, Imperial Valley

College, 380 E. Aten Road, Imperial, California 92251

The Imperial Valley College (IVC) is requesting multiple packages for the purposes of updating several Enterprise Systems and related equipment.

The intention of this RFP is to provide vendors with the necessary information and specifications to respond with a solution that they determine best meets those requirements.

This Request for Proposal will consist of five packages.

Package 1: Wireless network equipment, controllers, monitoring and any IPS/IDS or other security equipment associated with the wireless system.

Package 2: Next generation security equipment.

Package 3: Network switching equipment.

Package 4: Enterprise back-up/Disaster Recovery system.

Package 5: Enterprise monitoring/diagnostic solution.

Each of these areas will be covered in more detail within this RFP. Vendors may bid on any or all of the packages. No vendor is required to bid on all packages, nor any specific number of packages. Each solution will be evaluated on a package by package basis.

Instructions to Vendors

Award of this proposal is contingent upon the approval of funding from the Imperial Community College District Board of Directors.

1. Proposals must be received by **3:00 PM local time (PST) on Friday, October 14, 2011** regardless of the selected method of submission.

Proposals received after this exact time and date will NOT be considered. If submitting electronically, all e-mail messages, including attachments, cannot

be larger than 10MB. Therefore, it might be necessary to send multiple e-mails. Please label them accordingly.

- 2. If after the selection committee meets, they determine that they would like to see vendor presentations on any of the packages, we will contact the vendors that provided a proposal for that package and schedule a time for a presentation. IVC reserves the right to request presentations of any vendor at its sole discretion. If asked to present, vendors should present the overall concept of the proposal, the rationale behind their proposal, and how it best fits the needs of IVC. Vendors are not required to present in order to be considered.
- 3. IVC will not be responsible for any proposal that is incomplete or is delivered to an incorrect e-mail or physical address.
- 4. Vendors may not amend their proposal after the closing date and time, unless as a result of negotiations initiated by IVC, but may withdraw their proposal at anytime.
- 5. E-mail transmitted proposals will be accepted under the following conditions:
 - the proposal is received before the submission deadline at the e-mail address stated;
 - IVC will not accept liability for any claim, demand or other actions for any reason should the e-mail transmission be interrupted, not received in its entirety, received after stated closing time and date, received by any other e-mail system other than that stated herein, or for any other reasons beyond the control of IVC.
- 6. All questions or inquiries concerning this Request for Proposals must be submitted to the e-mail address provided above no later than two (2) business days prior to the proposal deadline. Verbal responses to any inquiry cannot be relied upon and are not binding on either party.
- 7. If a contract is to be awarded as a result of this Request for Proposals, it shall be awarded to the responsible vendor whose proposal provides the best potential value to the IVC. Responsible means the capability in all respects to perform fully the contract requirements and the integrity and reliability to assure performance of the contract obligations.
- 8. Notice in writing to a vendor and the subsequent execution of a written agreement shall constitute the making of a contract. No vendor shall acquire any legal or other rights or privileges until the contract is signed.
- 9. The contract will contain the relevant provisions of this Request for Proposals and of the successful proposal, as well as such other terms as may be mutually agreed upon, whether arising from the proposal or as a result of any negotiations.
- 10. In the event of any inconsistency between this Request for Proposal, and the ensuing contract, the contract shall govern.
- 11. IVC has the right to cancel this Request for Proposals at any time and to reissue it for any reason whatsoever without incurring any liability and no vendor will have any

- claim against IVC as a consequence of this decision.
- 12. Rejection of proposals: IVC, at its sole discretion, may reject proposals if conditional or incomplete.
- 13. Any amendments made by IVC to the Request for Proposals will be issued in writing and sent to all that have received the documents.
- 14. IVC is not liable for any costs of preparation or presentation of proposals.
- 15. An evaluation committee will review each proposal. IVC reserves the exclusive right to determine the qualitative aspects of all proposals relative to the evaluation criteria.
- 16. The proposal and accompanying documentation submitted by the proponents are the property of IVC and will not be returned.
- 17. Vendors must notify IVC of any specific portions of proposals considered confidential. IVC will take reasonable efforts to protect the confidentiality of such material but makes no guarantees that such material may be protected.
- 18. Vendor proposal in response to this RFP will be incorporated into the final agreement between IVC and the selected vendor. The submitted proposal at a minimum should include the following sections:
 - Services Rendered, project schedule and scope of work
 - Itemized Pricing and Total Sheet Summary
 - Exclusions
 - IVC and Vendor Responsibilities
 - Fees, Payments and applicable Trade-in credits
 - Legal Terms and Conditions
- 19. Vendors must include references for projects of similar size and scope that have been completed within the past two years. These references must be Educational Institutions, Colleges, Community Colleges, School District or a County Office of Education and contain the following:
 - Job Location
 - Contact name and telephone numbers
 - Dates of contract
 - Project description
 - Equipment installed
- 20. An optional vendor's conference, to be held on-site, has been scheduled for October 07, 2011 at 10:00 am.
- 21. If a phone conference is requested by two or more vendors, IVC will consider scheduling one. If a conference is scheduled it will be at the discretion of IVC.

- 22. Awards: IVC may make one award, more than one award or make no awards as a result of this solicitation. The decision to award any number of package proposals is final. There is no protest process.
- 23. Services can be provided by a single vendor or can be provided by multiple vendors.
- 24. Proof of Concept: IVC reserves the right to do a proof of concept within each package. The test will include all equipment necessary to verify vendor claims. If at the end of the test period in IVC's sole judgment, the enterprise network equipment does not meet the required specifications provided by IVC and/or does not meet the representations made by the vendor, IVC reserves the right to reject the proposal and move to the next candidate.
- 25. The overall scope of the project is as follows, however, the specific scope will vary by package:
 - Install and configure network switches, security devices, back-up/disaster recovery solutions and all wireless equipment at Imperial Valley College.
 - All equipment and material must be new. Used, refurbished or repurposed equipment or material will not be acceptable.
 - Ensure interoperability with existing network infrastructure.
 - Quality of Service (QoS) configuration on routers and switches to reserve bandwidth for voice traffic if applicable.
 - Wireless access points and access control systems where applicable.
 - Provide list of options for the removal and/or disposal of displaced equipment. Trade-in credits are permissible.
 - Optionally, Install and configure tools to configure and manage the network devices included in this project.
 - Provide three years of maintenance and support.
- 26. Vendor shall submit to IVC the following documents within 30 days of installation. These diagrams need to be in electronic format as well as bounded paper copy.
 - End user guides
 - System documentation
 - Detailed inventory list of all equipment installed
 - Full technical specifications and as-built documentation
 - Other related documentation to the project
- 27. Any award to be made pursuant to this RFP will be based upon the proposal with appropriate consideration given to operational, technical, cost and management requirements. Evaluations of offers will be based upon the vendor's responsiveness to the RFP and the total price quoted for all the items covered by the RFP.

The following elements will be the primary considerations in evaluating all submitted proposals and in the selection of a Vendor for each package:

- 1. Vendor's cost, including unit prices, labor rates, travel/trip charges, etc. (30%)
- 2. Proposal preparation, thoroughness and responsiveness to this request for proposal. (10%)

- 3. Vendor's experience, overall installation, integration and maintenance capabilities based upon performance record and availability of sufficient high quality vendor personnel with the required skills and experience for the specific approach. (25%)
- 4. Client references and/or citations from prior installations where similar services have been provided for projects of similar size and scope. (5%)
- 5. The extent to which the vendor's proposed solution fulfills IVC's stated requirements as set out in this RFP. (30%)
- 28. IVC may, at any time, at their sole discretion, and without explanation to the prospective vendors, choose to discontinue this entire RFP or any part of the RFP or packages without obligation.

29. Request for Proposal Schedule

• RFP Offered: September 23, 2011

Vendor's Conference
 Bid Closing:
 October 07, 2011 at 10:00 AM (PST)
 October 14, 2011 at 3:00 PM (PST)

*Vendor Presentations
 Proposal Review:
 **Proof of Concept
 October 17 through the 21
 October 18 through the 24
 October 24 through December 9

Award of project: TBD

Notes:

- 1. Proof of concept might not be necessary on all packages.
- 2. Vendor Presentation only on Package #1 Wireless and Package #4
 Backup/Disaster Recovery

Technical Details

Imperial Valley College

Minimum requirements for the equipment within each package are as follows:

Package 1 – Wireless Network Equipment

The intent of the Wireless Network Equipment package is to provide seamless wireless connectivity across the IVC Campus with sufficient bandwidth to handle voice, video and streaming for approximately 2,000 concurrent connections campus wide with IPS/IDS type security.

Within this package we will need two separate price quotes. The breakdown is as follows:

Package 1-1 in addition to the wireless equipment it will include installation of all necessary cabling, patch panels, etc. that is necessary to connect the access points to the LAN.

Package 1-2 will include only the wireless equipment and will not include installation cabling, patch panels, etc.

IVC retains the right to either install the equipment ourselves, have the vendor install all of the equipment, including cabling, or a combination thereof.

*Attached is a drawing of the IVC Campus

The following is a detailed list of minimum requirements:

- Centralized, single pane of glass, management/monitoring of the entire wireless solution.
- Enterprise level Access Points that are capable of handling 802.11 a/b/g/n.
- Ability to be able to detect rogue access points, determine their location and then disable access.
- Always-on wireless intrusion protection and provide visibility of wireless traffic and the ability to affect changes to this traffic.
- Multi-radio access points.
- Mesh Networking.
- Outdoor access points, rated to meet the temperature demands of the Imperial Valley, where needed on campus to provide complete coverage.
- Real time heat mapping of wireless coverage.
- Ability to handle the density needs in the various gathering places on campus, such as lecture halls, library, campus center and other similar areas.
- Ability to handle multiple Vlans
- Inter-operability with Microsoft LDAP directory and/or radius server
- Ability to restrict, permit or prioritized traffic by user, group of users, SSID, application, source/destination IP, protocol and CoS
- Ability to handle multiple QoS

- Ability to work with Standards based protocols
- PoE Ready
- VoIP Compliant (ShoreTel)
- H.323 Compliant
- H.225 Compliant
- Support for AAA protocol
- Multi-cast Compliant
- IPv4 and IPv6 compliant
- Provide Mean Time Between Failures

Please provide optional pricing for power injectors for all AP's.

Package 2 – Next Generation Security Equipment

The intent of the Next Generation Security Equipment is to provide a next generation security device at the edge of the IVC network. In addition to being an edge security device, it needs to function as an Intrusion Protection/Intrusion Detection device. Additionally, it needs to be able to correctly classify all traffic and then determine source/destination and affect change to the stream if necessary.

The following is a detailed list of minimum requirements:

- Ability to integrate with Microsoft AD/LDAP to associate traffic to user.
- Edge Security to separate Local Area Network from Public Internet.
- Handle Intrusion Protection/Intrusion Detection
- Ability to handle multiple VPN sessions
- Ability to provide in-depth reporting
- Ability to Correctly Classify all traffic on all ports
- Ability to limit or disable specific Applications, categories or traffic flows
- Provide real time threat prevention
- Ability to limit file data transfer
- Minimum of 1 Gbps of throughput
- Ability to handle multiple QoS
- Ability to work with Standards based protocols
- VolP Compliant (ShoreTel)
- H323 Compliant
- H225 Compliant
- Support for AAA protocol
- Multi-cast Compliant
- IPv4 and IPv6 compliant
- Provide Mean Time Between Failures

Package 3 - Network Switching Equipment

The intent of this package is to purchase a switch to provide connectivity to the 400 Building that is currently under renovation. Imperial Valley College is currently using HP network equipment and will continue to do so with this project. We are looking for a 5412zl switch with at a minimum of 120 copper ports, and (4) 1 gig fiber. All copper ports are to have POE+ and the switch is to have redundant power supplies. Additionally we will need 14 HP Mini-Gbic multi mode transceivers and a network managable rack mountable APC UPS that will provide a minimum of 30 minutes of run time in case of power loss. The following is a list of the required network equipment to provide both network and voice connectivity to end users within the 400 Building.

*Product #	#	Product Name	Description
J9532A	1	HP E5412-92G-PoE+/2XG v2 zl	HP 5412 Switch with 92 Copper Ports
		Switch with Premium Software	w/PoE+
J9308A	1	HP 20-port 10/100/1000 PoE+ / 4-port	4 port Fiber / 20 port Copper Line Card
		MiniGBIC zl Mod	w/PoE+
J9534A	1	HP 24-port Gig-T PoE+ zl Mod	24 copper ports with PoE+
J4859C	14	HP Mini-Gbic Transceiver Module	1 Gig – Multi Mode Gbics
J9306A	2	HP Redundant Power Supply	Redundant Power Supply
	1	APC UPS	UPS capacity to keep Equipment
			running for 30 Minutes
UQ116E	1	HP 3y 9x5 Networks Group 6 SW	Support
		Supp	

*We believe that the product #'s listed are correct for each piece of equipment listed. However, if there is a discrepancy between the part number and the description, the description is considered correct.

Package 4 – Back-up and Disaster Recovery Equipment

The intent of the Back-up and Disaster Recovery Equipment is to provide an enterprise level back-up solution for use both daily and in Disaster Recovery type scenarios. The platform needs to be able to integrate with all standard forms of operating systems and databases, including, but not limited to, Windows, Linux, Unix, Solaris, SQL, MySQL, and Oracle.

The following is a detailed list of minimum requirements:

- Ability to perform bare metal backups
- Ability to backup and restore Microsoft Exchange to the mailbox
- Data de-duplication
- Ability to do disk to disk copies to a remote site
- Ability to efficiently backup Virtual Machines
- Ability to efficiently backup and restore Windows Machines
- Ability to efficiently backup and restore Linux Machines
- Ability to efficiently backup and restore Solaris Machines
- Ability to efficiently backup and restore SQL databases
- Scalable
- The following servers are part of the initial roll-out
 - o (25) Windows 2008 Servers
 - o (6) Redhat Servers
 - o (2) Solaris Servers
 - o (1) Exchange 2010 Server
 - o (1) SQL Server
 - o (1) MySQL Server

Package 5 – Enterprise Monitoring and Diagnostic Solution

The intent of this package is to purchase either an appliance or software package that will provide Enterprise Monitoring and Diagnostics. As previously noted, IVC uses HP switches, routers and will be installing HP SAN and Server equipment. Therefore, the proposed solution needs to be interoperable with HP equipment. A more detailed list of requirements is below.

- Web based graphical interface
- Ability to collect, view and report on Network traffic
- Ability to schedule equipment maintenance, to include system updates, configuration downloads and uploads
- Ability to back up HP Switch/Router configurations
- Ability to push IOS updates to HP Switch/Router equipment
- Ability to do application monitoring
- Ability to monitor HP SAN Environment
- Ability to monitor Microsoft Hyper-V Environment
- Automated issue alerting
- Customizable, in-depth, reporting
- Scalable
- Customizable