

APPENDIX 2

Evaluation Scoring Compute and Storage

	Tenderer A	Tenderer B	Tenderer C	Tenderer D	Tenderer E	Tenderer F
Total Lot Price (£)	£2,535,148.00	£3,882,268.08	£1,881,001.55	£1,556,368.40	£1,465,000	£1,539,044.28
Quantitative Price Score	57.78%	37.73%	77.88%	94.13%	100%	95.18%
Weighted Price Score (out of 60)	34.67	22.64	46.73	56.48	60	57.11
Total (100 in %)	70.11%	56.98%	Not Passed	95.52%	99.04%	94.39%

Requirement	Score weighting	Tenderer A Score	Tenderer B Score	Tenderer C Score	Tenderer D Score	Tenderer E Score	Tenderer F Score
A combined compute and storage solution based on a Hyperconverged (HCI) or hybrid HCI/SAN solution over 2 active/active datacentre sites. The solution must be able to accommodate the existing virtual estate (approximately 1,400 virtual machines) plus provide sufficient "headroom" to also accommodate that part of the Lewisham Homes estate that may be migrated onto this solution in future. As well as all hardware components, the solution must provide all software components and licensing costs plus technical and hardware support costs for a 5-year period. Installation and configuration costs must also be included. The solution should include or detail additional any connectivity requirements that may be needed e.g. Network or SAN switches, SFPs etc. and the number of ports required. The solution should also state any specific network requirements e.g. Layer 2, Layer 3, Spanned VLANs, additional network links etc.	Pass/Fail	Pass	Pass		Pass	Pass	Pass
A high performance, cost-effective and creative proposal is required. The solution has to meet the performance requirements for our current usage as outlined in the background information we have provided and allow for improvement to meet future growth as a minimum. Please provide details to show how you approach this for different data types, for example SQL, Exchange and unstructured data (file shares). Include details of regular service and performance reviews	15	12	12	0	15	15	15
The provider will install and configure the hardware and software components	Pass/Fail	Pass	Pass		Pass	Pass	Pass
The solution must allow migration of virtual machines from our existing virtualization platforms of VMWare ESXi (6.5 and 5.5) and Hyper-V. The existing virtualization platforms support mostly Windows operating systems but also various flavours of Linux. There are also Dell/EMC Unity VSA vNAS appliances that will need to be migrated.	Pass/Fail	Pass	Pass		Pass	Pass	Pass
The solution must fully accommodate our existing server estate with an allowance for annual growth over the next 5 years (estimated 5% per annum) and allow all services to run from a single datacentre in the event of a disaster	Pass/Fail	Pass	Pass		Pass	Pass	Pass

The solution must be scalable (both up and down) to accommodate future requirements. It may become necessary to add further compute and/or storage in future. Pricing should be fixed from the outset for the duration of the 5-year term. The Potential Provider must explain how the solution will be scaled and be upgraded to the future growth requirements as above, and also scaled down if necessary.	Pass/Fail	Pass	Pass		Pass	Pass	Pass
Recommendations are requested as to the use of tiered storage, which may be required.	5	5	5	0	5	5	5
The data stored on each site must be replicated to the other site. The Potential Provider should give detail of data/Virtual Machine replication between sites, including the choices of replication available e.g. synchronous versus asynchronous replication.	Pass/Fail	Pass	Pass		Pass	Pass	Pass
The Potential Provider must state clearly how the two sites will offer DR and HA capabilities and what technologies will be used (e.g. replication). The DR element must provide automation in the event of a datacentre outage to start up all required servers/services in the remaining site.	Pass/Fail	Pass	Pass		Pass	Pass	Pass
The solution must be fully redundant across (for example) compute, storage, connectivity and power.	Pass/Fail	Pass	Pass		Pass	Pass	Pass
The solution must allow for micro-segmentation of the network	Pass/Fail	Pass	Pass		Pass	Pass	Pass
A solution that has 'ease of use' features such as single 'pane of glass' that will allow in house staff to train on and operate the solution, including provisioning and allocation of storage. The single pane should also allow lifecycle management of storage and compute hardware and firmware updates as well as server patching and updating. Include details of any optional managed services that may be available such as remote monitoring, firmware/software upgrades and include details of how to access technical resources and updates.	10	8	8	0	10	10	6
The provider must detail how the solution integrates with Rubrik backup software e.g. snapshot capabilities	Pass/Fail	Pass	Pass		Pass	Pass	Pass
The solution should include a 'dial home' functionality to ensure that any issues or impending failures are communicated directly to the vendor's support function.	Pass/Fail	Pass	Pass		Pass	Pass	Pass
The Potential Provider must give details of facilities for on-line expansion of disk volumes/luns and automated balancing of data across original and any new added storage (e.g. additional nodes added).	5	5	5	0	5	5	5
The proposed solution must include a monitoring and performance management suite, to include capacity management and detail any integration there may be with	15	12	12	0	15	15	15

Solarwinds monitoring tools or Microsoft System Centre Operations Manager (SCOM). The solution must allow for performance, availability and capacity reporting and provide customizable reporting							
The Potential Provider should detail the alerting capabilities of the product (e.g. performance and capacity threshold alerting) and the alerting methods available e.g. email, SMS etc.	8	8	8	0	8	8	8
The Potential Provider should give details of any scripting integration (if any) with powershell	5	5	5	0	5	5	5
The Potential Provider should give details of any enhanced data protection and security features offered, such as data encryption, multi-factor authentication for management etc. Please present any additional Cyber/Security add-ons that may be available.	7	5.6	5.6	0	5.6	5.6	4.2
Information on power usage in KWh must be provided, so that TCO over the 5 Year period can be calculated.	5	4	3	0	4	4	5
Information on rackspace usage in U should be given, so that TCO over the 5 Year period can be calculated.	5	5	3	0	5	5	5
Technical roadmap (response to question 3(b) of Appendix C Further Competition Questionnaire)	5	4	4	0	5	5	5
Sustainability (response to question 3(c) of Appendix C Further Competition Questionnaire)	5	5	5	0	5	5	5
Warranties (response to question 3(d) of Appendix C Further Competition Questionnaire)	5	5	5	0	5	5	5
Reference sites (response to question 3(e) of Appendix C Further Competition Questionnaire)	5	5	5	0	5	5	5
	100	88.6	85.6	0	97.6	97.6	93.2

Weightage (out of 40%)	35.44	34.24	FAIL	39.04	39.04	37.28	
TOTAL SCORE (100 %)		70.11%	56.98%		95.52%	99.04%	94.39%