

## Attachment 11 B, Part 2 – Examples of Procurement Scenarios – Cloud Solution

The following are examples of possible procurement scenarios and associated requirements for purchases of Cloud Solutions from Lot 3.

### Section 1. PROCUREMENT SCENARIOS

#### 1.1 RFQ INVOLVING SIMPLE CLOUD SOLUTION

Authorized Users should use this scenario when:

- the Authorized User can identify the Cloud Solution it wants to purchase; or
- the Cloud Solution that meets the Authorized User’s needs is standard and does not require customization.

For example, an Authorized User needs to procure a specific SaaS (Software as a Service) Product.

For example, an Authorized User needs to procure petaflop (a unit of computing speed equal to 10<sup>15</sup> floating point operations per second) capable computing for a period of one (1) year with 100 petabytes hot storage and 1,000 petabyte cold storage for real time modeling. The system must be Linux based with daily back-up to cold storage, with an uptime requirement of 99.9% during 8:00 am – 4:00 pm EST Monday through Friday, and 95% uptime during all other times. The Cloud Solution Manufacturer may not be as important as the total cost paid for similar quality. The Authorized User may choose to solicit all Manufacturers and Resellers within Lot 3 to get the absolute lowest price for these devices.

RFQ Involving Simple Cloud Solution without Implementation Services	
Lots Involved	Lot 1 – Software, Lot 2 – Hardware, and Lot 3 – Cloud
Minimum Requirements	Authorized User must include Minimum Requirements such as: <ul style="list-style-type: none"> <li>• Description of Cloud Solution</li> </ul>
Templates to Use	<ul style="list-style-type: none"> <li>• RFQ – Cloud Solution</li> <li>• Cloud Solution RFQ Financial Response</li> </ul>
Contractor Pool for Procurement	<ul style="list-style-type: none"> <li>• All Manufacturers and all of their approved Resellers in Lot 3 OR</li> <li>• Specific Manufacturer and all of their Resellers of each Lot <b>only if the Manufacturer has identified five (5) or more Resellers for each applicable Lot (Lots 1, 2, 3, and 4)</b></li> </ul>
Basis for Award (Select Only One)	<ul style="list-style-type: none"> <li>• Lowest Price Meeting Specified Technical Requirements; <b>OR</b></li> <li>• Lowest Price Meeting Specified Technical Requirements and Mandatory Pass/Fail Requirements</li> </ul>

**If the above scenario includes Implementation Services (Lot 4)**, then the Authorized User must complete a Cloud Solutions RFQ, a Cloud Solutions RFQ Financial Response, and select any one of the three Bases for Award. The three Bases for Award are: Lowest Price Meeting Specified Technical Requirements; Lowest Price Meeting Specified Technical Requirements and Mandatory Pass/Fail Requirements; or Best Value with Technical and Financial Score.

#### 1.2 RFQ INVOLVING COMPLEX CLOUD SOLUTION

Authorized Users should use this scenario when:

- the Contractor will have to identify the Cloud Solution that will meet the Authorized User’s needs; or
- the Cloud Solution that meets the Authorized User’s needs will require customization.

For example, an Authorized User needs to procure a client facing platform that will allow clients to enter their PPI, the Data will be stored, and the Authorized User can use the platform to pre-populate the client's forms before their next appointment. The platform must be Windows based with an uptime requirement of 99.9% during 8:00 am – 4:00 pm EST Monday through Friday, and 95% uptime during all other times.

The Cloud Solution described above may cross multiple Lots, and may include Lot 4 – Implementation Services. Authorized Users are reminded that all Products must be based on offerings from Lots 1, 2, 3, and 4.

**Examples of Procurement Scenarios – Cloud Solution**

<b>RFQ Involving Complex Cloud Solution with Implementation Services</b>	
Lots Involved	Lot 1 –Software, Lot 2 – Hardware, Lot 3 – Cloud, and Lot 4 – Implementation
Minimum Requirements	Develop Minimum Requirements. These requirements may include, but are not limited to: <ul style="list-style-type: none"> <li>• Specific and clearly defined work goals</li> <li>• Detailed technical and schedule requirements that are outcome-oriented</li> <li>• Quantitative methods of performance measurement</li> <li>• Clearly defined deliverables and reporting requirements</li> <li>• Financial incentives based on performance</li> <li>• Product life cycle plan for the proposed Cloud Solution including Implementation, continuous operation, and obsolescence/transition</li> </ul>
Templates to Use	<ul style="list-style-type: none"> <li>• Request for Quote – Cloud Solution</li> <li>• Cloud Solution RFQ Financial Response</li> </ul>
Contractor Pool for Procurement	<ul style="list-style-type: none"> <li>• All Manufacturers and all of their Resellers of each Lot OR</li> <li>• Specific Manufacturer and all of their Resellers of each Lot <b>only if the Manufacturer has identified five (5) or more Resellers for each applicable Lot (Lots 1, 2, 3, and 4)</b></li> </ul>
Basis for Award	<ul style="list-style-type: none"> <li>• Best Value with Technical and Financial Score</li> </ul>