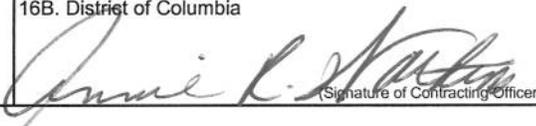


<b>AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT</b>			1. Contract Number	Page of Pages 1 3	
2. Amendment/Modification Number <b>A0007</b>		3. Effective Date <b>6/5/2008</b>	4. Requisition/Purchase Request No.	5. Solicitation Caption <b>SAN Modernization</b>	
6. Issued By: <b>Office of Contracting and Procurement GROUP V 441 - 4th Street, N.W., Suite 700 South Washington, DC 20001</b>			7. Administered By (If other than line 6)		
8. Name and Address of Contractor (No. Street, city, country, state and ZIP Code)			(X) 9A. Amendment of Solicitation No. <b>DCTO-2008-R-0083</b>	9B. Dated (See Item 11) <b>April 18, 2008</b>	
Code _____ Facility _____			10A. Modification of Contract/Order No.		
			10B. Dated (See Item 13)		
11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS					
<input checked="" type="checkbox"/> The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers <input checked="" type="checkbox"/> is extended. <input type="checkbox"/> is not extended. Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods: (a) By completing Items 8 and 15, and returning <u>2</u> copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or fax which includes a reference to the solicitation and amendment number. FAILURE OF YOUR ACKNOWLEDGEMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by letter or fax, provided each letter or telegram makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.					
12. Accounting and Appropriation Data (If Required)					
13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14					
A. This change order is issued pursuant to: (Specify Authority) The changes set forth in Item 14 are made in the contract/order no. in item 10A.					
B. The above numbered contract/order is modified to reflect the administrative changes (such as changes in paying office, appropriation date, etc.) set forth in item 14, pursuant to the authority of 27 DCMR, Chapter 36, Section 3601.2.					
C. This supplemental agreement is entered into pursuant to authority of:					
D. Other (Specify type of modification and authority)					
E. IMPORTANT: Contractor <input type="checkbox"/> is not, <input type="checkbox"/> is required to sign this document and return _____ copies to the issuing office.					
14. Description of amendment/modification (Organized by UCF Section headings, including solicitation/contract subject matter where feasible.)					
<b>PROPOSAL DUE DATE CHANGED FROM: JUNE 9, 2008 at 2:00 p.m. TO JUNE 16, 2008 at 2:00 p.m.</b>					
<b>CLARIFICATIONS, CHANGES AND CORRECTIONS TO SUBJECT SOLICITATION ARE SET FORTH ON THE ATTACHED</b>					
Except as provided herein, all terms and conditions of the document referenced in Item (9A or 10A) remain unchanged and in full force and effect					
15A. Name and Title of Signer (Type or print)			16A. Name of Contracting Officer <b>ANNIE R. WATKINS</b>		
15B. Name of Contractor		15C. Date Signed	16B. District of Columbia		16C. Date Signed
(Signature of person authorized to sign)					<b>6/6/08</b>
			(Signature of Contracting Officer)		

GOVERNMENT OF THE DISTRICT OF COLUMBIA  
OFFICE OF CONTRACTING AND PROCUREMENT



June 6, 2008

**TO: ALL PROSPECTIVE OFFERORS**  
**SUBJECT: Solicitation No. DCTO-2008-R-0083**  
**SAN Modernization**

**AMENDMENT NO. A0007**

**PROPOSAL DUE DATED CHANGED FROM: June 9, 2008 at 2:00 p.m.**  
**TO: May 16, 2008 at 2:00 p.m.**

Clarifications, changes and corrections to subject solicitation are set forth below:

1. Section B Delete section B in its entirety and replace with Attachment B.

Only one (1) copy of this amendment is being sent to offerors. Sign and attach a copy of the amendment to each copy of your proposal submitted to the District, and return to the address listed above. In the event your proposal has been previously deposited, submit this amendment by sealed envelope, identified on the outside by solicitation number and proposal closing date.

This amendment, together with your proposal, must be received in this office prior to the time set for receipt of proposals.

Revisions or price changes occasioned by this amendment must be received in this office prior to the submission date set for receipt of proposals.

FAILURE TO ACKNOWLEDGE RECEIPT OF THIS AMENDMENT MAY BE CAUSE FOR REJECTION OF YOUR OFFER.

  
Annie R. Watkins  
Contracting Officer

This amendment is acknowledged and is considered a part of the offer.

\_\_\_\_\_  
Signature of Authorized Representative

\_\_\_\_\_  
Title

\_\_\_\_\_  
Name of Firm

\_\_\_\_\_  
Date

## QUESTIONS FROM PROSPECTIVE OFFERORS

1Q. "The previous to Question 1 (1A), seems to indicate that OCTO only wants pricing for just the 225TB of Tier 1 Storage (which would encompass the Year 3 Requirements for BOTH sites for Tier I). This contradicts the original RFP Requirement listed under Section C.4.4 (Page 9) which stated: "Assume a starting capacity of 225 TB per site (450TB total). ...". What is the desired total capacity OCTO would like the vendors to propose across all Tiers?"

**1A. 225TB of usable space is the entire requirement, not for each data center (i.e.: ~110TB per data center).**

2Q. "The answer to Question 2 (2A) indicates that in addition to expecting Tier I storage pricing for Mainframe and Open Systems, OCTO expects pricing for Tier II and Tier III pricing for Open Systems. This seems to contradict the answer provided on this Amendment to question 1. In addition, if Tier II and Tier III pricing is required and only the data on Chart 1A is available, what capacity would you like the vendors to price for Tiers II and III?"

"In essence, we would like OCTO to please clarify the starting useable storage capacity required PER SITE, preferably per tier. If OCTO is unable to give Tier based capacity, at a minimum, please indicate what capacity the pricing for Tiers II and III should be based on beyond Chart 1A."

**2A. We have not provided capacity breakdowns per tier because we do not have that information currently. Therefore, we suggested 100% Tier 1 as an assumption for pricing purposes. Alternatively, vendors may respond with the following breakdown, recognizing that this may not be the actual breakdown:**

**Tier 1: 25% of total  
Tier 2: 40% of total  
Tier 3: 35% of total**

## ATTACHMENT B

### SECTION B: SUPPLIES OR SERVICES AND PRICE

#### B.1 INTRODUCTION

The Government of the District of Columbia, Office of Contracting and Procurement (OCP), in conjunction with the Office of the Chief Technology Officer (OCTO) is seeking to procure a turn key solution between the District and the most qualified Contractor capable of providing to the OCTO, a state-of-the-art system Enterprise Storage Area Network (SAN).

This project and its related tasks include those to purchase, migrate and implement the necessary storage equipment and software to enable the DC government to meet its expectations of growth over the next 3 years. Currently, the District is supported by two datacenters, OCTO Datacenter 2 (ODC2) and OCTO Datacenter 1 (ODC1). Production applications are split between the two sites and all mainframe and certain open systems data is replicated between both sites. OCTO's goal is to replicate all production data between the two sites for ongoing business continuity. The proposed solution should provide for the ability to perform long distance synchronous and asynchronous data replication by upgrading the current ESCON links to Fibre or FICON. The District of Columbia's plans to relocate both ODC1 and ODC2 data centers within the next 2 - 3 years. One data center will remain in the District while the other will be moved within a 50 mile radius. The vendor shall state in their proposals what resources they are willing to provide for the data centers relocation as part of this proposal. Non-disruptive SAN relocation will be favored. The scope of the consolidated storage initiative encompasses all supplies and services necessary to meet OCTO's solution strategy.

#### B.2 CONTRACT TYPE: The District contemplates award of a firm fixed-price contract.

**B.2.1** The District will pay the Contractor through incremental payments following the District's receipt and approval of the deliverables as determined by the Contracting Officer's Technical Representative (COTR). Following the District's receipt and approval of each deliverable, the Contractor shall prepare and submit an invoice to the COTR.

## ATTACHMENT B

### B.3 PRICE SCHEDULE – FIRM FIXED PRICE

#### B.3.1 COMPONENTS OF THE SYSTEM

Line #	Description	Price
CLIN 001	<b>PRELIMINARY PROJECT PLAN:</b> Contractor shall submit a detailed project plan to meet the requirements	
CLIN 002	Hardware delivery to Site 1 – including main systems, accompanying modules, and all necessary accessories	
CLIN 003	Software delivery to Site 1 – all required software media and manuals/ instructions for system operations at the Site	
CLIN 004	Hardware installation at Site 1 – all components connected, powered up, and accessible locally or remotely	
CLIN 005	Software installation at Site 1 – all components installed and functional with no unresolved errors or issues	
CLIN 006	Management software configuration – based on architecture, implementation plan, and other requirements	
CLIN 007	Provisioning space and migration for mainframe data – based on requirements and specs provided by involved groups/agencies	
CLIN 008	Provisioning space and migration for remaining servers – based on requirements and specs provided by involved groups/agencies	
CLIN 009	Final documentation – with sufficient information and clarity for operations to maintain services	
CLIN 010	Hardware delivery to Site 2 – including main systems, accompanying modules, and all necessary accessories	
CLIN 011	Software delivery to Site 2 – all required software media and manuals/ instructions for system operations at the Site	
CLIN 012	Hardware installation at Site 2 – all components connected, powered up, and accessible locally or remotely	
CLIN 013	Software installation at Site 2 – all components installed and functional with no unresolved errors or issues	

**ATTACHMENT B**

CLIN 014	Management software configuration – based on architecture, implementation plan, and other requirements	
CLIN 015	Provisioning space and migration for mainframe data – based on requirements and specs provided by involved groups/agencies	
CLIN 016	Provisioning space and migration for remaining servers – based on requirements and specs provided by involved groups/agencies	
CLIN 017	Site 1 and Site 2 data connectivity – connected and verified with data exchange between Sites	
CLIN 018	Site 1 and Site 2 data replication – software function configured and verified with data replication	
CLIN 019	Final documentation – with sufficient information and clarity for operations to maintain services	
CLIN 020	<b>Technical Support Services:</b> The contractor shall provide all technical support services necessary to ensure systems are functioning properly. Contractor will provide 24 hour / 7 days a week consultation services to OCTO for Base Period of one (1) year from date of award.	
	<b>TOTAL PRICE FOR CLINS 1 - 20</b>	<b>\$</b>

## ATTACHMENT B

### B.3.2 LEASING COMPONENTS OF THE SYSTEM

Line #	Description	Price (Where Applicable)
	<b>PRELIMINARY PROJECT PLAN:</b>	
CLIN 021	Contractor shall submit a detailed project plan to meet the requirements	
CLIN 022	Hardware delivery to Site 1 – including main systems, accompanying modules, and all necessary accessories	
CLIN 023	Software delivery to Site 1 – all required software media and manuals/ instructions for system operations at the Site	
CLIN 024	Hardware installation at Site 1 – all components connected, powered up, and accessible locally or remotely	
CLIN 025	Software installation at Site 1 – all components installed and functional with no unresolved errors or issues	
CLIN 026	Management software configuration – based on architecture, implementation plan, and other requirements	
CLIN 027	Provisioning space and migration for mainframe data – based on requirements and specs provided by involved groups/agencies	
CLIN 028	Provisioning space and migration for remaining servers – based on requirements and specs provided by involved groups/agencies	
CLIN 029	Final documentation – with sufficient information and clarity for operations to maintain services	
CLIN 030	Hardware delivery to Site 2 – including main systems, accompanying modules, and all necessary accessories	
CLIN 031	Software delivery to Site 2 – all required software media and manuals/ instructions for system operations at the Site	
CLIN 032	Hardware installation at Site 2 – all components connected, powered up, and accessible locally or remotely	
CLIN 033	Software installation at Site 2 – all components installed and functional with no unresolved errors or issues	
CLIN 034	Management software configuration – based on architecture, implementation plan, and other requirements	

**ATTACHMENT B**

CLIN 035	Provisioning space and migration for mainframe data – based on requirements and specs provided by involved groups/agencies	
CLIN 036	Provisioning space and migration for remaining servers – based on requirements and specs provided by involved groups/agencies	
CLIN 037	Site 1 and Site 2 data connectivity – connected and verified with data exchange between Sites	
CLIN 038	Site 1 and Site 2 data replication – software function configured and verified with data replication	
CLIN 039	Final documentation – with sufficient information and clarity for operations to maintain services	
CLIN 040	<b>Technical Support Services:</b> The contractor shall provide all technical support services necessary to ensure systems are functioning properly. Contractor will provide 24 hour / 7 days a week consultation services to OCTO for Base Period of one (1) year from date of award.	
	<b>TOTAL LEASE PRICE FOR CLINS 21 - 40</b>	<b>\$</b>

**ATTACHMENT B**

**B.3.3 MANAGED STORAGE SERVICES (HOSTING)**

Line #	Description	Price (Where Applicable)
CLIN 041	<p style="text-align: center;"><b>PRELIMINARY PROJECT PLAN:</b></p> Tour of hosting facility for OCTO team	
CLIN 042	Preliminary Project Plan: Contractor shall submit a detailed project plan to meet the requirements	
CLIN 043	Provisioning space for mainframe data -- based on requirements and specs provided by involved groups/agencies	
CLIN 044	Provisioning space for remaining servers -- based on requirements and specs provided by involved groups/agencies	
CLIN 045	Final documentation -- with sufficient information and clarity for operations to maintain services	
CLIN 046	Management software configuration -- based on architecture, implementation plan and other requirements	
CLIN 047	Testing of performance and failover capability for hosted environment	
CLIN 048	Migration assistance -- professional services supporting application migration from DC Government systems to hosted facility systems	
CLIN 049	<b>Technical Support Services:</b> The contractor shall provide all technical support services necessary to ensure systems are functioning properly. Contractor will provide 24x7x365 support services for all hosted equipment and software per requirements listed in C.5.	
	<b>TOTAL FOR MANAGED SERVICES / HOSTING PRICE FOR CLINS 41 - 49</b>	<b>\$</b>

**ATTACHMENT B**

**B.3.4 COMBINATION OF PURCHASE, LEASING AND HOSTING SERVICES FOR SAN SYSTEM**

Line #	Description	Price (Where Applicable)
CLIN 050	<b>PRELIMINARY PROJECT PLAN:</b> Contractor shall submit a detailed project plan to meet the requirements	
CLIN 051	Hardware delivery to Site 1 – including main systems, accompanying modules, and all necessary accessories	
CLIN 052	Software delivery to Site 1 – all required software media and manuals/ instructions for system operations at the Site	
CLIN 053	Hardware installation at Site 1 – all components connected, powered up, and accessible locally or remotely	
CLIN 054	Software installation at Site 1 – all components installed and functional with no unresolved errors or issues	
CLIN 055	Management software configuration – based on architecture, implementation plan, and other requirements	
CLIN 056	Provisioning space and migration for mainframe data – based on requirements and specs provided by involved groups/agencies	
CLIN 057	Provisioning space and migration for remaining servers – based on requirements and specs provided by involved groups/agencies	
CLIN 058	Final documentation – with sufficient information and clarity for operations to maintain services	
CLIN 059	Hardware delivery to Site 2 – including main systems, accompanying modules, and all necessary accessories	
CLIN 060	Software delivery to Site 2 – all required software media and manuals/ instructions for system operations at the Site	
CLIN 061	Hardware installation at Site 2 – all components connected, powered up, and accessible locally or remotely	
CLIN 062	Software installation at Site 2 – all components installed and functional with no unresolved errors or issues	
CLIN	Management software configuration – based on architecture,	

**ATTACHMENT B**

063	implementation plan, and other requirements	
CLIN 064	Provisioning space and migration for mainframe data – based on requirements and specs provided by involved groups/agencies	
CLIN 065	Provisioning space and migration for remaining servers – based on requirements and specs provided by involved groups/agencies	
CLIN 066	Site 1 and Site 2 data connectivity – connected and verified with data exchange between Sites	
CLIN 067	Site 1 and Site 2 data replication – software function configured and verified with data replication	
CLIN 068	Final documentation – with sufficient information and clarity for operations to maintain services	
CLIN 069	<b>Technical Support Services:</b> The contractor shall provide all technical support services necessary to ensure systems are functioning properly. Contractor will provide 24 hour / 7 days a week consultation services to OCTO for Base Period of one (1) year from date of award. (Section C.5.2)	
	<b>TOTAL FOR COMBINATION OF PURCHASE, LEASING AND HOSTING SERVICES PRICE FOR CLINS 50 - 69</b>	<b>\$</b>

**ATTACHMENT B**

**B.3.5 OPTION PERIOD ONE (1)**

LINE #	OPTION PERIOD ONE MAINTENANCE AND SUPPORT	PRICE
CLIN 070	<b>Technical Support Services:</b> The contractor shall provide all technical support services necessary to ensure systems are functioning properly. Contractor will provide 24 hour / 7 days a week consultation services to OCTO for one (1) year. (Section C.5.2)	\$

**B.3.6 OPTION PERIOD TWO (2)**

LINE #	OPTION PERIOD TWO MAINTENANCE AND SUPPORT	PRICE
CLIN 071	<b>Technical Support Services:</b> The contractor shall provide all technical support services necessary to ensure systems are functioning properly. Contractor will provide 24 hour / 7 days a week consultation services to OCTO for one (1) year. (Section C.5.2)	\$

**B.3.7 OPTION PERIOD THREE (3)**

LINE #	OPTION PERIOD THREE MAINTENANCE AND SUPPORT	PRICE
CLIN 072	<b>Technical Support Services:</b> The contractor shall provide all technical support services necessary to ensure systems are functioning properly. Contractor will provide 24 hour / 7 days a week consultation services to OCTO for one (1) year. (Section C.5.2)	\$

**B.3.8 OPTION PERIOD FOUR (4)**

LINE #	OPTION PERIOD ONE MAINTENANCE AND SUPPORT	PRICE
CLIN 073	<b>Technical Support Services:</b> The contractor shall provide all technical support services necessary to ensure systems are functioning properly. Contractor will provide 24 hour / 7 days a week consultation services to OCTO for one (1) year. (Section C.5.2)	\$

	<b>TOTAL PRICE FOR RFP</b>	\$
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