



# PURCHASING DEPARTMENT

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## Questions and Answers I

### VMware Servers, Installation and Migration Bid #20-0928

1. Question: Would it be possible to request a 1-week extension on the Bid# 20-0928 for the VMWare Servers, Installation & Migration?
  - a. Answer: We cannot extend the bid date.
2. Question: Would Floyd County BOC consider a proposal that is a more modern, best practices approach to accomplish the purpose of this procurement?
  - a. Answer: Yes. If you can propose an option that you feel is better for us within the budget we have, we are willing to look at it. At this time, we still want these servers on prem/backup locations.
3. Question: Do you want an RV Tool Output?
  - a. Answer: We do not want to give specific information but we will have at least 30 servers including iis, sql and windows servers.
4. Question: Do you have a diagram and description of network switches, the two sites location, and link between the sites?
  - a. Answer: We have fiber between the main and backup locations
5. Question: Do you have an Arcserve backup report?
  - a. Answer: Do not want to give specific information but all guest servers on the host are backed up to Arcserve
6. Question: What existing storage vendor(s) do you have in house?
  - a. Answer: We had Fujitsu for server storage but your solution will replace it. We also have a Highly Reliable NetSwap Plus that we backup to from Arcserve.
7. Question: Would you be open to learning more about other storage vendors if they meet or exceed your needs (cost and expectation wise)?
  - a. Answer: You should propose the equipment you think will provide the best solution for us. We are asking for a turn-key solution.
8. Question: When it comes to storage solutions do you have any requirements when it comes to; capacity, performance? If so, what are the requirements?
  - a. Answer: I am sorry we didn't put all the information needed for the new SAN on # 3 of the configuration. Please configure what you think would be the best configuration but it will need at least 40 TB of space with Dual hot swappable controllers and be comparable to or better than a Dell EMC 4012 Storage Array.

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9. Question: In regard to storage, do you require any advanced functionalities such as; dedupe, compression, encryption, mirroring, replication, data tiering and virtualization?
  - a. Answer: See # 6
10. Question: What current backup tools are you using?
  - a. Answer: Arcserve
11. Question: Do you require additional information on remote backup and recovery?
  - a. Answer: No but you will be required to setup all Arcserve backups on the new windows server and the copies to the Highly Reliable NetSwap Plus for our cold backup.
12. Question Do you have a current or future need to integrate cloud as a storage tier?
  - a. Answer: This is something we would like to do later. But will add as another project.
13. Question: What is the forecasted growth of the storage environment over the next 18 months? 3 Years?
  - a. Answer: What has been configured for the RFP is forecasted to cover us for 5 years
14. Question: Is the majority of your storage block or file?
  - a. Answer: see #6
15. Question: Are there any specific Business Partners you work with?
  - a. Answer: As stated we had Fujitsu hosts and SAN but they are getting out of the North America market, so you should select what you think is the best solution

Thanks,  
Bill Gilliland  
Purchasing Director  
Floyd County Board of Commissioners

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