



INVITATION FOR BIDS
IBM Mainframe Replacement
2009-3727-1524
November 23, 2008
City of Newport News
OFFICE OF THE PURCHASING DIRECTOR
2400 Washington Avenue
Newport News, VA 23607
Phone: (757) 926-8041/ Fax: (757) 926-8038
www.nngov.com/purchasing

Sealed bids, subject to the conditions and instructions contained herein, will be received at the above office of the Purchasing Director, 4th Floor, City Hall, 2400 Washington Avenue, Newport News, Virginia, 23607, through the due date and hour shown below (local prevailing time), and then publicly opened, for furnishing the following described equipment, materials, and/or services, for delivery and/or performance F.O.B. NEWPORT NEWS, VIRGINIA.

Scope of Work: To provide a turnkey replacement of the City's current IBM 2066-0A1 mainframe processor with a new 64 bit IBM z9 processor. Only the **IBM z9 processor** is acceptable for this bid (NO SUBSTITUTES). The total solution shall include hardware and software packaged under the IBM Enterprise Growth Offering program, maintenance coverage and services such as: pre-staging the z9 processor, implementation and cabling.

Bid Due: December 9, 2008 @ 3:00 p.m.

Contract Officer:

Marie-Therese (Mimi) M. Gartner, CPPB, Buyer, (757) 926-8040, email: mgartner@nngov.com

ONE ORIGINAL AND ONE COPY OF YOUR SUBMITTAL ARE REQUESTED

In compliance with this invitation for bids, and subject to all the conditions thereof, the undersigned offers, if this bid is accepted within (60) calendar days from the date of the opening, to furnish any or all of the items and/or services upon which prices are quoted, at the price set opposite each item, to be delivered at the time and place specified herein. The undersigned certifies he has read, understands, and agrees to all terms, conditions, and requirements of this bid, and is authorized to contract on behalf of firm named below.

Company Name: _____

Address: _____

City/State/Zip: _____

Telephone: _____ FAX No.: _____

E-mail: _____

Federal Tax ID (or Social Security #): _____

Print Name: _____ Title: _____

Signature: _____ Date: _____

(This Form Must Be Signed. Signature must be original, not photocopied)

CONDITIONS AND INSTRUCTIONS

Rev: 06/17/08

1. All bids shall be submitted on and in accordance with this form. If more space is required to furnish a description of the commodities and/or services bid, or delivery terms, the bidder may attach a letter hereto that will be made a part of the bid. All bids shall be submitted sealed, plainly marked showing the bid number, date and time. The entire solicitation document is to be returned when submitting a bid, unless otherwise directed by the bid document. Failure to return all pages may result in a determination that the submittal is non-responsive.
2. Bids and amendments thereto, if received by the Purchasing Department after the date and time specified for bid opening, will not be considered. It will be the responsibility of the bidder to see that their bid is received by the Purchasing Department as specified. There will be no exceptions. Date of postmark will not be considered. Telephone, facsimile, electronic and verbal bids will not be accepted. Prices or changes shown on the outside of an envelope will not be acceptable.
3. If City Hall is closed for business at the time scheduled for bid opening, for whatever reasons, sealed bids will be accepted and opened on the next business day of the City, at the originally scheduled hour.
4. Receipt of your bid by the City is not to be construed as an award or an order to ship.
5. Each bid is received with the understanding that the acceptance in writing by the City of the bidder to furnish any or all of the commodities and/or services described therein, shall constitute a contract between the bidder and the City, which shall bind the bidder on his part to furnish and deliver the articles quoted on at the prices stated and in accordance with the conditions of said accepted bid; and the City on its part to order from such bidder, except for causes beyond reasonable control; and pay for, at the agreed prices, all articles specified and delivered.
6. Bidders have the right to request withdrawal of their bids from consideration due to error by giving notice not later than two days after bids are publicly opened. Work papers showing evidence of error(s) may be required. Upon request Administrative withdrawal procedures will be provided that shall be used for that purpose.
7. If issued, addenda to this solicitation will be posted on the Purchasing Department's website (www.nngov.com/purchasing). It is the bidder's responsibility to check the website or contact the Purchasing Department prior to the submittal deadline to ensure that the bidder has a complete, up-to-date package.
8. The solicitation document maintained by the Purchasing Department, in the bid file folder, shall be considered the official copy. In the case of any inconsistency between bid documents submitted to the City, but not clearly listed on the exception page of the document as an exception by the bidder, the language of the official copy shall prevail. Furthermore, any exception or changes to the specifications made by the bidder may be cause to disqualify your bid.
9. Award will be made to the lowest responsive and responsible bidder. The quality of the articles to be supplied, their conformity with the specifications, their suitability to the requirements, the delivery terms, qualifications and references will be taken into consideration in making an award. Length of time for delivery as well as price may be considered in awarding the bid.

Unless canceled or rejected, a responsive bid from the lowest responsible bidder shall be accepted as submitted; except that if the bid from the lowest responsible bidder exceeds available funds, the purchasing director may negotiate with the apparent low bidder to obtain a contract price within available funds.

Upon making an award, or giving notice of intent to award, the City will place appropriate notice on the public bulletin board located outside of the Purchasing Department at City Hall. Notice of award may also appear on the Purchasing Website: www.nngov.com/purchasing or www.demandstar.com

10. The City reserves the right to reject any and all bids, and to waive any informality if it is determined to be in the best interest of the City.
11. If authorized by the Bidder(s), the resultant contract(s) may be extended to any jurisdiction within the Commonwealth of Virginia to purchase at contract prices in accordance with contract terms. Any jurisdiction using such contracts shall place its own order(s) directly with the successful Contractor(s). The City of Newport News acts only as the Contracting Agent and is not responsible for placement of orders, payment or discrepancies of the participating jurisdictions. It is the

Contractor's responsibility to notify the jurisdictions of the availability of contract(s). Bidder not desiring to bid to other jurisdictions under this clause shall so indicate in their response.

12. Prices shall be stated in units of quantity specified. No additional charges shall be passed to the City, including any applicable taxes, delivery or surcharges. Prices quoted shall be the final cost to the City.
13. All prices and notations should be in ink or typewritten. Mistakes may be crossed out and corrections made in ink and must be initialed and dated in ink by the person signing the bid.
14. In case of error in the extension of prices, the unit price shall govern.
15. The time of proposed delivery must be stated in definite terms. If time of delivery for different commodities varies, the bidder shall so state.
16. Samples, when requested, must be furnished free of expense, and upon request, if not destroyed, will be returned at the bidder's risk and expense.
17. Unless qualified by the provision "NO SUBSTITUTE", the use of the name of the manufacturer, brand make or catalog designation in specifying an item does not restrict bidders to the manufacturer, brand, make or catalog designation identification. This is used simply to indicate the character, quality and/or performance equivalence of the commodity desired. The commodity on which bids are submitted must be of such character, quality and/or performance equivalence that it will serve as that specified. In submitting bids on a commodity other than as specified, bidder shall furnish complete data and identification with respect to the alternate commodity they propose to furnish.

Consideration will be given to bids submitted on alternate commodities to the extent that such action is deemed to serve the best interests of the City. If the bidder does not indicate that the commodity he proposes to furnish is other than specified, it will be construed to mean that the bidder proposes to furnish the exact commodity described.

18. Any equipment delivered must be standard new and unused equipment, latest model, except as otherwise specifically stated in the bid. Where any part or the normal accessories of equipment is not described, it shall be understood that all the equipment and accessories that are usually provided in the manufacturer's stock model shall be furnished.
19. The apparent silence of these specifications and any supplemental specifications as to any detail or the omission from the specifications of a detailed description concerning any point shall be regarded as meaning that only the best commercial practices are to prevail and correct type, size and design are to be used. All interpretations of these specifications shall be made on the basis of this statement.
20. All bids must be signed by an authorized, responsible officer or employee having the capacity to enter contracts. Obligations assumed by such signature must be fulfilled.
21. By signing this bid, the bidder assigns to the City any and all rights that he may have under the antitrust laws of the United States and the Commonwealth of Virginia in any way arising from or pertaining to this bid. This provision is remedial in nature and is to be liberally construed by any court in favor of the City.
22. The bidder certifies by signing this Invitation for Bid that this bid is made without prior understanding, agreement, or accord with any other person submitting a bid for the same product or service and that this bid is in all respects bona fide, fair and not the result of any act of fraud or collusion with another person engaged in the same line of business or commerce. Any false statement hereunder constitutes a felony and can result in a fine and imprisonment, as well as civil damages.
23. The contractor guarantees to defend and save the City, its agents and employees, harmless from liability of any nature or kind, for use of any copyright, composition, secret process, patented or unpatented invention, articles or appliances furnished or used in the performance of the contract, or which the contractor is not the patentee, assignee, or licensee.
24. The contractor shall keep himself fully informed of all Federal, State and local laws, ordinances and regulations that in any manner affect the conduct of the work. The contractor shall at all times observe and comply with all such laws, ordinances and regulations and he shall protect and indemnify the City, and its representatives against any claim or liability arising from or based on any violation of the same, whether by the contractor, his subcontractors, suppliers of materials or services, or others engaged by the contractor or the employees of any of them. **The contractor certifies**

that he does not and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986, as amended.

Every business must register with the Virginia State Corporation Commission before transacting business in Virginia.

25. **Contractor's License** If any of the services promulgated under this solicitation consist of construction work, it is required under Title 54.1, Chapter 11, Code of Virginia for a contractor who performs or manages construction, removal, repair, or improvements when the total value referred to in a single contract or project is:

Seventy thousand dollars (\$70,000) or more, or the total value of all such construction, removal, repair or improvements undertaken by such person within any twelve-month period is five hundred thousand dollars (\$500,000) or more shall show evidence of being licensed as a **Class A Contractor**.

Seventy-five hundred dollars (\$7,500.00) or more, but less than seventy thousand dollars (\$70,000) or the total value of all such construction, removal, repair or improvements undertaken by such person within any twelve-month period is one hundred and fifty thousand dollars (\$150,000) or more, but less than five hundred thousand dollars (\$500,000) shall show evidence of being licensed as a **Class B Contractor**.

Over one thousand dollars (\$1,000) but no more than seventy-five hundred dollars (\$7,500) or the total value of all such construction, removal, repair, or improvements undertaken by such person within any twelve-month period is no more than one hundred and fifty thousand dollars shall show evidence of being licensed as a **Class C Contractor**.

The City shall require master certification as a condition of licensure or certification of electrical, plumbing and heating, ventilation and air conditioning contractors.

A valid business license from the City may be required. The bidder shall complete whichever of the following notations as appropriate:

"Licensed Class A Virginia Contractor No. _____."

"Licensed Class B Virginia Contractor No. _____."

"Licensed Class C Virginia Contractor No. _____."

26. **Payment Terms:**

- a) Payment terms shall be **"2%-20, Net 30 days"** unless otherwise stated by the bidder on this submittal form. Alternate terms may be offered by bidder for prompt payment of bills.
- b) Payment terms shall be considered in determining the low bidder.
- c) Discount period shall be computed from the date of proper receipt of the vendor's correct invoice, or from the date of acceptable receipt of the goods/services, whichever is latest.
- d) The payment terms stated herein must appear on the vendor's invoice. Failure to comply with this requirement shall result in the invoice being returned to the vendor for correction.
- e) Late payment charges shall not exceed the allowable rate specified by the Commonwealth of Virginia Prompt Payment Act. (1% per month)

27. **Availability of Funds:** A contract shall be deemed in force only to the extent of appropriations available to each department for the purchase of such articles or services. The City's extended obligations on those contracts that envision extended funding through successive fiscal periods shall be contingent upon actual appropriations for the following years.

28. In event of default by the contractor, the City reserves the right to procure the commodities and/or services from other sources, and hold the contractor liable for any excess cost occasioned thereby.

- 29. Performance Bond:** The Contractor shall have ten (10) days from the date of the city's request to provide a performance bond, (use only the form attached to the bid unless approved by City Attorney) in the amount of the contract price as security for faithful performance of the work in strict conformity with the Contract Documents. The surety on such bonds shall be duly authorized to do business in the Commonwealth of Virginia and satisfactory to the City.
- 30. Appeals Procedure:** Upon your request, administrative appeals information will be provided that shall be used for hearing protests of a decision to award or an award, appeals from refusal to allow withdrawal of bids, appeals from disqualification, appeals for debarment or suspension, or determinations of non-responsibility and appeals from decision or disputes arising during the performance of a contract. To be timely, all appeals, except contract disputes, shall be made within ten days of either public notice of award, or the actual award, whichever is first.
- 31. It is the policy of the City of Newport News to facilitate the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities and to encourage their participation in the City's procurement activities. Toward that end, the City of Newport News encourages these firms to compete and encourages non-minority firms to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other contractual opportunities. Bidder is requested to complete the SMB, MBE and WBE Business Objectives form within this document.**
- 32.** The City has a directory of Newport News Minority and Women-owned businesses. The directory is distributed, at request, at no additional cost.
- 33.** This public body does not discriminate against faith based organizations.
- 34. Non-Discrimination:** During the performance of this contract, the contractor agrees as follows:
- a) He will not discriminate against any employees or applicants for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where one or more of these are a bona fide occupational qualification reasonably necessary to the normal operations of the contractor. The contractor agrees to post in conspicuous places available to employees and applicants for employment, notices setting forth the provisions of this non-discrimination clause.
 - b) The contractor will be and state that he is an equal opportunity employer in all solicitations or advertisements for employees.
 - c) Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.

The contractor will include the provisions of the foregoing paragraphs (a), (b) and (c) in every subcontract or purchase order of over ten thousand dollars so that the provisions will be binding upon each subcontractor or vendor.

- 35.** During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this subsection, "A drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor in accordance with this subsection, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

- 36. Assignment of Contract:** A contract shall not be assignable by the contractor in whole or in part without the written consent of the City.

37. **Applicable Law and Courts:** Any purchase order/contract resulting from this solicitation shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The contractor shall comply with applicable federal, state and local laws and regulations.
38. **Severability:** If any provision of this Agreement or the application thereof to any person or circumstances shall to any extent be invalid or unenforceable, the remainder of this Agreement, or the application of such provision to persons or circumstances other than those which it is invalid or unenforceable, shall not be affected hereby, and each provision of this Agreement shall be valid and enforced to the full extent permitted by law.
39. **Cancellation:** The City may cancel the contract at its convenience, without penalty, at any time by giving thirty (30) days written notice or may cancel the contract immediately for violations of safety or rules of ethics. The City may cancel a contract thirty (30) days after the City has given a written request for a cure for vendor non-performance if such cure has not occurred. Cancellation shall not release the vendor from legal remedies available to the City. If the contract is an extended term contract, after completion of the first contract period, either party may cancel the contract without penalty. Written notice of such termination shall be made a minimum of sixty (60) days prior to its effective date.
40. **Direct contact with City departments other than Purchasing,** on the subject of this bid is expressly forbidden except with the foreknowledge and permission of the Director of Purchasing or their representative. Violation may result in a determination that your firm is ineligible for award.
41. **Questions or comments related to this solicitation** should be directed to the Contract Officer, whose name and contact information appears on the front of this document. All questions must be submitted in writing (facsimile or email); telephonic inquiries will not be considered.

**SMALL, MINORITY, WOMEN-OWNED
BUSINESS OBJECTIVES**

It is an important business objective of the City to promote the economic enhancement of small businesses (SBE), minority businesses (MBE), and women-owned businesses (WBE). The success of the City to track the amount of business received by SBE, MBE and WBE FIRMS (whether as a prime contractor or a subcontractor) is dependent upon the business community partnering with us in this important endeavor.

If you anticipate **sub-contracting** to any of these businesses in the performance of this contract, you are requested to individually report the total dollars for each business classification. Failure to report the dollars in the categories below may result in the application of stronger requirements being placed on bidders to assure that SBE, MBE and WBE firms receive benefits from City contracts.

Complete the following information and return the form with your package.

1) If you are a SBE, MBE or WBE, please check one of the following boxes:

SBE **MBE** **WBE**

2) In the spaces below, report the anticipated dollars that you intend to subcontract to each business type if a contract is awarded to your firm. (If you do not intend to sub-contract any work to others, even if you are a S/M/WBE, put zeros in the spaces below).

Total **SBE** Dollars to be Sub-contracted \$_____

Total **MBE** Dollars to be Sub-contracted \$_____

Total **WBE** Dollars to be Sub-contracted \$_____

3) If you are not a SBE, MBE, or WBE and you do not plan to utilize such firms in this contract, please state your reasons:

GENERAL

The City of Newport News is interested in receiving bids to provide a turnkey replacement of our existing IBM 2066-0A1 mainframe processor with a new 64 bit IBM z9 processor. Only the IBM z9 processor is acceptable for this bid (NO SUBSTITUTES). The total solution shall include a combination of hardware, software, maintenance and services. The hardware and software should be packaged under the IBM Enterprise Growth Offering (EGO) as outlined in the IBM EGO program. ***The City of Newport News will finance the purchase over a 60-month period through IBM Global Financing.*** Please include firm monthly finance amounts from IBM Global Financing – 60 months for the z9, DS6800 Total Storage Server and EGO Software. The financing should be based on an install month of January. As part of the IBM EGO Package the operating system software will be financed over a 12 month period and renewed annually.

The hardware component is a new IBM z9 2096-R07 model E01 with twenty-four (24) ESCON Channels, two (2) OSA Express 1000BaseT cards and two (2) FICON Express4 2C Cards. All IBM hardware shall include sixty (60) months warranty and maintenance coverage.

The software component shall include all the IBM software currently being used by the City of Newport News. The operating system is z/OS.

Services to fully implement the turnkey solution are a significant part of the bid. Services include, but are not limited to: pre-staging of the z9 processor, complete implementation project management, Integrated Console Controller (ICC) implementation and cabling.

BIDDER QUALIFICATIONS

The Bidder shall be a current IBM Business Partner authorized to remarket IBM ZSeries (S/390) and shall supply formal documentation upon request. The bidder shall certify their submitted bid is in full compliance with all IBM Business Partner program guidelines to provide City of Newport News the lowest possible prices (Please complete 'IBM Business Partner Certification' on page 15).

The Bidder must have sold and implemented a least one new IBM z9 processor in the past year. Bidder shall provide references (Please use reference form on page 16) for these implementations.

PERFORMANCE BOND

Within ten (10) calendar days of notice of decision to award, the successful contractor shall furnish a performance bond in the amount of the contract price, as security for faithful performance of the work in strict conformity with the contract. The surety on this bond shall be duly authorized to do business in the Commonwealth of Virginia. The bond shall remain in force until all training is complete and the new z9 system is fully operational as verified by the City of Newport News.

SPECIFICATIONS

The specifications and configurations herein shall be matched exactly. *No substitutions for hardware, software or services are permitted.* The City's intent is to award this bid in its entirety. Bidders must be

qualified and eligible to provide all specified items and services. Partial bids will not be accepted or considered.

Section 1. Hardware, Warranty and Maintenance

Provide a new IBM z9 2096-R07 Model E01 as described to replace the currently installed IBM 2066-0A1. The 3174 console support controller will be replaced with the on-board Integrated Console Controller (ICC) functionality of the OSA devices. Total cost for the new system shall include all shipping and freight charges for the new z9 and the **de-installation** and **trade-in** of the old 2066-0A1 processor.

NOTE: The IBM customer number for the City of Newport News is 9378704. The serial number for the current 2066-A01 is 152DA.

1. A new IBM z9 2096-R07 Model E01 with the following features and quantities:

<u>Product #</u>	<u>Description</u>	<u>Qty</u>
2096-R07	IBM SYSTEM z9 BUSINESS CLASS	1
0084	HMC W/DUAL EN, DVD - BLACK	1
0089	SE - EN SWITCH (FORMER HUB)	1
0114	IO CAGE FULL CD AIRFLOW	25
0155	CEC	1
0160	MBA FAN-OUT CARD	2
0161	MBA FAN-OUT AIRFLOW	6
0323	STI-A1 MOTHER CARD	1
0325	STI-MP DAUGHTER CARD	2
1115	MODEL-R07	1
1502	2 GB MEMORY CARD	4
2323	16-PORT ESCON CARD	2
2324	ESCON CHANNEL PORT	6
2699	MEMORY CARD AIRFLOW	4
2901	8 GB MEMORY	1
3067	SUPPORT ELEMENT W/DUAL E	2
3323	FICON EXPRESS4 2C 4 KM LX	2
3366	OSA EXPRESS2 1000BASE-T E	2
3863	CPACF ENABLEMENT	1
4917	1-WAY PROCESSOR – E01	1
5817	E01 CAPACITY MARKER	1
6095	21 INCH FLAT PANEL DISPLAY	1
7844	CP-E	1
8987	14 FT 250V 3 PH CORD	1
9904	SCSI – IPL	1
9967	SITE TOOL KIT	1
430R9W	HUBBLE RECEPTACLE W/BOX – 3-PHASE*	2
----	5-YEAR WARRANTY / MAINTENANCE COVERAGE FROM IBM PROVIDING 24 X 7 X 365 SUPPORT ON 2096-R07	1
----	INSTALLATION BY IBM AND ALL FREIGHT INCLUDED	1

Hardware Purchase Price: \$ _____
IBM Global Financing – 5-year financing: \$ _____ /Mo. for 60 months

Note: The above pricing must reflect the IBM trade-in Credit of \$7,500 on the old 2066-0A1. City of Newport News understands that the old machine must be made available for pick-up by IBM within 60 days of the IBM “code 20” installation date of the new z9. IBM services to De-install and prepare the 2066-0A1 for pick-up shall be included in bidder’s price.

2. New IBM DS6800 Total Storage Server with 5 Years Total Maintenance, 1400 GB Usable Capacity as follows:

Product #	Description	Qty
1750-522	IBM TOTALSTORAGE DS6800	1
0603	3-YEAR WARRANTY INDICATOR	1
0800	INTEGRATE IN 2101-200 RACK	1
0948	IBM SYSTEM Z INDICATOR	1
1211	MODEM COUNTRY GROUP M01	1
1325	LONG WAVE SFP PAIR	1
1365	31 M 9 MICRON LC-LC	2
2060	2GB-146 GB 15K DRIVE SET	4
5010	OEL – 1TB	3
5211	PTC – 5TB	1
5920	FICON ATTACHMENT	2
9019	ENGLISH TRANSLATION MATERIALS	1
9850	POWER CORD - GROUP1	1
----	NEW IBM THINK CENTRE PC FOR HMC - INCLUDED	1
----	5-YEAR WARRANTY / MAINTENANCE COVERAGE FROM IBM PROVIDING 24 X 7 X 365 SUPPORT on 1750-522	1
----	IBM SHIPPING / PHYSICAL INSTALLATION INCLUDED	1

No alterations to the above configuration in Section 1 will be considered.

Hardware Purchase Price: \$ _____
IBM Global Financing – 5-year financing: \$ _____ /Mo. for 60 months

Note: Total coverage period with the standard warranty, and three-year warranty extension maintenance coverage is 5 Years. The above pricing shall include de-installation and removal of existing RAMAC RVA Storage.

Section 2. Software

1. IBM Operating System Software

<u>Product #</u>	<u>z/OS EGO Software</u>	<u>Monthly Cost</u>
5694-A01	z/OS UNIX SYSTEM SERVICES INCLUDING DFSORT, SECURITY SERVER, DFSM/DSS, HSM, INFOPRINT SERVER	\$ _____

2. Other Currently Licensed IBM Software – Invoiced monthly by IBM on the 2096-R07 Model E01. Please provide the monthly cost from IBM for these products (by product).

<u>Product #</u>	<u>Description</u>	<u>Monthly Cost</u>
5625-DB2	DB2 UDB FOR Z/OS V.9	\$ _____
5655-G53	ENTERPRISE COBOL	\$ _____
5655-M15	CICS TS FOR z/OS V.3	\$ _____
5655-M32	PSF V.4 FOR z/OS	\$ _____
5688-190	PPFA / 370	\$ _____
5688-191	OGL / 370	\$ _____
5697-F51	AFP TO PCL TRANSFORM	\$ _____

Software Total Monthly Cost: \$ _____
IBM Global Financing – 5-year financing : \$ _____ /Mo. for 60 months

Section 3. Services

1. Project Planning and System Assurance Services

Bidder shall provide a detailed task list identifying the activities required to be accomplished by all parties (IBM, Bidder and City of Newport News personnel) during the installation process. Bidder shall provide complete project management including coordinating the installation process, configuring the hardware devices, conducting a system assurance meeting and act in the role of project leader during the installation. As project leader the bidder is responsible for coordinating all IBM resource activities.

2. z9 – Configuration Services

The IBM z9 must be completely configured for the City of Newport News including the following activities:

- a) Verify all hardware is fully functional and at proper microcode levels
- b) Generate IOCP customized for the City of Newport News environment
- c) Provide service to configure and migrate to OSA Express cards (Please see #5 for further detail)
- d) Setup standalone support element for network access
- e) Set up resource link ID for City of Newport News access to manual, training materials and configuration information

- f) Setup E-network software, activation profiles and system activity profiles

3. Pre-Staging and Acceptance Testing for 10 days

City of Newport News requires that the z9 system is fully tested prior to production turnover. Bidder must pre-stage the 2096-R07 Model E01 where all of the customization and configuration can be accomplished. The City of Newport News requires a minimum of 5 days (normal business days and normal business hours, 9-5) for testing and will include online and batch testing. The pre-staging environment must have similar peripheral equipment (example, tape devices) to what is currently being used at the City of Newport News data center so thorough unit testing can be conducted. Bidder shall provide online internet connectivity to the system to facilitate testing. Optional onsite access must also be available.

The following equipment must be available at the bidder's pre-stage center to match the City of Newport News's environment:

3490 tape devices	6262 printer
3480 tape devices	6400 printer
3590 tape devices	

4. Networking and Open Systems Adapter (OSA) Services

Bidder shall supply services to configure, test and implement the Open Systems Adapter - OSA Express cards that are part of the z9 configuration. The following activities shall be performed by the bidder.

- a) Collect all necessary information to configure all OSA Express cards
- b) Setup hypersocket definitions
- c) Provide sample hypersocket definitions
- d) Configure OSA Cards with appropriate attributes using OSA/SF
- e) Test OSA Setup – testing to be performed during pre-staging
- f) Generate IOCP entries needed

5. 3174 Console Controller replacement with OSA-ICC

Bidder must supply services to configure, test and implement the Open Systems Adapter Integrated Console Controller (OSA-ICC). The following activities shall be performed by the Bidder.

- a) Collect all necessary information to configure ICC based on the setup of the currently used 3174
- b) Setup and connect the OSA-ICC
- c) Setup and configure the OSA-ICC Desktop 3270 sessions
- d) Setup and configure the OSA-ICC LAN 3270 sessions
- e) Test the OSA-ICC and Mode Conversion cables - testing to be done during pre-staging
- f) Test the OSA-ICC LAN and desktop sessions - Testing to be done during pre-staging
- g) Generate IOCP entries needed

6. DS6800 Implementation Services

Vendor must supply services to configure, test and implement the DS6800 Total Storage Server. The following activities must be performed by the bidder:

- a) Pretest DS6800 connected to z/OS 1.4 system to confirm compatibility
- b) Verify that system hardware is fully functional and matches the configuration as ordered.
- c) Verify all microcode levels and download any latest updates (performed by the IBM CE).
- d) Provide access to the required IBM supplied device drivers to support the City of Newport News environment.
- e) Logically configure the DS6800 according to City of Newport News requirements. DASD geometry will be configured according to City of Newport News requirements.
- f) Allow City of Newport News to test their new z9 using the DS6800 for storage.
- g) Provide training on the DS6800 operations.
- h) Flashcopy setup services must be included.

7. Services included

Services shall include the cost to migrate City of Newport News’s DASD from the existing RAMAC RVA to the DS6800.

8. Onsite Installation and Production Cut Over Services

The Bidder will ship the system to City of Newport News for IBM to provide physical installation services. The bidder is required to be onsite for systems programming support during production cutover to the z9. Bidder must remain onsite until the system is fully functional in production as verified by the City of Newport News.

9. Training

Bidder shall provide complete training on the all of the items included in this IFB. Training shall include complete instructions on the use of the z9 and Optica converter boxes and a thorough review of the set up and configuration of the all items included in this bid.

Services Purchase Price: \$_____

Section 4. Additional (Value-added) Items

This section is intended to give bidders an opportunity to itemize and describe any additional items (products or services) they will provide prior to, and during the installation to enhance the City of Newport News's "total solution". Only value-added items included free of charge shall be listed in this Section.

IBM BUSINESS PARTNER CERTIFICATION

I _____, acting as a representative of
(name of representative)

_____, hereby certify that we are an IBM Premier
(name of company)

Business Partner authorized to sell IBM zSeries products. I further Certify that all aspects of this bid comply with IBM Business Partner guidelines as outlined by the IBM Business Partner program. We certify that we comply with all programs that allow us to get the maximum possible discounts available from IBM.

Name _____

Title _____

Signature _____

Date _____

REFERENCES

Please supply references of customers that you have implemented zSeries systems for within the last year.

Company Name: _____

Contact Name: _____

Contact Phone: _____

Company Name: _____

Contact Name: _____

Contact Phone: _____

Company Name: _____

Contact Name: _____

Contact Phone: _____

PRICING SCHEDULE

5-YEAR COST SUMMARY OF MONTHLY PAYMENTS					
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Monthly Hardware/ Maintenance (Section 1)	\$	\$	\$	\$	\$
Monthly z/OS EGO Software (Section 2)	\$	\$	\$	\$	\$
IBM Monthly Software (Section 2)	\$	\$	\$	\$	\$
Total Monthly Cost	\$	\$	\$	\$	\$
Total Annual Cost (Monthly Cost X 12)	\$	\$	\$	\$	\$
Total 5 Year Cost: (Sum of Years 1-5 Total Annual Cost)				\$	
Services (Section 3) Total Cost:				\$	
GRAND TOTAL:				\$	

AWARD

Award will be made in accordance with Chapter 2, Article XX, Section 2-563, Newport News City Code. It will be made to the lowest **responsible** and **responsive** bidder based on the grand total.

The City reserves the right to award by item, groups of items or total bid; to reject any and all bids, in whole or in part, to waive informalities and to delete items prior to making the award, whenever it is deemed in the sole opinion of the purchasing agent to be in the best interest of the City.

QUESTIONS

Questions pertaining to this IFB, should be directed to the Department of Purchasing, Marie-Therese (Mimi) M. Gartner by email: mgartner@nngov.com or facsimile (757) 926-8038, ***not later than four business days prior to bid due date***. All questions must be submitted *in writing*; telephonic inquiries will not be considered.

EXCEPTIONS:

Bidder must sign one appropriate statement below, as applicable:

() Bidder understands and agrees to all terms, conditions, requirements, and specifications stated herein.

Firm: _____

Signature: _____

() Bidder takes exception to terms, conditions, requirements, or specifications stated herein (Bidder must itemize all exceptions below, and return with this IFB):

Firm: _____

Signature: _____

Vendors should note that any exceptions taken from the stated terms and/or specifications may be cause for their submittal to be deemed "non-responsive", risking the rejection of their submittal.

PAYMENT TERMS IF OTHER THAN 2%-20 NET 30 DAYS _____

Payment terms shall be considered in determining the low bidder.

BID RESULTS

Bid results may be obtained from our web site: www.nngov.com/purchasing or www.demandstar.com

For a complete written tally sheet, please send a stamped, self-addressed envelope to our office, indicating the bid number, date opened, and a note requesting a tally sheet. Include \$0.25 per page for handling. Vendor may contact Purchasing to determine the number of pages.

ANTI-COLLUSION CERTIFICATION

The bidder certifies that this bid is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a bid for the same product and that this bid is in all respects bona fide, fair and not the result of any act of fraud or collusion with another person or firm engaged in the same line of business or commerce. The bidder understands collusive bidding is a violation of Federal law and that any false statement hereunder constitutes a felony and can result in fines, imprisonment, as well as civil damages. The bidder also understands that failure to sign this statement will make the bid non-responsive and unqualified for award.

Signed: _____ Date: _____

Name of Company: _____