



Cytonn Investments Management Ltd.

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www.cytonn.com

REQUEST FOR PROPOSAL FOR STORAGE SOLUTION

Contents

INTRODUCTION	3
STORAGE SOLUTION	3
Storage Solution Technical Requirements	3
GENERAL INFORMATION	5
Contacts	5
Tentative Schedule.....	5
Response Date and Location.....	5
TERMS AND CONDITIONS	6
RFP Clarifications and Addendums	6
Rejection of Proposals.....	6
Proposal Validity Period	6
Cost Requirements.....	6
Partial Bidding	6
Warranty and Support	6
Delivery	7
Installation	7
INFORMATION TO BIDDERS	7
Supplier Selection Process	8
Pricing	8
Cost of Bidding	8
Language of Bids	8
Award	8
Response Format	9
APPENDIX.....	10
General Response Format.....	10
FORM 1: Project Staff Information.....	10
FORM 2: Project Staff Information.....	10
FORM 3: Client Reference Sites	11
FORM 4: Pricing.....	12

INTRODUCTION

Cytonn Investments Limited is seeking qualified suppliers to supply and implement

1. Storage solution

STORAGE SOLUTION

- Under ongoing support, the bidder is responsible for Patching systems as and when required in case new updates become available.
- The solution should give Cytonn Investments Limited the ability to easily scale up with the increase in growth needs and also able to offer sufficient storage capabilities.

Storage Solution Technical Requirements

S. No	Component	Description
1.	Choice of connectivity:	<ul style="list-style-type: none">• Fiber Channel 8Gbps• Ethernet 10GbE• File based• Object Base• Block based Growth paths:• Non-Disruptive Controller Upgrades• NAS to MPFS for throughput.• 75 points to integrate with Virtual infrastructure• Scale front end and storage independently.• Compatibility with Cloud Tiering appliance for archiving and file migration
2.	virtual provisioning	Capacity oversubscription; File systems, iSCSI LUNs, Logical size greater than physical size Physical allocation in real time to logical size Virtual Provisioning safeguards Automatic File System Extension past logical size
6.	deduplication features	this must include: <ul style="list-style-type: none">• Increased primary storage efficiency; Built-in compression, DE duplicate files to remove duplicates• Intelligent data selection; Targets inactive data• Unobtrusive processing; Background processing with throttling• Supports full system functionality; Deduplication Replication, NDMP Volume Backup and traditional NDMP Backup, Non-disruptive storage tiering, File-Level Retention• Backward compatibility
7.	Minimum Volume Drive	15TB
8.	Network interfaces	<ul style="list-style-type: none">• Copper 10/100/1000 Ethernet• Optical Gigabit Ethernet• Optical 10 Gigabit Ethernet• Native Fiber Channel @ 8Gbps
9.	Fail Safe	<ul style="list-style-type: none">• End-to-end network availability

	Networking	<ul style="list-style-type: none"> Active-passive, cross-switch port failover within an storage system
10.	Integration and support for Data Loss	The system should provide integration and support for Data Loss Prevention for added security when information is at rest in the data center.
11.	Administrative system	<p>The administrative system must provide:</p> <ul style="list-style-type: none"> Role-based management; Administrative roles, System Administrator, Security Administrator, Operator – Can define custom roles
12.	Thin Provisioning	Include thin provisioning for LUNs
13.	Automated Volume Management	<p>The system should be capable of providing Automated Volume Management with the following capabilities:</p> <ul style="list-style-type: none"> Avoid “file system full” errors by automated file system expansion Extends a file system without operator intervention Selectable high watermark Support NFS, CIFS, and iSCSI
14.	Warranty	<p>Include at least a three (3) year parts and labor warranty</p> <p>Include software support for at least three (3) years</p>
15.	Support for Virtual environment	Be certified to operate with a VMware vSphere Standard 5.x environment
16.	Power Redundancy	Run on at least two fully redundant 110V AC power supplies

GENERAL INFORMATION

Contacts

All bidder communications should be directed to the following contacts:

**The Manager CT,
Cytonn Investments
Limited
6th Floor, The Chancery Hse,
Valley Rd,
P. O. Box 20695 - 00200,
Nairobi, KE.
Email: itsupport@cytonn.com**

Technical Enquiries including site-visits planning

**The Senior IT Engineer,
Cytonn Investments
Limited
6th Floor, The Chancery Hse,
Valley Rd,
P. O. Box 20695 - 00200,
Nairobi, KE.
TEL: 0709 101 000**

Tentative Schedule

Event	Date
Release of RFP	
Last Day for site visits and/or enquiries	11/11/2016
Final Day for submission of Bids	18/11/2016

Response Date and Location

The RFP documents should be submitted to our offices , The Chancery, Valley Road on 6th Floor. by 5.00pm 18th November 2016.

The RFPs should be addressed to

**The Manager CT,
Cytonn Investments
Limited
6th Floor, The Chancery Hse,
Valley Rd,**

**P. O. Box 20695 - 00200,
Nairobi, KE.**

TERMS AND CONDITIONS

RFP Clarifications and Addendums

Cytonn Investments Limited reserves the right to clarify or change the RFP or issue addendums to the RFP at any time before the last day of tender submission.

Cytonn Investments also reserves the right to cancel or reissue the RFP. All such addenda will become part of the RFP.

The bidder is encouraged to seek for any additional clarifications on the scope and existing network peripherals that will better inform the completeness of the solution.

Rejection of Proposals

Cytonn Investments Limited reserves the right to reject any or all of the proposals, to waive any minor informalities or irregularities contained in any proposals, and to accept any proposal deemed to be in the best interest of Cytonn Investments Limited.

Proposal Validity Period

Submission of a proposal will signify the bidder's agreement that its proposal and the content thereof are valid for 90 days following the submission deadline unless otherwise agreed in writing by both parties. The proposal will form part of the contract that is negotiated between the Cytonn Investments Limited and the selected supplier.

Cost Requirements

The bidder should indicate all setup, integration and recurrent costs (e.g. licensing) for consideration.

Partial Bidding

Bidders may quote for all or specific categories.

Any partial quote must cover the full cost of installation and integration.

Warranty and Support

All hardware equipment must be covered with a 3-year warranty. The Cytonn Investments Management Ltd, reserves the right to renew the warranty at the end of period if applicable.

Delivery

All hardware and software (if applicable) will be delivered to the following location

Cytonn Investments Limited
6th Floor, The Chancery Hse,
Valley Rd,
P. O. Box 20695 - 00200,
Nairobi, KE.

The maximum expected lead time for any equipment or software is **4 weeks**. If any of the products (such as licenses) is to be delivered electronically e.g. via email, the supplier will liaise with Cytonn Investments Management Ltd, so as to be advised of the correct appropriate address to use.

Installation

The selected supplier is required to have the necessary human resource capacity to implement the solution as per the requirements set out by the Cytonn Investments Management Ltd,

. The scope of implementation will include but will not be limited to:

1. Understanding the current systems/network components in use at Cytonn Investments Management Ltd,
2. Configuration and installation of the solution.
3. Support services if will be applicable from vendors.

The installation sites are:

- 1. Cytonn Investments Management Ltd**
Chancery
6rd Floor (Data Centre) and other floors,
Cytonn Investments Management Ltd,
P. O. Box 20695 - 00200,
Valley Road
+254 709 101 000.
Nairobi Kenya.

INFORMATION TO BIDDERS

Supplier Selection Process

To facilitate the evaluation process, the supplier is required to organize their proposal into distinctive sections that correspond with the individual evaluation categories described herein. All tender responses will be evaluated in two phases:

- a) Detailed evaluation to determine technical compliance and support responsiveness of the bidder
- b) Financial evaluation to consider pricing competitiveness and financial capability of the bidder

The technical evaluation - comprising 70% of the overall bidder score - will assess:

- i) The completeness of the proposal to meet Cytonn Investments requirements
- ii) Experience and reliability of the supplier organization. The bidder is therefore advised to submit as part of the proposal any information which documents successful experience in past performances especially on projects that are similar to the services required in this RFP. **NOTE:** Cytonn Investments will only consider companies with the requisite manufacturer partnerships and/or certification. However, bidders with higher levels of accreditation implying possession of higher technical capacity in-house for implementation of complex configurations will attract a better score. Bidders are encouraged to include documentation of all relevant partner agreements together with the levels.
- iii) The technical and project management expertise

The financial evaluation – comprising 30% of the overall bidder score – will assess all costs associated with the delivering and implementing the hardware and software. This information will be shown as per the form attached as schedule B in this RFP.

NOTE: The Cytonn Investments reserves, at its sole discretion, the right to select or reject, either in totality or partially, any or all proposals made in the context of this RFP. Any such decisions made will be final and no correspondence will be engaged, other than for purposes of informing the bidders of the outcome of the process.

Pricing

The prices quoted must be inclusive of all taxes and applicable government duties. Prices should be quoted in US Dollars (US \$) or KES and must be valid for a minimum of 90 days.

Cost of Bidding

The Bidder shall bear all costs associated with the preparation and submission of its bids and Cytonn Investments will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process

Language of Bids

All bids and any associated documents should be exclusively in English

Award

Upon evaluation, Cytonn Investments may choose to invite one or more short-listed bidders to make formal presentations and/or sit for a panel interview.

The Cytonn Investments may opt to pursue further contractual and price negotiations on one or two final qualifying bidders. However, Cytonn Investments reserves the right to award without such negotiations and bidders are advised to submit their initial proposals on the most favorable terms

Cytonn Investments may award to multiple bidders. If it so chooses, the winning bidders will be required to work together during implementation.

The winning bidder (s) will be informed in writing. The non-winning bidders may also be informed of their unsuccessful bids (regrets). However, Cytonn Investments will be under no obligation to do this nor to elaborate on the reasons for non-selection.

Response Format

Bidders should follow a standard format for response to enable the evaluation process to be executed with relative ease. The appendix section shows templates of Forms that should be filled for various sections of the proposal.

APPENDIX

General Response Format

1. Cover letter – signed by individual authorized to bind the bidding organization
2. Executive Summary
3. Response to Form 1 – signed by individual authorized to bind the organization
4. Response to Form 2 – Project Staff Information
5. Response to Form 3 – Client References
6. Project schedule
7. Bill of Materials and description of installation/implementation tasks. Any requirements that need to be put in place should also be included here.
8. Response to Form 4 – Pricing
9. Appendix: e.g. product datasheets

FORM 1: Project Staff Information

Proposer Name	
Proposer Address Information (physical, postal, email, fax)	

FORM 2: Project Staff Information

Please fill as many of this form as there are number of staff in the project

Staff Name	
Position in the Company	
Length of time in position	
Project position and responsibilities	
Hours Dedicated to project onsite	
Education	

Certifications	
Previous work experience	
Technical skills/qualifications relevant to project	
Experience installing proposed system	

FORM 3: Client Reference Sites

Provide three reference sites (3 filled forms)

Client Name	
Contact Name	
Title	
Phone #	
Email Address	
Type of Services provided	
Services Provided Similar to Cytonn Investments requirement	Yes - Explain similarities No - Explain differences

FORM 4: Pricing

As much as possible proposers should adopt the following general guideline

	UNIT PRICE	TOTAL PRICE
HARDWARE 1. 2. 3. ...		
SOFTWARE & LICENSING 1. 2. 3. ...		
IMPLEMENTATION 1. 2. 3. ...		
MAINTENANCE		