

REQUEST FOR QUOTATION	TROY SCHOOL DISTRICT 1140 RANKIN, TROY, MICHIGAN 48083 248-823-4027 FAX: 248-823-4077	REQUISITION
No. 9730		
DUE DATE 04/26/12 NO LATER THAN 3:30 p.m.		DATE 04/12/12

REQUEST FOR QUOTE – NOT AN ORDER

**THIS FORM MUST BE UTILIZED WHEN RESPONDING TO THIS REQUEST
 BID ENVELOPE ENCLOSED**

THE RFQ NUMBER MUST APPEAR ON ALL QUOTATIONS AND RELATED CORRESPONDENCE, THIS IS NOT AN ORDER

Quantity	DESCRIPTION	UNIT PRICE	AMOUNT
	<p>Please supply us with your bid to furnish the Troy School District with ZERO CLIENTS.</p> <p style="text-align: center;"> Copies of the bid are available at: www.troy.k12.mi.us/purchasing/items_out_for_bid.htm </p> <p style="text-align: center;"> Bid recaps will be available at: troy.k12.mi.us/purchasing/index.htm </p> <p style="text-align: center;"><u>FACSIMILE BID IS NOT ACCEPTABLE</u></p> <p>Bids will not be accepted if submitted after the deadline specified (local time) in the advertisement to bid or in the information to bidders. The late submission of a bid makes the bid nonrepsonsive and is a material defect which shall not be waived by the Board of Education. Delays in the mail will not be considered. All Late bids in the mail will be returned to the bidder unopened.</p> <p>Proposal for the submission of alternatives by vendors will be accepted and reviewed. However, if any substitution or departure is not clearly noted and described, it will be understood that the bid intends to exactly meet the specifications.</p> <p>The Board of Education shall be the sole judge as to whether the proposed goods are "equal" or "approved". Quotations must be mailed or delivered to the Purchasing Office, 1140 Rankin, Troy, MI 48083 no later than 3:30 p.m. on the date shown above. Michigan State Sales and Use Taxes and Federal Excise Taxes do not apply unless otherwise indicated. Exemption certificates will be furnished when necessary. This request imposes no obligations on the buyer. The Board of Education reserves the right to accept or reject any or all bids or to split awards by items or to accept bids, which will best serve the Board of Education.</p>		

THIS AREA MUST BE FILLED IN

DELIVERY TIME	PRICES FIRM FOR	NAME OF COMPANY	TELEPHONE NO.
TERMS		NO. & STREET	FAX #
FOB DELIVERED	ALL DELIVERY CHARGES MUST BE INCLUDED IN PRICES SHOWN	CITY, STATE & ZIP CODE	E-MAIL
CONTACT PERSON (PLEASE PRINT)		SIGNATURE	DATE

**TROY SCHOOL DISTRICT
ZERO CLIENT
BID #9730**

Overview

The Troy School District ("the District") is a 12,000 student public K-12 school district in Oakland County, MI, comprised of 20 instructional buildings (twelve elementary, four middle, two comprehensive high, one alternative/community high, and one International Baccalaureate high school) and four administrative and support facilities. Each building has high speed Internet connectivity via a district fiber optic network, and every classroom has at least one dedicated instructional computer.

The District currently has labs of Windows XP desktops in every building. The District is looking to expand our existing VMware 5.0 VDI environment to deploy and present 1250 more Virtual Desktops on zero clients in the Secondary School labs.

The current VDI infrastructure currently is composed to support 750 Desktops through the following configuration:

1. The Cisco Unified Computing System (UCS) design consists of 2 Cisco 6120 Fabric Interconnects, 2 Cisco 5108 Series Blade Chassis with two Cisco 2104 Fabric Extenders (FEX) each, 2 Cisco B250M2 Blade Servers and 5 Cisco B200M2 Blade Servers. The core part of the Cisco UCS is the Cisco 6120 Fabric Interconnects. The fabric interconnects provide the management and communication backbone for the UCS solution. The physical connectivity can be divided into three areas: Server ports, LAN Uplinks and Data (NFS/FCoE) Uplinks.

Server Ports

- Each 6120 Fabric Interconnect is configured with two active server ports per chassis. Each fabric interconnect connects to a single FEX in each Cisco 5108 blade chassis to provide an aggregate of 20Gbps from each FEX to the corresponding Fabric Interconnect. This configuration provides a total of 40Gbps in an active/active state from each UCS 5108 Chassis to the Fabric Interconnect cluster.

LAN Uplinks

- Each 6120 Fabric Interconnect is configured with two 1Gbps links to the core switches. Each fabric interconnect will provide 2Gbps to the core layer combining to provide an aggregate of 4Gbps of usable bandwidth.

Storage Uplinks

- Each 6120 Fabric Interconnect is configured with 2 8Gbps Fiber Channel (FC) links to an individual SAN fabric via Cisco Nexus 5010 fabric switches.

2. EMC Symmetrix VMAXe – Dual Engine Array
 - (74) 450GB 15K Drives
 - (26) 2TB – 7.2K NL Drives
 - (13) 200GB Enterprise Flash Drives

3. VMware Licensing:

Quantity	Part	Description
1	VU4-PR-100-C	View 4 Premier Kit Starter bundle: 100 Pack
65	VU4-PR-10-C	View 4 Premier Bundle: Add 10 Pack

The zero clients purchased in this bid will be required to function in the environment outlined above.

Length & scope of project

Based on a planned April Board of Education approval and providing time for ordering, the District intends to begin staging and replacing desktops for zero clients July 2012. Any disruptive, service interrupting tasks will be scheduled for after-hours and weekend schedules, or after the last day of school.

NOTE: that many staff work year-round and all service outages must be scheduled at least 24 hours in advance – Bidders shall not assume that summer months provide unlimited ability to disrupt services. However, the target completion date of the entire virtualization project is August 15th, 2012.

Mandatory requirements of this bid include holding the pricing provided for hardware and integration labor rates provided in this bid response for 12 months from the date of first purchase order by the district. Also, all pricing must be valid and extended to any Oakland County School District who may choose to participate within the first three months of the project at the provided pricing.

Desired configuration

Base bid Hardware:

Provide 1300 zero clients, cabling, and maintenance necessary. Hardware must interconnect and have proven functionality with our existing VDI environment in a supported configuration by all existing hardware manufacturers in the environment. Zero client must be a certified by VMware.

Vendor must make available an evaluation unit upon request during the bid evaluation period.

Minimum zero client specifications:

Warranty	3 years
Max Network connection speed	10/100/1000
Min video resolution	1920x1200 32 bit
Sound: volume/ mute	Microphone and headphone jacks
Remote device management	yes
Minimum Heat capacity	100 degrees
Minimum Number of USB connections	4
Minimum video connections (DVI/VGA)	2
Wireless	optional internal wireless
Memory	1G
Configuration	PCoIP

Base bid Services (all services to be performed with District staff present for knowledge transfer)

- Removal of existing desktops to a central location designated by the Director of Technology.
- Staging, asset tagging, inventory, installation, configuration, patching, and updating of zero client. Quantity by Location provided in Appendix A.
- Complete testing of connectivity to Students VMWare Pool.
- Complete testing of display, printing, sound, input devices through the zero clients following installation.

Base bid warranty:

- Three year warranty for hardware
- Three year support on software
- Three year licenses for remote management

Mandatory Alternates

Alternate 1:

- MA-1: Cost for addition 2 years of warranty for hardware, support on software, licensing for remote management.

Alternate 2:

- MA-2: Cost for USB keyboard and mouse.

Alternate 3:

- MA-3: Cost for USB DVD player.

Alternate 4:

- MA-4: Cost for USB DVD recorder.

Alternate 5:

- MA-5: Unit Cost for Zero Client with internal Wireless connection.

**TROY SCHOOL DISTRICT
SERVER EQUIPMENT, SERVICES AND WARRANTY
BID #9730**

NAME OF BIDDER: _____

ADDRESS: _____

TELEPHONE: _____

SIGNATURE: _____

PRINTED NAME: _____

Pursuant to and compliant with your Advertisement for Bids and Bid Documents, we the undersigned propose to furnish the equipment and materials described therein for the purpose of supplying the Troy School District with Zero Clients, and agree to the payment terms outlined within the Bid Documents.

BASE BID – Furnish, Install, configure 1300 Zero Clients.

_____ Dollars \$ _____

Note: The amount shall be shown in both words and figures. In case of discrepancy, the amount in words shall be determinant.

Please provide a detailed bill of materials that corresponds to the dollar amount listed.

VOLUNTARY ALTERNATES – Bidders may propose alternatives to certain solutions if permitted in the bid documents. Attach additional alternates, if any, on a separate sheet of paper. The amounts provided below are inclusive of all costs, expenses, fees, shipping, overhead & profit, and other charges.

Alternate 1: _____

Add/Deduct _____

_____ Dollars \$ _____

Alternate 2: _____

Add/Deduct _____

_____ Dollars \$ _____

Alternate 3: _____

Add/Deduct _____

_____ Dollars \$ _____

UNIT PRICES – Total quantities may be increased or reduced based on the following schedule of unit prices. The amounts provided below are inclusive of all costs, expenses, fees, shipping, overhead & profit, and other charges.

Unit Price	Description	Add	Deduct
UP-1	Cost to furnish one (1) Standard Zero Client with installation		
UP-2	Cost to remove one (1) Desktop and deliver to a central location		

MANDATORY ALTERNATES – The District reserves the right to increase or decrease the Base Bid price using the following schedule of prices. The amounts provided below are inclusive of all costs, expenses, fees, shipping, overhead & profit, and other charges.

Unit Price	Description	Add	Deduct
MA-1	Cost for additional two (2) years of warranty for hardware, support on software, and licensing for remote management		
MA-2	Add matching USB keyboard and USB mouse for remote for each workstation		
MA-3	Cost for USB DVD player		
MA-4	Cost for USB DVD recorder		
MA-5	Add internal wireless connection to zero client		
	Shipping Charges		

Delivery Address:

Technology Resource Center
 Troy School District
 4420 Livernois
 Troy, MI 48098

Appendix A: Zero Client install Locations

Building	Lab Computers	Office	Address	Address2	Main Line	Alpha abbrev.
Barnard	0	4	3601 Forge Dr.	Troy, MI 48083	248-823-4300	BAR
Bemis	0	4	3571 Northfield Parkway	Troy, MI 48084	248-823-4100	BEM
Costello	0	4	1333 Hamman	Troy, MI 48085	248-823-3700	COS
Hamilton	0	4	5625 Northfield Parkway	Troy, MI 48098	248-823-4400	HAM
Hill	0	4	4600 Forsyth	Troy, MI 48085	248-823-3500	HIL
Leonard	0	4	4401 Tallman	Troy, MI 48085	248-823-3300	LEO
Martell	0	4	5666 Livernois	Troy, MI 48098	248-823-3800	MAR
Morse	0	4	475 Cherry	Troy, MI 48083	248-823-3200	MOR
Schroeder	0	4	3541 Jack Drive	Troy, MI 48084	248-823-3600	SCH
Troy Union	0	4	1340 E. Square Lake Road	Troy, MI 48085	248-823-3100	TRU
Wass	0	4	2340 Willard	Troy, MI 48085	248-823-3900	WAS
Wattles	0	4	3555 Ellenboro	Troy, MI 48083	248-823-3400	WAT
Baker	97	8	1359 Torpey	Troy, MI 48083	248-823-4600	BAK
Boulan	110	8	3570 Northfield Parkway	Troy, MI 48084	248-823-4900	BOU
Larson	79	8	2222 E. Long Lake Road	Troy, MI 48085	248-823-4800	LAR
Smith	141	8	5835 Donaldson	Troy, MI 48085	248-823-4700	SMI
Athens	292	22	4333 John R	Troy, MI 48085	248-823-2900	AHS
Troy High	314	21	4777 Northfield Parkway	Troy, MI 48098	248-823-2700	THS
Niles	0	15	201 W. Square Lake Rd.	Troy, MI 48098	248-823-5100	NHS
IAE	0	12	1291 Torpey	Troy, MI 48083	248-823-8300	IAE
Services	24	30	4420 Livernois	Troy, MI 48098	248-823-5090	SER
Transportation		3	120 Hart	Troy, MI 48098	248-823-4054	TRAN
Rankin		11	1140 Rankin	Troy, MI 48083	248-823-4050	RAN
Central Office		25	4400 Livernois	Troy, MI 48098	248-823-4000	CO
SPARES		24	4420 Livernois	Troy, MI 48098	248-823-5090	SER
District Totals	1057	243		1300		

**Troy School District
Bid 9730 – Zero Client
Questions and Answers**

Will Customer provide scripts for installation, configuration, and updating Zero Clients?

- All Scripts for installation and configuration will need to be supplied by the bidder with configuration settings from the District.

Will Customer provide scripts for testing hardware and connectivity?

- The district will provide the awarded bidder a checklist of tests for connectivity.

Is Customer open to run a pilot installation to verify functionality and timing?

- The district will provide the awarded bidder the opportunity to pilot installation prior to July if requested.

Mandatory Alternatives - Is Customer looking to uplift the standard OEM warranty?

- The district would like to extend the hardware warranty for five years with advanced parts replacement.

What SLA is the Customer looking for?

- Next business day after remote troubleshooting.

Is onsite or depot coverage requested?

- Troy Schools will consider either onsite or depot service.

Is wireless network already in place? Will Customer provide configuration settings and scripts to setup wireless access on Zero Clients?

- Yes, wireless network is in place. Configuration settings will be provided to the awarded bidder. IF scripts are needed to setup the Zero Client, the bidder will need to provide the scripts.

Your RFP specified a Zero client that supports PCOIP I assume you are referring to a Teradici based device. Teradici does not support internal wireless options. Are there any other alternatives that I am aware of are not “zero”?

- The District will accept a base bid zero client that does not have an internal wireless option as long as it is indicated as such at the time of submission.

**Troy School District
Zero Client
Bid #9730**

	UltraLevel	Data Strategy	Inacomp	Netech
Base Bid	no base	385,500.00	247,000.00	477,100.00
UP1		296.54	182.00	367.00
UP2		5.00	8.00	20.00
MA1		59,800.00	24 ea	13,000.00
MA2		inc	inc	30.00
MA3		32.99	50.00	50.00
MA4		55.00	50.00	50.00
MA5		n/a	16.00	n/a
VA1	524,725.00			376,155.00
Affidavit	Yes	Yes	Yes	Yes