



**Request for Proposal for  
ERCOT IT Infrastructure  
Long Term Pricing Agreements**

**Date of Release: February 20, 2019**

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# 1. General Information

## 1.1. Request for Proposal (RFP) Objective

The purpose of this Request for Proposal is to establish a strategic sourcing partnership(s) and long-term pricing arrangements with competent supplier(s), manufacturer(s) and/or authorized dealer(s) to supply identified IT computer hardware, software, maintenance, installation services and professional services. ERCOT's objective is to create a procurement vehicle that offers competitive pricing schedules and streamlined delivery of products and/or services necessary to address the future growth of its current generation environment (DC4).

## 1.2. ERCOT Background

### 1.2.1. Overview of Electric Reliability Council of Texas, Inc.

The Electric Reliability Council of Texas (ERCOT) manages the flow of electric power to 24 million Texas customers, representing about 90 percent of the state's electric load. As the independent system operator for the region, ERCOT schedules power on an electric grid that connects more than 46,500 miles of transmission lines and 570+ generation units. ERCOT also performs financial settlement for the competitive wholesale bulk-power market and administers retail switching for 7 million premises in competitive choice areas. ERCOT is a membership-based 501(c)(4) nonprofit corporation, governed by a board of directors and subject to oversight by the Public Utility Commission of Texas and the Texas Legislature. Additional information about ERCOT can be found at <http://www.ercot.com/>.

## 1.3. Strategic Elements

### 1.3.1. Contract Term

ERCOT intends to award a contract resulting from this solicitation for an initial term from date of award through December 31, 2024, or as necessary to fulfill the goals of this Request for Proposal (RFP).

Any contract issued as a result of this solicitation is subject to cancellation, without penalty, either in whole or in part, for breach of contract. Such a contract may also be canceled by ERCOT for convenience upon a thirty- (30) day written notice.

### 1.3.2. Contract Elements

The term "contract" means the contract was awarded as a result of this RFP and all exhibits attached hereto. At a minimum, the following documents will be incorporated into the contract: this RFP and all attachments and exhibits; any modifications, addendum, or amendments issued in conjunction with this RFP; and the successful Respondent's proposal. The Respondent, if selected, must execute ERCOT's Master Agreement. The actual work to be performed and the compensation for such work will be documented in a Statement of Work. If the Respondent currently has an active Master Agreement with ERCOT, only a new Statement of Work will be required.

## **1.4. Basic Philosophy: Contracting for Results**

ERCOT'S fundamental commitment is to contract for value and successful results. A successful result is denoted as the generation of defined, measurable, and beneficial outcomes that support ERCOT's missions, objectives, and goals, and satisfies all defined contract requirements.

## **1.5. Legal and Regulatory Constraints**

### **1.5.1. Conflicts of Interest**

ERCOT seeks to ensure a level playing field in the award of the contract. ERCOT has implemented an aggressive policy concerning actual or potential conflicts of interest to ensure fair and open competition, and has included language concerning actual and potential conflicts of interest in Section 8 of the Master Agreement. Respondents must carefully review and understand this language when developing proposals.

### **1.5.2. Former Employees of ERCOT**

The Respondent must disclose any past employment of its employees and agents, or its Subcontractors' employees and agents, by ERCOT, including the individual's name and the date such individual's employment at ERCOT ended.

### **1.5.3. Interpretive Conventions**

Whenever the terms "shall," "must," "or "is required" are used in this RFP in conjunction with a specification or performance requirement, the specification or requirement is mandatory for the potential vendor. ERCOT may, at its sole discretion, reject any proposal that fails to address or meet any mandatory requirement set forth herein.

Whenever the terms "can," "may," or "should" are used in this RFP in conjunction with a specification or performance requirement, the specification or performance requirement is a desirable, but not mandatory, requirement.

## **1.6. ERCOT Point of Contact**

The sole point of contact for inquiries concerning this RFP is:

Diana Barreto  
2705 West Lake Drive  
Taylor, Texas 76574  
diana.wang@ercot.com

All communications relating to this RFP must be directed to the specified ERCOT contact person. All other communications between a Respondent and ERCOT staff concerning this RFP are prohibited. Failure to comply with this section may result in ERCOT's disqualification of the proposal.

## 1.7. Procurement Timeline

Procurement Timeline	
RFP Release Date	February 20, 2019
Mandated Notice of Intent to Propose Due	February 26, 2019
Vendor Questions Due	March 1, 2019
Response to Vendor Questions Sent	March 11, 2019
Vendor Proposals Due	March 21, 2019
Vendor Presentations (if needed)	TBA

## 1.8. Communications Regarding This Procurement

ERCOT reserves the right to amend this RFP at any time prior to the proposal submission deadline. Any changes, amendments, or clarifications will be made in the form of responses to vendor questions, amendments, or addendum issued by ERCOT and sent to the point of contact listed on the Notice of Intent to Propose. Vendors not submitting the Notice of Intent to Propose will not receive changes, amendments, or answers to questions regarding this RFP.

## 1.9. RFP Cancellation/Non-Award

ERCOT reserves the right to cancel this RFP or to make no award of a contract pursuant to this RFP.

## 1.10. Right to Reject Proposals

ERCOT may, in its discretion, reject any and all proposals submitted in response to this RFP.

## 1.11. No Reimbursement for Costs of Proposals

ERCOT will not reimburse any Respondent for costs of developing a proposal in response to this RFP.

# 2. Scope and Requirements

## 2.1. Statement of Work

It is the intent of ERCOT to establish a pricing agreement contract(s) for IT computer equipment and related hardware, software, services and support to address future growth and expansion of its current generation environment (DC4). The awarded respondent(s) shall be the manufacturer or a fully authorized dealer/distributor for any of the manufacturers it proposes. The respondent and its distributors must be able to provide quality services and timely deliveries to ERCOT.

The estimated spend over the next 3 years on growth and expansion is approximately \$6 million. This estimate is supplied as a guide for preparing responses and should not be construed as representing an actual award, nor a guarantee to purchase. Actual amounts for the BOM categories are not fully confirmed at this time.

## 2.2. Term

The initial term requested is for three (3) years with options to renew for additional year(s). Any subsequent agreement(s) are intended to support ERCOT's need until the next planned hardware refresh cycle (DC5). This scope will not include DC5 or any potential cloud related procurement(s). Prior to the end of the initial three (3) year term, the agreement(s) will be evaluated in overall context and performance. At any time, ERCOT reserves the right to cancel the agreement(s) with thirty (30) days advance notice.

## 2.3. Pricing Agreement Requirements

Pricing proposals must include a percentage discount off a designated published price list (for example, MSRP). Respondents must include a unit list cost, the percentage discounted off list for each unit, and the actual ERCOT unit price for all of the Bill of Material (BOM) bundles listed in Section 2.4.1 through 2.4.4. This shall comprise the ERCOT catalog of products.

- The ERCOT catalog of products under any subsequent agreement include the OEM branded products in Section 2.4.1 through 2.4.4 of this RFP. Respondents may incorporate changes and updates to a BOM. However, any changes must be within the scope of products and product families listed in the BOM.
- A respondent may also include Third Party Products. Third Party Products are those hardware, peripherals, accessories and software by other manufacturers or publishers that may be used as an attachment or embedded within an OEM branded product to create, enhance or extend the functionality of such OEM branded product; or to create, enhance or extend the functionality of the authorized third party product which relies on an OEM branded product platform to function.
- An awarded Vendor will be required to update the ERCOT catalog of products (BOM), including any third party products list to ERCOT on a monthly basis or as soon as new products are discontinued and replaced with a new product family item, whichever comes first. An awarded Vendor may not add any additional manufacturer's product or third party without ERCOT pre-approval.
- Additional Volume Discounts
  - Respondent(s) are encouraged to provide additional volume-based pricing discounts for consideration. Examples include, but are not limited to, deeper discounts based on spend categories for single orders, cumulative purchases, and aggregate volume. Respondents shall propose how additional discounts may be earned.
- Services
  - Respondent(s) shall describe all available pricing options for services (discount off list, hourly fees, per unit fees, etc.)

## 2.4. Products and Services

In your response to the RFP, Respondent(s) are encouraged to offer innovative ideas, new concepts, and alternative partnership arrangements not limited to the specifications of this RFP. Added value services, incentives, and economic solutions beyond the scope of this RFP may be considered. Examples may include:

- Creative programs to ensure quick and deep ongoing Interactions with ERCOT
- Willingness to work with ERCOT on-site
- Trade-in programs as a sustainability initiative
- Creative pricing (signing bonuses, rebates, etc.)
- Incentives for early payment

ERCOT may accept an offer under this RFP demonstrating such a significant change or improvement that it considers being breakthrough advancement to the services being sought.



ERCOT's current generation environment (DC4) includes the following IT computer equipment and related hardware:

Group	Manufacturer	Type	Hardware Models
Network	Cisco	Switches	<ul style="list-style-type: none"> <li>• 3504</li> <li>• CATALYST 3550-48-EMI</li> <li>• CATALYST 3750-48TS</li> <li>• CATALYST 3750G-12S-S</li> <li>• CATALYST 3750G-48PS</li> <li>• CATALYST 3850-48P</li> <li>• MDS 9148</li> <li>• MDS 9396S</li> <li>• NEXUS 2348TQ</li> <li>• NEXUS 3064-E</li> <li>• NEXUS 3132Q</li> <li>• NEXUS 5548P</li> <li>• NEXUS 5548UP</li> <li>• NEXUS 5672UP</li> <li>• NEXUS 9372PX</li> <li>• NEXUS 9372TX</li> <li>• UCS 6248UP</li> </ul>
Network	Cisco	Routers	<ul style="list-style-type: none"> <li>• 1921</li> <li>• 2911</li> <li>• 2921</li> <li>• 3825</li> <li>• 5520</li> <li>• AIRONET 3800I</li> <li>• ASR 1001-4X1GE</li> <li>• ASR 1001-X</li> </ul>
Network	Cisco	DWDM	<ul style="list-style-type: none"> <li>• ONS 15454</li> </ul>
Network	Palo Alto	Firewall	<ul style="list-style-type: none"> <li>• M-500</li> <li>• PA-200</li> <li>• PA-3020</li> <li>• PA-500</li> <li>• PA-5020</li> <li>• PA-5050</li> <li>• PA-5060</li> </ul>
Network	Citrix	Load Balancer	<ul style="list-style-type: none"> <li>• Citrix NetScaler MAS</li> <li>• Citrix NetScaler VPX</li> <li>• NETSCALER SDX 14040</li> </ul>
Network	Infoblox	DNS / Grid	<ul style="list-style-type: none"> <li>• Trinzic 1415</li> </ul>
Compute	Cisco/NetApp	FlexPod	<ul style="list-style-type: none"> <li>• UCS B200 M4</li> <li>• UCS B200 M5</li> <li>• MDS 9148</li> <li>• MDS 9396S</li> <li>• NEXUS 5672UP</li> <li>• UCS 6248UP</li> <li>• UCS C240 M4</li> <li>• UCS C240 M5</li> <li>• DS2246</li> </ul>
Compute	IBM	POWER 8 (E870s and E880) POWER 8 HMCs	<ul style="list-style-type: none"> <li>• 7042-CR8</li> <li>• 8286-41A</li> <li>• 8286-42A</li> </ul>
Storage	Virtual Instruments	SAN Performance Probe Virtual Wisdom Platform Appliance	<ul style="list-style-type: none"> <li>• PROBE FC-16G-24</li> <li>• VIRTUALWISDOM 4210</li> </ul>
Backup	NetBackup	Backup Appliance	<ul style="list-style-type: none"> <li>• NETBACKUP 5330</li> </ul>

Below is the anticipated bill of materials supporting the above IT computer equipment and related hardware. The resulting Agreement(s) should cover these and/or replacement parts associated to the product families. Replacement parts should be called out, highlighted and clearly identified, for example, “SFP-H10GB-CU3M is no longer available. It has been replaced by SFP-H10GB-CU3M-A”.

#### 2.4.1. Cisco Networking Detailed Bill of Materials

Group	Part Number	Part Description	Type
Cisco Networking Components	N2K-C2348TQ4F	Nexus 2348TQ with 4 Bidi or 2FET-40G and 8FET-10G	Hardware
Cisco Networking Components	CAB-C13-C14-2M	Power Cord Jumper, C13-C14 Connectors, 2 Meter Length	Hardware
Cisco Networking Components	FET-10G	10G Line Extender for FEX	Hardware
Cisco Networking Components	FET-40G	40G Line Extender for FEX	Hardware
Cisco Networking Components	N2348TQ-BA-BUN	Reverse airflow pack: N2K-C2348TQ, 2AC PS, 3 Fan	Hardware
Cisco Networking Components	N2K-F40G-F10G	N2K Uplink option FET-40G to FET-10G	Hardware
Cisco Networking Components	CON-OSP-2348TQ4F	SNTC-24X7X4OS Nexus 2348TQ with 4	Hardware Support
Cisco Networking Components	CON-OSP-2348TQBA	SNTC-24X7X4OS Reverse airflow pack	Hardware Support
Cisco Networking Components	N56-M24UP2Q=	Nexus 56128P Module, 24x 10G SFP+ UP, 2x QSFP+ fixed ports	Hardware

#### 2.4.2. Cisco UCS Detailed Bill of Materials (FlexPod)

Group	Part Number	Part Description	Type
Cisco MDS 9148S	DS-C9148S-48PK9	MDS 9148S 16G FC switch w/ 48 active ports	Hardware
Cisco MDS 9148S	CAB-C15-CBN	Cabinet Jumper Power Cord 250 VAC 13A C14-C15 Connectors	Hardware
Cisco MDS 9148S	DCNM-SAN-M91-K9	DCNM for SAN License for MDS 9100	Software
Cisco MDS 9148S	DS-9148S-KIT-CSCO	MDS 9148S Accessory Kit for Cisco	Hardware
Cisco MDS 9148S	DS-SFP-FC16G-SW	16 Gbps Fibre Channel SW SFP+ LC	Hardware
Cisco MDS 9148S	M9100ENT1K9	Enterprise package license for 1 MDS9100 series switch	Software
Cisco MDS 9148S	M91ENTDCNM-K9	Enterprise+DCNM SAN (server-based): MDS 9100	Software
Cisco MDS 9148S	M91S5K9-7.3.0	MDS 9100 Supervisor/Fabric-5 NX-OS Software Release 7.3.0	Software
Cisco MDS 9148S	CON-OSP-C48S	SNTC-24X7X4OS MDS 9148S 16G FC switch	Hardware Support
Cisco MDS 9148S	CON-SAU-91DCM	SW APP SUPP + UPGR Enterprise+DCNM SAN (server-based): MDS	Software Support
Cisco MDS 9148S	CON-SAU-91ENT	SW APP SUPP + UPGR Enterprise package I	Software Support
Cisco MDS 9148S	CON-SAU-SM91K	SW APP SUPP + UPGR DCNM for SAN License	Software Support
Cisco MDS 9396	DS-C9396S-48EK9	MDS 9396S switch w/ 48 active ports (port-side exhaust)	Hardware
Cisco MDS 9396	CAB-9K12A-NA	Power Cord 125VAC 13A NEMA 5-15 Plug North America	Hardware
Cisco MDS 9396	DS-9396S-KIT-CSCO	MDS 9396S Accessory Kit for Cisco	Hardware
Cisco MDS 9396	DS-C96S-FAN-E	MDS 9396S Fan Tray (port-side exhaust)	Hardware
Cisco MDS 9396	DS-CAC-1200W-E	1200W AC Power Supply (port-side exhaust)	Hardware
Cisco MDS 9396	DS-SFP-FC16G-SW	16 Gbps Fibre Channel SW SFP+ LC	Hardware
Cisco MDS 9396	M93ENTDCNM-K9	Ent. + DCNM SAN Adv. Feat. for MDS 9300	Software
Cisco MDS 9396	M93S5K9-7.3.0	MDS 9300 Supervisor/Fabric NX-OS Software Release 7.3.0	Software
Cisco MDS 9396	CON-OSP-C9348E	SNTC-24X7X4OS MDS 9396S switch w/ 48 active ports (po	Hardware Support
Cisco MDS 9396	CON-SAU-93DCM	SW APP SUPP + UPGR Enterprise + DCNM SAN Adv. Features for	Software Support
Cisco Fabric Interconnect - UCS 6248UP	RACK-HW-011	UCS 6248 Fabric Interconnect Rack Shipping Rail	Hardware

Group	Part Number	Part Description	Type
Cisco Fabric Interconnect - UCS 6248UP	CON-OS-RACKINT	SNTC-8X5XNBDOS Cisco R42610 std rack w/side panels IN	Hardware Support
Cisco Fabric Interconnect - UCS 6248UP	UCS-FI-6248UP-UPG	UCS 6248UP 1RU Fabric Int/No PSU/32 UP/ 12p LIC	Hardware
Cisco Fabric Interconnect - UCS 6248UP	CAB-C13-C14-2M	Power Cord Jumper C13-C14 Connectors 2 Meter Length	Hardware
Cisco Fabric Interconnect - UCS 6248UP	DS-SFP-FC8G-SW	8 Gbps Fibre Channel SW SFP+ LC	Hardware
Cisco Fabric Interconnect - UCS 6248UP	N10-MGT014	UCS Manager v3.1	Software
Cisco Fabric Interconnect - UCS 6248UP	SFP-H10GB-CU3M	10GBASE-CU SFP+ Cable 3 Meter	Hardware
Cisco Fabric Interconnect - UCS 6248UP	SFP-H10GB-CU5M	10GBASE-CU SFP+ Cable 5 Meter	Hardware
Cisco Fabric Interconnect - UCS 6248UP	UCS-ACC-6248UP	UCS 6248UP Chassis Accessory Kit	Hardware
Cisco Fabric Interconnect - UCS 6248UP	UCS-FAN-6248UP	UCS 6248UP Fan Module	Hardware
Cisco Fabric Interconnect - UCS 6248UP	UCS-FI-DL2	UCS 6248 Layer 2 Daughter Card	Hardware
Cisco Fabric Interconnect - UCS 6248UP	UCS-FI-E16UP	UCS 6200 16-port Expansion module/16 UP/ 8p LIC	Hardware
Cisco Fabric Interconnect - UCS 6248UP	UCS-LIC-10GE	UCS 6200 Series ONLY Fabric Int 1PORT 1/10GE/FC-port license	Software
Cisco Fabric Interconnect - UCS 6248UP	UCS-PSU-6248UP-AC	UCS 6248UP Power Supply/100-240VAC	Hardware
Cisco Fabric Interconnect - UCS 6248UP	CON-OSP-FI6248UP	SNTC-24X7X4OS UCS 6248UP 1RU Fabric Intcnct/2 PSU/2	Hardware Support
Cisco Fabric Interconnect - UCS 6248UP	CON-OSP-FIE16UP	SNTC-24X7X4OS 16prt 10Gb UnifiedPrt/Expnsn mod UCS6200	Hardware Support
Cisco Blades and Chassis - B200M4 Blade	UCSB-B200-M4-U	UCS B200 M4 w/o CPU mem drive bays HDD mezz (UPG)	Hardware
Cisco Blades and Chassis - B200M4 Blade	C1-EGW-DC-K9	Cisco ONE Energy Mgmt Perpetual Lic - 1 DC End Point	Software
Cisco Blades and Chassis - B200M4 Blade	C1-ICFB-4-1Y-K9	Cisco ONE Intercloud Fabric Bus 4 HCUs 1YR	Software
Cisco Blades and Chassis - B200M4 Blade	C1-N1K-CPU-01	Cisco ONE Nexus 1000V Adv Ed Multi-Hypervisor License Qty 01	Software
Cisco Blades and Chassis - B200M4 Blade	C1-N1K-ESSTL	Nexus 1000V Essential Edition Qty=2	Software
Cisco Blades and Chassis - B200M4 Blade	C1-PSC-E-1-K9	Cisco ONE Prime Service Catalog Enterprise Cloud Per Server	Software
Cisco Blades and Chassis - B200M4 Blade	C1-UCD-1-K9	Cisco ONE UCS Director Ent Cloud Per Server (inc NetwkStor)	Software
Cisco Blades and Chassis - B200M4 Blade	C1-UCS-MDMGR-1S	Cisco ONE UCS Multi-Domain Manager (Central) Per Server Lic	Software
Cisco Blades and Chassis - B200M4 Blade	C1-UPM-IE	Cisco ONE UCS Performance Manager Infrastructure Edition	Software
Cisco Blades and Chassis - B200M4 Blade	C1-VACS-01	Cisco ONE Virtual Application Container Services	Software
Cisco Blades and Chassis - B200M4 Blade	C1A1PUCSK9	Cisco ONE Enterprise Cloud Perpetual UCS 1-9	Software
Cisco Blades and Chassis - B200M4 Blade	C1A1VUCS-01	Tracker PID v1 Adv Perpetual UCS - no delivery	Software
Cisco Blades and Chassis - B200M4 Blade	C1F2PUCSK9	Cisco ONE Foundation Perpetual UCS 1-9	Software
Cisco Blades and Chassis - B200M4 Blade	C1F2VUCS-01	Tracker PID v01 Fnd Perpetual UCS - no delivery	Software
Cisco Blades and Chassis - B200M4 Blade	UCS-CPU-E52690D	2.60 GHz E5-2690 v3/135W 12C/30MB Cache/DDR4 2133MHz	Hardware
Cisco Blades and Chassis - B200M4 Blade	UCS-MR-1X322RU-A	32GB DDR4-2133-MHz RDIMM/PC4-17000/dual rank/x4/1.2v	Hardware
Cisco Blades and Chassis - B200M4 Blade	UCSB-HS-EP-M4-F	CPU Heat Sink for UCS B200 M4/B420 M4 (Front)	Hardware
Cisco Blades and Chassis - B200M4 Blade	UCSB-HS-EP-M4-R	CPU Heat Sink for UCS B200 M4/B420 M4 (Rear)	Hardware
Cisco Blades and Chassis - B200M4 Blade	UCSB-LSTOR-BK	FlexStorage blanking panels w/o controller w/o drive bays	Hardware

Cisco Blades and Chassis - B200M4 Blade	UCSB-MLOM-40G-03	Cisco UCS VIC 1340 modular LOM for blade servers	Hardware
Cisco Blades and Chassis - B200M4 Blade	CON-ECMU-C1A1PUCS	SWSS UPGRADES C1 Enterprise Cloud Perpetual UCS	Software Support
Cisco Blades and Chassis - B200M4 Blade	CON-ECMU-C1F2PUCS	SWSS UPGRADES C1 Foundation Perpetual UCS	Software Support
Cisco Blades and Chassis - B200M4 Blade	CON-OSP-B200M4U	SNTC-24X7X4OS UCS B200 M4 w/o CPUmdr b HDDm (UPG)	Hardware Support
Cisco Blades and Chassis - B200M5 Blades	UCSB-B200-M5-U	UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG)	Hardware
Cisco Blades and Chassis - B200M5 Blades	CON-OSPT-BB200M5U	24x7x4OS Trblshtg UCS B200 M5 Blade w/o CPU, mem, HDD, mezz 60 Months	Hardware Support
Cisco Blades and Chassis - B200M5 Blades	UCS-CPU-6132	2.6 GHz 6132/140W 14C/19.25MB Cache/DDR4 2666MHz	Hardware
Cisco Blades and Chassis - B200M5 Blades	UCS-MR-X32G2RS-H	32GB DDR4-2666-MHz RDIMM/PC4-21300/dual rank/x4/1.2v	Hardware
Cisco Blades and Chassis - B200M5 Blades	UCSB-MLOM-40G-03	Cisco UCS VIC 1340 modular LOM for blade servers	Hardware
Cisco Blades and Chassis - B200M5 Blades	UCS-SD-32G-S	32GB SD Card for UCS servers	Hardware
Cisco Blades and Chassis - B200M5 Blades	N20-FW015	UCS 5108 Blade Chassis FW Package 3.2	Software
Cisco Blades and Chassis - B200M5 Blades	UCSB-LSTOR-BK	FlexStorage blanking panels w/o controller, w/o drive bays	Hardware
Cisco Blades and Chassis - B200M5 Blades	UCS-DIMM-BLK	UCS DIMM Blanks	Hardware
Cisco Blades and Chassis - B200M5 Blades	UCSB-HS-M5-R	CPU Heat Sink for UCS B-Series M5 CPU socket (Rear)	Hardware
Cisco Blades and Chassis - B200M5 Blades	UCS-MSTOR-SD	Mini Storage Carrier for SD (holds up to 2)	Hardware
Cisco Blades and Chassis - B200M5 Blades	UCSB-HS-M5-F	CPU Heat Sink for UCS B-Series M5 CPU socket (Front)	Hardware
Cisco Blades and Chassis - B200M5 Blades	C1-ECS-IAAS	C1 Enterprise Cloud Suite - Infrastructure Automation	Software
Cisco Blades and Chassis - B200M5 Blades	C1-5Y-SVC-TRK	C1 Subscription - Service Contract Tracking 5YR	Software Support
Cisco Blades and Chassis - B200M5 Blades	C1F2TECSK9	C1 Enterprise Cloud Suite - IA - Per Server	Software
Cisco Blades and Chassis - B200M5 Blades	C1F2-5Y-ECS	C1 ECS - IA - 5Y Subscription - Qty 1-9	Software Support
Cisco Blades and Chassis - B200M5 Blades	C1-UCS-MDMGR-T	UCS Central - 1 Server License	Software
Cisco Blades and Chassis - B200M5 Blades	C1-5Y-SVC-TRK	C1 Subscription - Service Contract Tracking 5YR	Software Support
Cisco Blades and Chassis - B200M5 Blades	C1-CIMC-SUP-A001	IMC Supervisor - 1 Server License	Software
Cisco Blades and Chassis - B200M5 Blades	C1-5Y-SVC-TRK	C1 Subscription - Service Contract Tracking 5YR	Software Support
Cisco Blades and Chassis - B200M5 Blades	C1-1Y-UCD-1-K9	UCS Director - 1 License for Server,Storage,Network	Software
Cisco Blades and Chassis - B200M5 Blades	C1-5Y-SVC-TRK	C1 Subscription - Service Contract Tracking 5YR	Software Support
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCSB-B200-M5-U	UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG)	Hardware
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	CON-OSPT-BB200M5U	24x7x4OS Trblshtg UCS B200 M5 Blade w/o CPU, mem, HDD, mezz 60 Months	Hardware Support
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCS-CPU-6132	2.6 GHz 6132/140W 14C/19.25MB Cache/DDR4 2666MHz	Hardware
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCS-MR-X32G2RS-H	32GB DDR4-2666-MHz RDIMM/PC4-21300/dual rank/x4/1.2v	Hardware
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCSB-MLOM-40G-03	Cisco UCS VIC 1340 modular LOM for blade servers	Hardware
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCS-SD-32G-S	32GB SD Card for UCS servers	Hardware
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	N20-FW015	UCS 5108 Blade Chassis FW Package 3.2	Software
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCSB-LSTOR-BK	FlexStorage blanking panels w/o controller, w/o drive bays	Hardware

Group	Part Number	Part Description	Type
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCS-DIMM-BLK	UCS DIMM Blanks	Hardware
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCSB-HS-M5-R	CPU Heat Sink for UCS B-Series M5 CPU socket (Rear)	Hardware
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCS-MSTOR-SD	Mini Storage Carrier for SD (holds up to 2)	Hardware
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCSB-HS-M5-F	CPU Heat Sink for UCS B-Series M5 CPU socket (Front)	Hardware
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	C1-ECS-IAAS	C1 Enterprise Cloud Suite - Infrastructure Automation	Software
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	C1-5Y-SVC-TRK	C1 Subscription - Service Contract Tracking 5YR	Software Support
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	C1F2TECSK9	C1 Enterprise Cloud Suite - IA - Per Server	Software
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	C1F2-5Y-ECS	C1 ECS - IA - 5Y Subscription - Qty 1-9	Software Support
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	C1-UCS-MDMGR-T	UCS Central - 1 Server License	Software
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	C1-5Y-SVC-TRK	C1 Subscription - Service Contract Tracking 5YR	Software Support
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	C1-CIMC-SUP-A001	IMC Supervisor - 1 Server License	Software
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	C1-5Y-SVC-TRK	C1 Subscription - Service Contract Tracking 5YR	Software Support
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	C1-1Y-UCD-1-K9	UCS Director - 1 License for Server,Storage,Network	Software
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	C1-5Y-SVC-TRK	C1 Subscription - Service Contract Tracking 5YR	Software Support
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCS-SID-INFR-OI	Other Infrastructure	Hardware
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCS-SID-WKL-OW	Other Workload	Hardware
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	UCSB-GPU-P6-F	NVIDIA GRID P6 Front Mezzanine	Hardware
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	CON-OSPT-SBGPU6F	24x7x4OS Trblshtg NVIDIA GRID P6 Front Mezzanine 60 Months	Hardware Support
Cisco Blades and Chassis - B200M5 Blades with NVidia GPU	NV-GRID-PCS-5YR	NVIDIA GRID Software Subscription - VDI PC 1CCU - 5 Year	Software Support
Cisco Blades and Chassis - UCS 5108 Chassis	UCSB-5108-AC2=	UCS 5108 Blade Server AC2 Chassis/0 PSU/8 fans/0 FEX	Hardware
Cisco Blades and Chassis - UCS 5108 Chassis	CAB-C19-CBN	Cabinet Jumper Power Cord 250 VAC 16A C20-C19 Connectors	Hardware
Cisco Blades and Chassis - UCS 5108 Chassis	N01-UAC1	Single phase AC power module for UCS 5108	Hardware
Cisco Blades and Chassis - UCS 5108 Chassis	N20-CAK	Accessory kit for UCS 5108 Blade Server Chassis	Hardware
Cisco Blades and Chassis - UCS 5108 Chassis	N20-CBLKB1	Blade slot blanking panel for UCS 5108/single slot	Hardware
Cisco Blades and Chassis - UCS 5108 Chassis	N20-FAN5	Fan module for UCS 5108	Hardware
Cisco Blades and Chassis - UCS 5108 Chassis	N20-FW014	UCS 5108 Blade Chassis FW Package 3.1	Hardware
Cisco Blades and Chassis - UCS 5108 Chassis	UCS-IOM-2208XP	UCS 2208XP I/O Module (8 External 32 Internal 10Gb Ports)	Hardware
Cisco Blades and Chassis - UCS 5108 Chassis	UCSB-5108-PKG-HW	UCS 5108 Packaging for chassis with half width blades.	Hardware
Cisco Blades and Chassis - UCS 5108 Chassis	UCSB-PSU-2500ACDV	2500W Platinum AC Hot Plug Power Supply - DV	Hardware
Cisco Blades and Chassis - UCS 5108 Chassis	CON-OSP-6508AC2	SNTC-24X7X4OS UCS 5108 AC Chassis updated backplane	Hardware Support

### 2.4.3. IBM POWER Bill of Materials

Group	Part Number	Part Description	Type
Additional Cores - Power 870	9119-MME-2146	PRIMARY OS - AIX	Software
Additional Cores - Power 870	9119-MME-EPBJ	1 CORE PROCESSOR ACTIVATION FOR #EPBA OR	Software
Additional Cores - Power 870	5692-A6P	SYSTEM SOFTWARE	Software
Additional Cores - Power 870	5765-CD1	IBM AIX 7.1 ENTERPRISE EDITION V1.2	Software
Additional Cores - Power 870	5765-CD1-0006	PER PROCESSOR - MEDIUM	Software
Additional Cores - Power 870	5765-VE3	IBM POWERVM ENTERPRISE EDITION V3	Software
Additional Cores - Power 870	5771-AEZ	1-YEAR SWMA FOR 5765-AEZ/G99/CD1/CD3	Software Support
Additional Cores - Power 870	5771-AEZ-1478	PER PROC MEDIUM 1 YEAR REG PWR 7/8	Hardware Support
Additional Cores - Power 870	5771-AEZ-1480	PER PROC MEDIUM 1 YEAR 7X24 SUPPT PWR 7/	Hardware Support
Additional Cores - Power 870	5771-PVE	1-YEAR SWMA FOR 5765-PVE/VE3	Software Support
Additional Cores - Power 870	5771-PVE-1195	PER PROC SW MAINT REGISTRATION (MEDIUM)	Software Support
Additional Cores - Power 870	5771-PVE-1197	PER PROC 24X7 SUPPORT (MEDIUM)	Hardware Support
Additional Cores - Power 870	5771-PVL	1-YEAR SWMA FOR 5765-PVL/VL3	Software Support
Additional Cores - Power 870	5771-PVL-2063	PER PROC IFL 1Y 24X7 SUPPORT - SMALL/MED	Hardware Support
Additional Cores - Power 870	5771-PVL-2064	PER PROCESSOR IFL SWMA REG - SMALL/MEDIU	Software Support
Additional Cores - Power 880	9080-MHE-2146	PRIMARY OS - AIX	Software
Additional Cores - Power 880	9080-MHE-EPBK	1 CORE PROCESSOR ACTIVATION FOR #EPBB OR	Software
Additional Cores - Power 880	5692-A6P	SYSTEM SOFTWARE	Software
Additional Cores - Power 880	5765-VE3	IBM POWERVM ENTERPRISE EDITION V3	Software
Additional Cores - Power 880	5765-PSE-0002	PER PROC CORE W 1YR SW MAINT MEDIUM	Software
Additional Cores - Power 880	5765-VE3	IBM POWERVM ENTERPRISE EDITION V3	Software
Additional Cores - Power 880	5773-SM3	3-YEAR SWMA FOR 5765-C34/E61/E62/G03/G62	Software Support
Additional Cores - Power 880	5773-SM3-1256	PER PROCESSOR 3 YR SWMA MEDIUM POWER 7 R	Hardware Support
Additional Cores - Power 880	5773-SM3-1257	PER PROCESSOR 3 YR MEDIUM POWER 7 7X24 S	Hardware Support
Additional Cores - Power 880	5773-PVE	3-YEAR SWMA FOR 5765-PVE/VE3	Software Support
Additional Cores - Power 880	5773-PVE-1003	PER PROC SW MAINT REGISTRATION (MEDIUM)	Software Support
Additional Cores - Power 880	5773-PVE-1005	PER PROC 24X7 SUPPORT (MEDIUM)	Hardware Support
Additional Cores - Power 880	5662-PSE	3-YEAR REGISTRATION SWMA FOR 5765-PSE	Software Support
Additional Cores - Power 880	5662-PSE-0935	PER PROC CORE SWMA 3Y REG MEDIUM	Hardware Support
Additional Cores - Power 880	5662-PSE-0936	PER PROC CORE SWMA 3Y 24X7 SUPPORT MEDIU	Software Support
Additional Memory - Power 870	9119-MME-EMA5	1GB MEMORY ACTIVATION	Software
Additional Memory - Power 870	9119-MME-EMA6	QUANTITY OF 100 1GB MEMORY ACTIVATIONS (	Software
Additional Memory - Power 880	9080-MHE-EMA5	1GB MEMORY ACTIVATION	Software
Additional Memory - Power 880	9080-MHE-EMA6	QUANTITY OF 100 1GB MEMORY ACTIVATIONS (	Software



#### 2.4.4. Virtual Instruments Bill of Materials

Group	Part Number	Part Description	Type
Software Probe Licenses	100-102268	SW ProbeSW-100 Port Lic	Software
Software Probe Licenses	100-102268-AA	AS ProbeSW-100 Lic Ann'l	Software Support
ProbeVM for vSphere Licenses	100-100213	SW ProbeVM-1vSphere Host Lic	Software
ProbeVM for vSphere Licenses	100-100213-AA	AS Probe VM-001 Lic Ann'l	Software Support
ProbeNTAP Licenses	100-102271	SW Probe NTAP-001 Node Lic	Software
ProbeNTAP Licenses	100-102271-AA	AS ProbeNTAP-001 Lic Ann'l	Software Support
ProbeVM for PowerVM	100-102647-MA	SEL MA PROBEVM-001 POWERVM LIC1Y	Software
ProbeVM for PowerVM	100-102647-AA	SEL AS PROBEVM-001 POWERVM ANN'L	Software Support
ProbeVM for PowerVM	100-102647	SEL SW PROBEVM-001 POWERVM LIC	Software
Fiber Channel 16GB Probes	100-102375	HW Probe FC-16G-24 Chass	Hardware
Fiber Channel 16GB Probes	100-102614	HW SFP 4-Link Kit 16G MM UHS	Hardware
Fiber Channel 16GB Probes	100-102595	SW Link Lic 16G 4-Link Kit	Software
TAPS	100-102491	HW TCV-012LRLFLF-58-RP Cass	Hardware
TAPS	100-100300	HW TPS-010F TCV Tap Shelf 1U	Hardware
TAPS	SUPPT-24x7-5N	SUPPT-24x7-5N	Hardware Support
Services	100-101330	PS Quickstart Probe SW-VM-FC8	Implementation Services
Services	100-102461	PS Expert Svcs 20 Days Remote	Implementation Services

ERCOT recognizes that any one Respondent may not provide all product lines. Thus, respondents shall clearly state their ability to provide services related to supporting the above equipment. Proposals must include a full description of each service offering. Services may include but are not limited to installation/de-installation, staging/deployment, maintenance, support, training, recycling/disposal, pre-implementation design, disaster recovery planning and support.

All IT computer equipment and related hardware and software products offered under a resulting Agreement shall be new, unused and currently available. Remanufactured or refurbished products are not acceptable, in lieu of a new product, unless authorized by ERCOT.

#### 2.5. Support and Warranty Services

ERCOT is requesting the following support and warranty services be included for the IT computer equipment and related hardware / software defined above.

##### 2.5.1. Target Response Objective for Remote Technical Support

The initial technical response objective from time of customer contact, based on priority level and availability of local language support:

- Priority 1: 30 minutes; on a 24/7 basis
- Priority 2: 2 hours; on a 24/7 basis
- Priority 3: 8 hours; on a 24/7 basis
- Priority 4: 24 hours; on a 24/7 basis

### 2.5.2. Replacement Parts Delivery

Included return merchandise authorization (RMA) processing. The response objectives available for purchase are as follows:

- 2 hours; on a 24/7 basis
- 4 hours; on a 24/7 basis
- Next business day Note: Replacement parts will be shipped to customer for next local business day arrival. Local country shipment cutoff times may affect target response objective timing.

### 2.5.3. Replacement Parts Installation and On-Site Support

Installation of all replacement parts performed by certified support engineer(s). Only qualified and authorized engineers are sent to installation location to work on the problem after the problem is isolated and deemed on-site support necessary.

### 2.5.4. On-going Software Updates

Access and general support for ongoing software updates, including both minor and major releases within the licensed feature set, patches, bug and security vulnerability remediation.

## 2.6. Consulting and Professional Services

ERCOT is requesting the following consulting and professional services be available on a time and materials basis if not included with pre-sales support:

- Pre-Engineering / Sales Support
  - Architecture Validation
  - Sizing Capacity
  - System Design
  - Data Protection Strategies (simplify deployment and large databases)
  - Test Data Management (lower environment data refreshes)
- Staff Augmentation
  - Installation and Integration
  - Health and performance optimization checks on an annual basis
  - Health and performance optimization checks on an as needed basis
  - System Migrations
  - Resident Support
  - Patch Management

## 2.7. General Requirements

The following general requirements apply:

- In their responses to this RFP, Respondents must describe in detail the methodology and approach to meeting the requirements of this RFP.
- The awarded respondent must provide a project manager or lead who has decision-making authority and who will assume responsibility for coordination, control, and performance of this effort.
- Any changes to key personnel associated with the subsequent contract must be submitted in writing and approved in writing by ERCOT.
- The awarded respondent must provide an organizational chart and list of the respondent's corporate chain-of-command, as well as any established procedures for contacting individuals within that chain-of-command.
- All Hardware for this order will be shipped to either ERCOT in Taylor, TX or Bastrop, TX.
- Except for current ERCOT suppliers who have an active Master Agreement with ERCOT or who have completed the Vendor Information Form (VIF) within the last six months, all respondent(s) must complete a Supplier Vendor Information Form and Non-Disclosure Agreement (NDA) along with the



quote and provide it to the person identified in the form itself when submitting notice of intent to bid. All required vendor forms are located at [www.ercot.com/about/procurement](http://www.ercot.com/about/procurement).

- Before entering into a contract with ERCOT, respondent(s) must become a qualified vendor. The qualification process may require that respondent provide information demonstrating respondent's financial and commercial viability. In the event respondent's staff requires unescorted access to ERCOT facilities, they will be required to undergo identity verification, a background check including a criminal history report, and drug testing.
- Respondent agrees to accept the ERCOT terms and conditions.
- This RFP may contain information that is confidential and proprietary. Respondent(s) may not use the information contained herein for any purposes other than the preparation of a response to this RFP. Confidential or proprietary information provided by respondent (and marked as such in accordance with the rules of this RFP) will be handled as confidential by ERCOT and all project team members assisting in the evaluation process.

### 3. General Instructions and Requirements

#### 3.1. Notice of Intent to Propose

A prospective vendor may submit a Notice of Intent to Propose to the ERCOT Point of Contact identified in **Section 1.6** no later than 5:00PM Central Time on **the date listed in the Section 1.7 Procurement Timeline**. The Notice of Intent should consist of an email stating that the prospective vendor intends to submit a proposal for this procurement. **Only vendors who submit a Notice of Intent to Propose will receive the answers to questions from all vendors, and/or any clarifications, amendments, and addenda to the RFP.** Vendors who provide a Notice of Intent are not obligated to submit proposals after submitting the Notice of Intent, but must submit a response to be considered for an award.

#### 3.2. Vendor Questions and Comments

All questions and comments regarding this RFP must be submitted electronically to the email address contained in **Section 1.6**. All questions must reference the appropriate RFP page and section number. In order to receive a response, vendor questions and comments must be received no later than the deadline set forth in **Section 1.7**. Inquiries received after the due date may be reviewed by ERCOT but will not receive a response. Answers to vendor questions will be emailed to the point of contact listed on the Notice of Intent to Propose. A Respondent must inquire in writing as to any ambiguity, conflict, discrepancy, exclusionary specification, omission, or other error in this RFP prior to submitting a proposal. If a Respondent fails to notify ERCOT of any error, ambiguity, conflict, discrepancy, exclusionary specification, or omission, the Respondent shall submit a proposal at its own risk and, if awarded the contract, shall have waived any claim that the RFP and Master Agreement were ambiguous and shall not contest ERCOT's interpretation. If no error or ambiguity is reported by the deadline for submitting written questions, the Respondent shall not be entitled to additional compensation, relief, or time by reason of the error or its later correction.

ERCOT reserves the right to amend answers prior to the proposal submission deadline.

#### 3.3. Modification or Withdrawal of Proposal

Proposals may be withdrawn from consideration at any time prior to the award of contract. A written request for withdrawal must be made to the ERCOT Point of Contact (**Section 1.6**)

A Respondent has the right to amend its proposal at any time and to any degree by written amendment delivered to the ERCOT Point of Contact prior to the proposal submission deadline. ERCOT reserves the right to request an amendment to any part of the proposal during negotiations.

### 3.4. News Releases

A Respondent may not issue press releases or provide any information for public consumption regarding its participation in this procurement without specific prior written approval of ERCOT.

### 3.5. Incomplete Proposals

ERCOT may reject without further consideration any proposal that is not completely responsive to this RFP.

### 3.6. ERCOT Use of Vendor Ideas

ERCOT reserves the right to use any and all ideas presented in any proposal that are not the Respondent's proprietary information and so designated in the proposal. The Respondent's proprietary materials do not include information that:

- is already published or available to the public, or subsequently becomes available;
- is received from a third party who, to ERCOT's knowledge, is not in breach of any obligation of confidentiality; or
- is independently developed by personnel or agents of ERCOT without reliance on the Respondent's proprietary materials.

### 3.7. Additional Information

By submitting a proposal, the Respondent grants ERCOT the right to obtain information from any lawful source regarding: (i) the past business history, practices, conduct, and ability of a Respondent to supply goods, services, and deliverables; and (ii) the past business history, practices, conduct, and ability of the Respondent's directors, officers, and employees. ERCOT may take such information into consideration in evaluating proposals.

### 3.8. Instructions for Submitting Proposals

#### 3.8.1. Submission

Submit all copies of the proposal to the ERCOT Point of Contact no later than **5:00 p.m. Central Time on the submission deadline** (see **Sections 1.6 and 1.7**). The proposal must be signed by an authorized representative of the Respondent and submitted electronically via email—the file must not exceed 20MB. If this size restriction cannot be met, multiple emails may be sent, but the Respondent must indicate how many emails ERCOT should anticipate (i.e., "email 1 of 3"). ERCOT reserves the right to disqualify late proposals.

#### 3.8.2. Additional Requirements

All proposals must be:

- clearly legible;
- sequentially page-numbered;
- organized in the sequence outlined in **Sections 3.9 and 3.9.1**;
- limited to 50 pages (excluding ERCOT required forms);

- responsive to the requirements of this RFP; and
- proposals should include the Respondent's name at the top of each page, and should not include unrequested materials or pamphlets.

### 3.9. Format and Content

The proposal must consist of two separate parts and must be sent in two separate attachments:

Part 1 – Business Proposal

Part 2 – Cost Proposal

#### 3.9.1. Part 1 – Business Proposal

The Business Proposal must include the following sections:

- *Section 1 – Transmittal Letter*
- *Section 2 – Executive Summary*
- *Section 3 – Corporate Background and Experience*
- *Section 4 – Methodology and Services Approach*
- *Section 5 – Assumptions*
- *Section 6 – Appendices*
- *Section 7 – Vendor Information and Other Required Forms*

#### Section 1 – Transmittal Letter

Respondents must include a transmittal letter printed on official company letterhead. The letter must be signed by an individual authorized to legally bind the Respondent.

The transmittal letter must include:

1. Disclosure of all pending, resolved, or completed litigation, mediation, arbitration, or other alternate dispute resolution procedures involving the Respondent (including Subcontractors) and its client(s) within the past 24 months.
2. Disclosure of all affiliations with, or ownership relationships with, any ERCOT Market Participant or its affiliates.
3. A description of any personal or business interest that may present an actual, potential, or apparent conflict of interest with the performance of the contract and an explanation of how the Respondent can assure ERCOT that these relationships will not create an actual conflict of interest.
4. A list of key personnel previously employed by ERCOT in accordance with the requirements of Section 1.5.2.
5. A complete list of all exceptions, reservations, and limitations to the terms and conditions of the RFP.
6. Signed copies of the Professional Services Agreement, NDA, IRS W-9, and Vendor Information Form, located here: <http://www.ercot.com/about/procurement/index.html>.
7. Additionally, if the nature of this RFP solicitation involves an Information Technology purchase, please review and acknowledge the “Cyber Security Requirements” document, also located here: <http://www.ercot.com/about/procurement/index.html>.
8. If proposing a SaaS solution, the Respondent must include a copy of a SOC 2 (type 2) audit report, or equivalent (ISO 27001 certification proof).
9. Please also address the following Records and Information Management (RIM) RFP questions:
  1. Does the solution include an application that will generate electronic information to be saved or stored within such application, whether hosted off-site or within ERCOT's current IT infrastructure?
    - If YES, proceed to question 2.

- If NO, no further questions are required as this does not pose any RIM Program concerns.
2. Does the solution utilize proprietary electronic document formats?
    - If YES, provide additional detail for RIM evaluation (format(s) and access requirements).
    - If NO, provide additional detail for RIM evaluation (format(s)).
  3. Can the product meet ERCOT's RIM program requirements<sup>1</sup> for records and information generated or stored by the system including destruction at the end of their lifecycle?
    - If YES, provide additional detail for RIM evaluation.
    - If NO, initiate additional discussion.

## **Section 2 – Executive Summary**

In this section, the Respondent should condense and highlight the content of the Business Proposal to provide ERCOT with a broad understanding of the Respondent's approach to meeting ERCOT's objectives for this procurement.

## **Section 3 – Corporate Background and Experience**

### **Respondent's Background and Experience**

This section details the Respondent's corporate background and experience. If the Respondent proposes to use Subcontractor(s), it must describe any existing ongoing relationships with such Subcontractor(s), including project descriptions. The section should include the following information:

- respondent's full organization, company, or corporate name
- headquarters address
- type of ownership (e.g., partnership, corporation)
- if the Respondent is a subsidiary or affiliate and the name of the parent organization
- state where the Respondent is incorporated or otherwise organized to do business
- federal taxpayer identification
- name and title of person who will sign the contract
- name and title of person responsible for responding to questions regarding the proposal, with telephone number, facsimile number, and email address

Describe the Respondent's corporate background as it relates to projects similar in scope and complexity to the project described in this RFP.

If the proposal includes the use of Subcontractors, include a similar description of the Subcontractor's corporate background.

Include at least three (3) references for projects performed within the last five (5) years that demonstrate the Respondent's ability to perform the required RFP services. Include contract dates and contact parties, with address, telephone number, and email, if available. If the work was performed as a Subcontractor, the Respondent must describe the scope of subcontracting activities.

### **Key Personnel**

Identify and describe the Respondent's proposed labor skill set and provide resumes of all proposed key personnel (as defined by the Respondent). Resumes must demonstrate experience germane to the position proposed. Resumes must list any relevant professional designations for

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<sup>1</sup> RIM program requirements include purging records and non-record information based on current business requirements and the retention requirements found in ERCOT's Records Retention Schedule.

key personnel identified by Respondent. Resumes should include work on projects cited under the Respondent's corporate experience, and the specific functions performed on such projects.

#### **Section 4 – Methodology and Services Approach**

Describe the Respondent's methodology for providing the deliverables identified in Section 2. Include a proposed project schedule, illustrating start and finish dates of the terminal and summary elements identified in Section 2 or proposed by the vendor.

#### **Section 5 – Assumptions**

State any business, economic, legal, or practical assumptions that underlie the Respondent's Business Proposal.

#### **Section 6 – Appendices**

Include any appendices to the Respondent's Business Proposal.

#### **Section 7 – Vendor Information and Other Required Forms**

Respondents must complete the following required forms:

- Nondisclosure Statement
- Complete ERCOT's on-line registration portal through Zycus, our supplier management system, at <https://zsn.zycus.com/guest/genericRegister/ELE462>.
  - To create a new account click on "Register" and complete the fields under "Register with our Supplier Network". You will receive an email from Zycus Notification. Please click on the activation link to activate your account.
- If the anticipated contract value with ERCOT is equal to or >\$250,000.00, the Respondent must include the two (2) most recent two (2) years' audited financial statements (include unaudited statements if supplier is unaudited). Publically-held companies must include or provide a link to the most recent Forms 10-K and 10-Q filings.

### **3.9.2. Part 2 – Cost Proposal**

The Cost Proposal must be based on the Scope of Work described in Section 2. This section should include any business, economic, legal, or practical assumptions that underlie the Cost Proposal. Respondents may separately identify cost-saving and cost-avoidance methods and measures and the effect of such methods and measures on the Cost Proposal and Scope of Work.

Respondents must utilize the Bill of Material (BOM) Template included as an attachment to the RFP. Cost Proposals must be comprehensive, including complete line item discount proposals. However, Respondents may propose optional cost proposals if such proposals are more cost effective (i.e., time and materials cost structure, etc.) for ERCOT.

Each group must include the following column headings or fields:

- Group Name
- Part Number (P / N)
- Part Description
- Type
  - Hardware
  - Software (Licensing)
  - Hardware Support (Maintenance)
  - Software Support (Maintenance)
  - Special Discounts (such as one-time discounts, trade-in allowances, maintenance costs waivers, conference tickets and / or others)
  - Implementation Services (initial install and setup)
  - Professional Services
- Unit List Price

- Unit Negotiated Price
- Discount Percentage Off List

#### Professional Services

ERCOT seeks time and material proposals for professional services. Any Professional Service fees must include a work breakdown schedule or itemized cost breakdown that clearly defines the level-of-effort necessary to support the proposed costs.

#### System and Licensing Upgrade Costs

The respondent will specify the minimum discounts off list prices to be applied to all future hardware and software upgrades and any premiums that are applied to hardware and software upgrades relative to the cost of the same component or software title being purchased as part of the initial system.

The respondent shall offer methods of payment and all relevant payment terms. The cost proposal BOM should be provided in editable (i.e. unprotected Excel) electronic format.

### **3.9.3. Multiple Responses**

A Respondent may submit more than one proposal, including a joint proposal with one or more Respondents.

### **3.10. Joint Proposals**

Two or more companies may join together and submit a joint proposal in response to this RFP. A joint proposal must completely define the responsibilities each company proposes to undertake. Also, the joint proposal must designate a primary Respondent who will be responsible for the delivery of all goods, services, and requirements as specified in the RFP, and a single authorized official from the primary Respondent to serve as the sole point of contact between ERCOT and the joint proposers. Any contract resulting from a joint proposal must be signed by an authorized agent or officer of each company. Each company included in the submission of a joint proposal will be jointly and severally liable during the term of the contract.

## **4. Evaluation**

### **4.1. Evaluation of Proposals**

ERCOT will select the successful vendor through an internal evaluation process. ERCOT will consider capabilities or advantages that are clearly described in the proposal, which may be confirmed by oral presentations, site visits, or demonstrations, if required, and verified by information from reference sources contacted by ERCOT. ERCOT reserves the right to contact individuals, entities, and organizations that have had dealings with the Respondent, or staff proposed for this effort, whether or not identified in the proposal.

### **4.2. Evaluation Criteria**

The primary criteria for evaluating the proposals as they relate to this RFP are:

1. the vendor's responsiveness to ERCOT's RFP
2. the vendor's experience and qualifications
3. the vendor's ability to meet the scope and requirements set forth in Section 2
4. the vendor's fees, cost structure, and best value to ERCOT

### **4.3. Oral Presentations and Site Visits**

ERCOT may, at its sole discretion, request oral presentations, site visits, and/or demonstrations from one or more Respondents. ERCOT will notify selected Respondents of the time and location for these activities, and may supply agendas or topics for discussion. ERCOT reserves the right to ask additional questions during oral presentations, site visits, and/or demonstrations to clarify the scope and content of the written proposal, oral presentation, site visit, or demonstration.

### **4.4. Discussions with Respondents**

ERCOT may, but is not required to, conduct discussions and negotiations with all, some, or none of the Respondents for the purpose of obtaining the best value for ERCOT.