

**CHILDREN'S  
ONCOLOGY  
GROUP**

The world's childhood  
cancer experts

**Storage Area Network ( SAN ) & Backup Upgrade**

**For further information contact:  
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**Request for Proposals  
December 2016**

**Issue Date: 12/28/2016  
Submission Deadline: 1/13/2017  
Request To: SAN-Backup Resellers**

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## **A. Overview**

### **Statement of Purpose**

The purpose of this Request for Proposals (RFP) is for The Children's Oncology Group (COG) to obtain a new storage area network (SAN) to refresh the current SAN and Backup infrastructure (which the old hardware is no longer supported). The vendor will be selected through the RFP process.

This RFP will describe the minimum requirements that are necessary for a vendor to be considered in our selection process.

If selected, The Children's Oncology Group will purchase the hardware through its fiscal sponsor, the Public Health Institute (PHI) from the vendor.

### **Background Information**

#### Organization Background

The Public Health Institute (PHI) is a global leader in public health. PHI is dedicated to promoting health, well-being and quality of life for people around the world through innovative solutions and collaborative partnerships.

The Children's Oncology Group, a National Cancer Institute supported clinical trials cooperative group, is the world's largest organization devoted exclusively to childhood and adolescent cancer research. The COG unites more than 9,000 experts in childhood cancer at more than 200 leading children's hospitals, universities, and cancer centers across North America, Australia, New Zealand, and Europe in the fight against childhood cancer.

#### Project Background

The Children's Oncology Group is seeking a reliable, low-cost hardware (SAN) vendor which offers a redundant capability and also able to replicate to our disaster recovery site in Children's Hospital of Philadelphia. The technology also has to work with our current VMware virtualized environment.

## **B. Scope of Work**

### **Scope of Work**

The selected vendor will be required to meet the expectations and responsibilities listed below:

- Proposed hardware must compatible with EMC VNX and recovery point to remote disaster recovery site.
- Proposed hardware for backups must store 28 terabytes pre deduplication / compression.
- Proposed hardware must have 33 terabytes (TB) of usable space.
- Proposed hardware must able to integrate with our VMware environment.
- Proposed hardware must able to serve CIFS and NFS shares.
- Proposed hardware will need to be using fiber technology.
- Implement and migrate from current hardware to new hardware including setting up replication.

Provide a breakdown Statement of Work (SOW) which includes:

- Implementation plan
- Migration plan
- Upgrade plan
- Time and schedule of all of the above

Provide the lowest cost plan will be guaranteed.

## Project Timeline

Event Date COG issues RFP	12/28/16
Deadline for questions related to RFP Wes Hunter (626) 241-1517	01/06/17
Proposal from vendor(s) due to Wes Hunter at COG	01/13/17
Evaluation process	01/13/17 – 01/20/17
Notification of selection	01/23/17
Start date for purchase	01/26/17

## C. RFP Procedures

### Submission Details

Proposals shall be received until 4:00 p.m. Pacific, January 13, 2017.

Vendors may submit their proposals by mail or via email (*see Proponent Information below*).

The Children's Oncology Group may award a proposal resulting from this solicitation to the responsible offeror whose offer conforming to this solicitation will be most advantageous to The Children's Oncology Group. The Children's Oncology Group may reject any or all offers if doing so is in the best interest of the organization.

This Request for Proposals (RFP) shall not be construed as a guarantee of purchase, nor does it commit The Children's Oncology Group to pay any costs associated with submissions or any other costs incurred prior to the execution of a formal agreement.

## D. RFP Submission Requirements

### Proposal Format

In order for COG to conduct the most efficient proposal evaluation, bidders are required to include the following information in their proposals as described below:

- **Corporate Overview** – A description of the bidder and why their organization is a good fit for the project and a list of references
- **Price Proposal** – A description of the bidder's rate schedule (monthly/yearly/discounts)
- **Contact Information** – A statement of main point of contact for negotiations

### Proponent Information

All proposals must be submitted to:

The Children's Oncology Group  
222 E. Huntington Drive, Suite 100  
Monrovia, CA 91016  
Attn: Wes Hunter  
Email: whunter@childrensoncologygroup.org

In order to be considered, interested vendors should submit their proposals no later than 4:00 PM Pacific on 01/13/17.

## ***E. Solicitation Guidelines***

- ***Agreement***

COG, through its fiscal sponsor, Public Health Institute (PHI) intends to issue a fixed price agreement to the successful bidder from this procurement process. The agreement will outline approved billing rates for each type of service provided and the terms and conditions applicable to the work performed.

- ***Discretion***

PHI may, at its sole discretion and after the evaluation process, choose not to issue any agreement as a result of this process. PHI may also, at its sole discretion, choose to issue as many or as few agreements as deemed necessary to meet PHI's business needs.

- ***Offers/Quotations***

Prices must be inclusive of all costs, including taxes and fees, in US Dollars. Quotes prices should remain valid for thirty (30) calendar days from proposal submission.

- ***Proposal Costs***

There is no reimbursement for costs associated with preparing or submission of proposals in response to this RFP or costs associated with possible award negotiation.

- ***Proposal Evaluation***

PHI will select the bidders whose offer will provide the most favorable mix of corporate credentials and cost, thereby ensuring overall best value procurement. The following evaluation criteria will be utilized to evaluate the proposals by an internal evaluation team from PHI:

- Technical Capacities
- Cost Reasonableness
- Cost Competitiveness