Advertised for Request for Proposals

Cloud Services RFP

TEACHERS’ RETIREMENT SYSTEMS OF ALABAMA
AND
EMPLOYEES’ RETIREMENT SYSTEMS OF ALABAMA
Hereinafter referred to as “RSA”
MONTGOMERY, ALABAMA

GENERAL: Pursuant to Alabama Act No. 2001-956, The Retirement Systems of Alabama is seeking proposals from qualified cloud solution providers to provide professional design, sales, implementation and other related services for the purpose of providing Anything-as-a-Service (XaaS) for future unnamed tenants or customers. Proposals will be received until close of business 08.15.18 after which time the submission period will be terminated.

Description: The general scope of work for the RFP respondent shall include pricing models for compute, storage and other services relating to XaaS.

The contract form will be RSA form and format

Additional areas of work may be encountered during the course of the work.

The proposal shall include (as a minimum) the following:

1. Price per hour for an Account Services Manager.
2. Price per hour for Technical Services. Provide tiers of service and technicians as applicable.
3. Compute Pricing.
   a. Utility compute model providing full real-time metering capabilities
   b. Provide for On-Demand component for variable capacity adjustments providing on/off utilization
   c. Provide price per Compute per VM per month
   a. Utility compute model providing full real-time metering capabilities
   b. Provide for On-Demand component for variable capacity adjustments providing on/off utilization
   c. Price backup per GB per month
   d. Provide options for Operational Support Services included or outside of per unit utility pricing
5. Software pricing.
a. Microsoft Products
b. SQL
c. RedHat
d. Other Software products you may have available

6. Samples of customer portals and interfaces.

Qualifications: Interested firms must submit qualifications, four copies in loose bound form with the following and other relevant information. As a minimum include:

- Company history and office locations. Preference given to companies with resources dedicated to Alabama. The respondent’s cloud solution must be physically located in the RSA’s Data Center with a Disaster Recovery site (and the held data) physically also located in the State of Alabama. Provide evidence thereof.
- References of similar undertakings with contact names and contact information for current contracts.
- Evidence of employee certifications and qualifications.
- Evidence of financial stability and ability to finance the purchase and provision of equipment and infrastructure required for this undertaking.
- Anticipated business model.
- Proposed method for calculating fee (not described above)
- Proposed project team
- Proposed consultants
- Proposed mark up on reimbursable expenses
- Proposed special or limiting contract language
- Disclosure of ongoing litigation and claims history relative to cloud services

Brochures are discouraged and will not be considered as part of the submittal.

Site examinations are encouraged but must be arranged in advance. Questions may be submitted up to five days prior to the closing date.

A follow on interview may be required based on the level of interest in the project and the quality of the submissions.

Submissions will be scored by a panel for best compliance for required items on a criteria to include best ability to immediately provide services, financial status/standing, completeness and accuracy of submission, business model, and perceived ability to provide the highest quality of service.
Proposal/ Review/ Award Timeline:

• Bid announcement August 2, 2018
• August 10, 2018, at 2:00 p.m. CST – Deadline for any questions
• August 15, 2018 at 2:00 p.m. CST – Deadline for receipt of sealed proposal.
• *August 20-21-22, 2018 – Finalist Interviews, if needed.
• August 23, 2018 – RSA awards the contract to the successful proposer.

The owner reserves the right to waive technicalities. Submit questions and proposals to the following address:

Technical questions
Attn: Renee Borg (with copy to Steve Timms)
Technical Marketing Specialist
RSA Dexter Datacenter
Retirement Systems of Alabama
445 Dexter Avenue Suite 6000
Montgomery, AL 36104
renee.borg@rsa-al.gov
(334) 517-7671

Proposals and submissions

The Retirement Systems of Alabama
201 South Union Street
Montgomery, Alabama 36104
Attn: Steven Timms
Steve.Timms@rsa-al.gov
P 334.517.7200
F 334.517.7001

END of SECTION