



Science and Technology Organization
Centre for Maritime Research and Experimentation
La Spezia – Italy



Request For Proposal

Title :

RFP CMRE-25-001

**SUPPORT AND MAINTENANCE OF DELL STORAGE
INFRASTRUCTURE**

Bidding Instructions

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A Bidding Instructions

1 General

This is a Firm Fixed Price deliverable contract in accordance with the STO-CMRE Terms and conditions; Contract award is contingent upon funding availability; Partial bidding is not allowed.

STO-CMRE Standards Terms and Conditions dated July 2016 are applicable to this procurement and can be located on the CMRE website at www.cmre.nato.int/Procurement under General Information.

2 Classification

This Request For Proposal (RFP) is a NATO UNCLASSIFIED document.

3 Definitions

- a. The “Prospective Bidder” shall refer to the entity that has indicated thereon its intention without commitment, to participate in this RFP.
- b. The term “Bidder” shall refer to the bidding entity that has completed a bid in response to this RFP.
- c. The term “Contractor” shall refer to the bidding entity to whom the contract is awarded.
- d. The term “Contracting Officer” designates the official who executes this RFP on behalf of STO-CMRE
- e. “Contracting Officer’s Technical Representative” or “COTR” is the official who is appointed for the purpose of determining compliance of the successful bid, per the technical specifications.
- f. The term “STO-CMRE” shall refer to Science & Technology Organisation – Centre for Maritime Research and Experimentation.
- g. The term “NATO” shall refer to the North Atlantic Treaty Organisation.
- h. The term “days” as used in this RFP shall, unless otherwise stated, be interpreted as meaning calendar days.

4 Eligibility

This RFP is open to governmental or commercial entities :

1. Established in a North Atlantic Treaty Organisation Alliance member nation.
2. Working in the required field and legally authorised to operate in the country or countries in which this contract is to be performed at the time of bidding.
3. All proposed key personnel on this requirement must be citizens of a NATO member nation as described in this RFP.

5 Duration of the Contract

1. The contract awarded shall be effective upon date of award.
2. Period of Performance: from date of award to 31 Dec 2025.

6 Exemption of Taxes

All prices and rates quoted shall be exclusive of any taxes and duties from which STO-CMRE is exempt pursuant to the provisions of "Agreement on the status of the North Atlantic treaty Organization, National Representatives and International Staff" (Ottawa Agreement), Articles IX and X and the Italian law ART. 72 of the D.P.R. 26/10/1972 n. 633 and subsequent modifications.

7 Amendment or Cancellation

STO-CMRE reserves the right to amend or delete any one or more of the terms, conditions, or provisions of the RFP prior to the date set for bid closing. A solicitation amendment or amendments shall announce such action.

STO-CMRE reserves the right to cancel, at any time, this RFP either partially or in its entirety. No legal liability on the part of STO-CMRE shall be considered for recovery of costs in connection to bid preparation. All efforts undertaken by any bidder shall be done considering and accepting, that no costs shall be recovered from STO-CMRE.

8 Bidder Clarification

1. Prospective Bidders should seek clarification at their earliest convenience. Any explanation regarding the meaning or interpretation of this RFP, terms, clause, provision, or specifications, shall be requested in writing from the Contracting Officer. The Contracting Officer must receive such requests for clarification no later than 3 (three) working days prior to the bid closing date.
2. Bidders' conference (if applicable): not applicable.
3. Bidders' site visit (if applicable): not applicable.
4. Information in response to all inquiries / requests for clarification to a prospective bidder shall be furnished to all prospective bidders by e-mail. All addendums and any necessary solicitation amendments shall be incorporated into this RFP. Oral Interpretations shall not be binding.

9 Bid Closing Date

Bids shall be submitted by 09.00 hours, local time, **25 February 2025** . Bids received after the stated date and time, will not be considered.

Send bids via e-mail as an Adobe® .pdf file to: Contracting@cmre.nato.int and cc Registry@cmre.nato.int (See paragraphs 11 & 12)

NOTE: Please DO NOT send your bid to any other e-mail address otherwise your bid may be determined non-compliant with this RFP.

10 Bid Validity

Bids shall remain valid for a period of one hundred and twenty days (120) from the applicable closing date set forth within this RFP. STO-CMRE reserves the right to request an extension of validity. Bidder shall be entitled to either grant or deny this extension of validity. STO-CMRE may consider a denial to extend the validity as a withdrawal of the bid.

11 Content of Proposals

The entire proposal shall be split in 2 proposals :

- a. The Financial proposal containing :
 1. The bidder's full name, address, point of contacts, telephone, and website;
 2. Compliance statement (See Annex 2)
 3. Price Proposal (See Annex 3 for Price proposal).
- b. The Technical proposal containing:
 1. List of items covered by the proposed support and maintenance;

12 Proposal Submission

- a. Proposals shall be submitted electronically in two separate PDF documents; One containing the Technical Proposal and one containing the Financial Proposal, to: Contracting@cmre.nato.int and cc Registry@cmre.nato.int
- b. Email subjects shall include the solicitation information along with company name (for example: RFP-CMRE 25-001_Tech_ABC Inc. / RFP-CMRE-25-001_FIN_ABC Inc.). Allow sufficient time in your submission should you encounter email size challenges.
- c. Price proposals shall be in EURO (€) currency. Proposals may be submitted in other currencies. Comparison of the price proposals will be made in euro; the exchange rate to be used for the purposes of such price comparison will be the NATO exchange rate on the first day of the week of the bid closing date.
- d. Prices shall be on a Firm Fixed Price Basis and include any relevant discount schedule.
- e. No oral bids or oral modifications or telephonic bids shall be considered.
- f. It is the ultimate responsibility of a prospective bidder prior to submission that all proposal submissions are reviewed to ensure they meet the technical, contractual and administrative specifications and that offers meet the limitations and expressed conditions.

13 Late Proposals

- a. It is solely the bidder's responsibility that every effort is made to ensure that the proposal reaches STO-CMRE prior to the established closing date and time. Only if it can be unequivocally demonstrated that the late arrival of the proposal package was the result of NATO staff negligence (mishandling) shall the bid be considered, as long as it is received before an award is made.
- b. A delay in email exchange due to the server or size restrictions does not constitute a delay by NATO.

14 Proposal Withdrawal

A bidder may withdraw their proposal up to the date and time specified for bid closing. Such a withdrawal must be completed in writing, with attention to the STO-CMRE Contracting Officer.

15 Proposal Evaluation

- a. The evaluation of proposals and determination as to the responsiveness and technical adequacy or technical compliance, of the products or services requested, shall be the responsibility of STO-CMRE. Such determinations shall be consistent with the evaluation criteria specified in the RFP.
- b. STO-CMRE is not responsible for any content that is not clearly identified in any proposal package.
- c. Proposals shall be evaluated and awarded based upon the lowest price, technically compliant offer. The following factors are considerations:
 1. Successful administrative submission of bid packages as requested paragraph 11, as listed in this RFP.
 2. Successful determination of Technical Compliance.
 3. Successful cost price criteria (Lowest Price Technical Compliant Offer).
 4. Acceptance of STO-CMRE General Terms and Conditions.

16 Proposal Clarifications

During the entire evaluation process, STO-CMRE reserves the right to discuss any bid with the order to clarify what is offered and interpretation of language within the bid, to resolve in potential areas of concern.

17 Award

- a. STO-CMRE intends to award a firm fixed price contract to the Offeror whose proposal represents the Lowest Priced Technically Compliant offer to NATO. Partial awards will not be considered.
- b. STO-CMRE reserves the right to negotiate minor deviations to the listed General Terms and Conditions to this RFP.

18 Communications

All communication related to this RFP, between a prospective bidder and STO-CMRE shall only be through the nominated STO-CMRE Contracting Officer. Designated contracting staff shall assist the STO-CMRE Contracting Officer in the administrative process. There shall be no contact with other STO-CMRE personnel regarding this RFP. Such adherence shall ensure Fair and Open Competition with equal consideration and competitive footing leverage to all interested parties.

19 Points of Contact

(PLEASE INCLUDE ALL BELOW ON ALL CORRESPONDENCE)

- (a) Ms Laure Briegne, Contracting Officer: Laure.Briegne@cmre.nato.int
- (b) Ms Edlira Llazo, Contracting specialist, buyer: Edlira.Llazo@cmre.nato.int
- (c) Contracting Office: Contracting@cmre.nato.int

B Statement of Work (SOW)

1. Introduction and Background

The STO Centre for Maritime Research & Experimentation (CMRE), located in La Spezia – Italy, is looking to extend support and maintenance for its storage infrastructure located in the CMRE Data Center in La Spezia, Italy.

2. Specifications

The proposal must contain support and maintenance for all the listed items for the period between 1 January 2025 and 31 December 2025.

Model	Description	Support Option	Amount	Product Family
D4BD6C25FAF	UNITY 380F DPE 25 X 2.5 DELL FLD RCK	PROSUPPORT PLUS 4HR/MC HARDWARE SUPPORT	1	UNIFIED
D4F-2SFXL2-1920	D4F 1.92TB ALL FLASH 25X2.5 SSD	PROSUPPORT PLUS 4HR/MC HARDWARE SUPPORT	8	UNIFIED
D4ODPEKITAF	UNITY 380F DPE INSTALL KIT	PROSUPPORT PLUS 4HR/MC HARDWARE SUPPORT	1	UNIFIED
D4SFP16FAF	UNITY CNA 4X16GB FC SFPs AF	PROSUPPORT PLUS 4HR/MC HARDWARE SUPPORT	1	UNIFIED
458-001-734	APPSYNC BSC FOR UNITY 300F/350F/380F=IC	ProSupport Plus MC Software Support	1	STORAGE MANAGEMENT
458-002-526	UNITY AFA BASE SOFTWARE=IC	ProSupport Plus MC Software Support	1	UNIFIED
458-002-628	STORAGE M+R FOR UNITYXT = IC	ProSupport Plus MC Software Support	1	STORAGE RESOURCE MGMT
458-001-585	RP BASIC FOR UNITY380F/480F/680F/880F=IC	ProSupport Plus MC Software Support	1	RECOVERPOINTS W
<i>D4BD6C25FAF</i>	<i>UNITY 380F DPE 25 X 2.5 DELL FLD RCK</i>	<i>Keep Your Hard Drive for ENT UAF</i>	<i>1</i>	<i>UNIFIED</i>
<i>D4F-2SFXL2-1920</i>	<i>D4F 1.92TB ALL FLASH 25X2.5 SSD</i>	<i>Keep Your Hard Drive for ENT UAF</i>	<i>8</i>	<i>UNIFIED</i>
<i>D4ODPEKITAF</i>	<i>UNITY 380F DPE INSTALL KIT</i>	<i>Keep Your Hard Drive for ENT UAF</i>	<i>1</i>	<i>UNIFIED</i>
<i>D4SFP16FAF</i>	<i>UNITY CNA 4X16GB FC SFPs AF</i>	<i>Keep Your Hard Drive for ENT UAF</i>	<i>1</i>	<i>UNIFIED</i>
851-0170	SWITCH IB QDR 18 PORT 1PS 1U INTEL	Post Standard Support EXT W/4HR HW	1	ISILON
851-0170	SWITCH IB QDR 18 PORT 1PS 1U INTEL	Post Standard Support EXT W/4HR HW	1	ISILON
AVMA1200FG4TD	AVAMAR G4T M1200 SVR FLD INSTL	PROSUPPORT W/NBD- HARDWARE SUPPORT	1	AVAMAR
AVM10GBMCU	AVAMAR G4T QUAD 10GB CU MANF INSTL	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	BACKUP AND RECOVERY
AVM10GBMOPT-SFP	AVAMAR G4T QUAD 10GB OPT+SFP MANF INSTL	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	BACKUP AND RECOVERY
AVMFIELDKITG4TD	AVAMAR G4T FIELD KIT COBRANDED	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	AVAMAR
458-002-385	DATA PROTECTION CENTRAL HIGH=CA	ProSupport Software Support	1	DATA PROTECTION SUITE
<i>AVMA1200FG4TD</i>	<i>AVAMAR G4T M1200 SVR FLD INSTL</i>	<i>Keep Your Hard Drive for ENT DPAD-M</i>	<i>1</i>	<i>AVAMAR</i>
<i>AVM10GBMCU</i>	<i>AVAMAR G4T QUAD 10GB CU MANF INSTL</i>	<i>Keep Your Hard Drive for ENT DPAD-M</i>	<i>1</i>	<i>BACKUP AND RECOVERY</i>
<i>AVM10GBMOPT-SFP</i>	<i>AVAMAR G4T QUAD 10GB OPT+SFP MANF INSTL</i>	<i>Keep Your Hard Drive for ENT DPAD-M</i>	<i>1</i>	<i>BACKUP AND RECOVERY</i>
<i>AVMFIELDKITG4TD</i>	<i>AVAMAR G4T FIELD KIT COBRANDED</i>	<i>Keep Your Hard Drive for ENT DPAD-M</i>	<i>1</i>	<i>AVAMAR</i>

DD9300-CTL	SYSTEM DD9300 CTL NFS CIFS	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	DATADOMAIN
C-10GBTM4P-NF	DD 10GBASE T IO MODULE 4PORT	PROSUPPORT W/NBD-HARDWARE SUPPORT	2	DATADOMAIN
C-10GMOP4P-NF	DD 10GBE IO MOD OPTICAL SFP 4PORT OPTION	PROSUPPORT W/NBD-HARDWARE SUPPORT	2	DATADOMAIN
C-DD9300EXPKIT	DD9300 OPTION - EXPANSION KIT DIMM	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	DATADOMAIN
DDRACK-1PH-DR3	RACK DATA DOMAIN 40U SNGL PHASEDOOR DE	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	DATADOMAIN
R-DS60-4-240S-G3	OPT DS60 SHELF 60X4TB SAS HDD RACK G3	PROSUPPORT W/NBD-HARDWARE SUPPORT	3	DATADOMAIN
456-111-330	FS 800GB 0.8TB RAW=CF	ProSupport Software Support	8	DATADOMAIN
456-111-963	DS60 4TB ACT 60TB RAW=CB	ProSupport Software Support	12	DATADOMAIN
458-001-801	DD BOOST SOFTWARE OPTION=CB	ProSupport Software Support	720	DATADOMAIN
458-001-802	DD REPLICATION SOFTWARE OPTION=CB	ProSupport Software Support	720	DATADOMAIN
458-001-800	DD SOFTWARE=CB	ProSupport Software Support	720	DATADOMAIN
456-109-751	LICENSE BASE DD OE DD9300=IA	ProSupport Software Support	1	DATADOMAIN
DDRACK-1PH-DR3	RACK DATA DOMAIN 40U SNGL PHASEDOOR DE	PROSUPPORT PLUS 4HR/MC HARDWARE SUPPORT	1	DATADOMAIN
R-DS60-4-240S-G3	OPT DS60 SHELF 60X4TB SAS HDD RACK G3	PROSUPPORT PLUS 4HR/MC HARDWARE SUPPORT	3	DATADOMAIN
456-111-330	FS 800GB 0.8TB RAW=CF	ProSupport Plus MC Software Support	8	DATADOMAIN
456-111-963	DS60 4TB ACT 60TB RAW=CB	ProSupport Plus MC Software Support	12	DATADOMAIN
458-001-801	DD BOOST SOFTWARE OPTION=CB	ProSupport Plus MC Software Support	720	DATADOMAIN
458-001-802	DD REPLICATION SOFTWARE OPTION=CB	ProSupport Plus MC Software Support	720	DATADOMAIN
458-001-800	DD SOFTWARE=CB	ProSupport Plus MC Software Support	720	DATADOMAIN
<i>DD9300-CTL</i>	<i>SYSTEM DD9300 CTL NFS CIFS</i>	<i>Keep Your Hard Drive for ENT DD</i>	<i>1</i>	<i>DATADOMAIN</i>
<i>C-10GBTM4P-NF</i>	<i>DD 10GBASE T IO MODULE 4PORT</i>	<i>Keep Your Hard Drive for ENT DD</i>	<i>2</i>	<i>DATADOMAIN</i>
<i>C-10GMOP4P-NF</i>	<i>DD 10GBE IO MOD OPTICAL SFP 4PORT OPTION</i>	<i>Keep Your Hard Drive for ENT DD</i>	<i>2</i>	<i>DATADOMAIN</i>
<i>C-DD9300EXPKIT</i>	<i>DD9300 OPTION - EXPANSION KIT DIMM</i>	<i>Keep Your Hard Drive for ENT DD</i>	<i>1</i>	<i>DATADOMAIN</i>
<i>DDRACK-1PH-DR3</i>	<i>RACK DATA DOMAIN 40U SNGL PHASEDOOR DE</i>	<i>Keep Your Hard Drive for ENT DD</i>	<i>1</i>	<i>DATADOMAIN</i>
<i>R-DS60-4-240S-G3</i>	<i>OPT DS60 SHELF 60X4TB SAS HDD RACK G3</i>	<i>Keep Your Hard Drive for ENT DD</i>	<i>3</i>	<i>DATADOMAIN</i>
<i>DDRACK-1PH-DR3</i>	<i>RACK DATA DOMAIN 40U SNGL PHASEDOOR DE</i>	<i>Keep Your Hard Drive for ENT DD</i>	<i>1</i>	<i>DATADOMAIN</i>
<i>R-DS60-4-240S-G3</i>	<i>OPT DS60 SHELF 60X4TB SAS HDD RACK G3</i>	<i>Keep Your Hard Drive for ENT DD</i>	<i>3</i>	<i>DATADOMAIN</i>
AVMACC10FG4TD	AVAMAR G4T ACCELERATOR 10GB FLD INSTL	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	AVAMAR
AVM10GBMOPT-SFP	AVAMAR G4T QUAD 10GB OPT+SFP MANF INSTL	PROSUPPORT W/NBD-HARDWARE SUPPORT	2	BACKUP AND RECOVERY
AVMFIELDKITG4TD	AVAMAR G4T FIELD KIT COBRANDED	PROSUPPORT W/NBD-HARDWARE SUPPORT	2	AVAMAR
AVMACC10FG4TD	AVAMAR G4T ACCELERATOR 10GB FLD INSTL	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	AVAMAR
458-002-385	DATA PROTECTION CENTRAL HIGH=CA	ProSupport Software Support	1	DATA PROTECTION SUITE
<i>AVMACC10FG4TD</i>	<i>AVAMAR G4T ACCELERATOR 10GB FLD INSTL</i>	<i>Keep Your Hard Drive for ENT DPAD-M</i>	<i>1</i>	<i>AVAMAR</i>
<i>AVMACC10FG4TD</i>	<i>AVAMAR G4T ACCELERATOR 10GB FLD INSTL</i>	<i>Keep Your Hard Drive for ENT DPAD-M</i>	<i>1</i>	<i>AVAMAR</i>
<i>AVM10GBMOPT-SFP</i>	<i>AVAMAR G4T QUAD 10GB OPT+SFP MANF INSTL</i>	<i>Keep Your Hard Drive for ENT DPAD-M</i>	<i>2</i>	<i>BACKUP AND RECOVERY</i>
<i>AVMFIELDKITG4TD</i>	<i>AVAMAR G4T FIELD KIT COBRANDED</i>	<i>Keep Your Hard Drive for ENT DPAD-M</i>	<i>2</i>	<i>AVAMAR</i>
DD6300-34TB	SYSTEM DD6300-12X4 34TB NFS CIFS	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	DATADOMAIN

C-10GBTM4P-NF	DD 10GBASE T IO MODULE 4PORT	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	DATADOMAIN
C-10GMOP4P-NF	DD 10GBE IO MOD OPTICAL SFP 4PORT OPTION	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	DATADOMAIN
C-DD6300EXPKIT	DD6300 OPTION - EXPANSION KIT DIMM SSD	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	DATADOMAIN
456-109-424	LICENSE BASE DD OE DD6300=IA	ProSupport Software Support	1	DATADOMAIN
456-111-330	FS 800GB 0.8TB RAW=CF	ProSupport Software Support	2	DATADOMAIN
458-002-006	DD BOOST/REPLICATION AIO ENABLER=CB	ProSupport Software Support	1	DATADOMAIN
DD6300-34TB	SYSTEM DD6300-12X4 34TB NFS CIFS	Keep Your Hard Drive for ENT DD	1	DATADOMAIN
C-10GBTM4P-NF	DD 10GBASE T IO MODULE 4PORT	Keep Your Hard Drive for ENT DD	1	DATADOMAIN
C-10GMOP4P-NF	DD 10GBE IO MOD OPTICAL SFP 4PORT OPTION	Keep Your Hard Drive for ENT DD	1	DATADOMAIN
C-DD6300EXPKIT	DD6300 OPTION - EXPANSION KIT DIMM SSD	Keep Your Hard Drive for ENT DD	1	DATADOMAIN
456-112-408	DPA SINGLE FED REPORTING SERVER=IA	ProSupport Software Support	1	DATA PROTECTION SUITE
456-113-086	NW 9.2+ DPS CAP ENABLER=CA	ProSupport Software Support	1	DATA PROTECTION SUITE
456-110-556	CLOUDBOOST V2 VM 2TB FOR DPS ENABLER=CA	ProSupport Software Support	1	MAGINATICS
456-112-959	DPS FOR VMWARE 2TB AVE H ENABLER=CA	ProSupport Software Support	2	DATA PROTECTION SUITE
456-112-958	DPS FOR VMWARE AVAMAR H ENABLER=IA	ProSupport Software Support	1	DATA PROTECTION SUITE
456-113-664	DPS FOR VMWARE RP4VM ENABLER=IA	ProSupport Software Support	120	DATA PROTECTION SUITE
456-110-832	DPS FOR VMWARE SOCKETS=IA	ProSupport Software Support	120	DATA PROTECTION SUITE
456-110-835	DPS FOR VMWARE DPSEARCH ENABLER=CA	ProSupport Software Support	1	DATA PROTECTION SUITE
456-110-834	DPS FOR VMWARE DPA ENABLER-C=CB	ProSupport Software Support	1	DATA PROTECTION SUITE
456-112-408	DPA SINGLE FED REPORTING SERVER=IA	ProSupport Software Support	1	DATA PROTECTION SUITE
456-113-086	NW 9.2+ DPS CAP ENABLER=CA	ProSupport Software Support	1	DATA PROTECTION SUITE
456-110-556	CLOUDBOOST V2 VM 2TB FOR DPS ENABLER=CA	ProSupport Software Support	1	MAGINATICS
456-109-974	DPS FOR VMWARE 2TB AVE ENABLER=CA	ProSupport Software Support	1	DATA PROTECTION SUITE
456-109-974	DPS FOR VMWARE 2TB AVE ENABLER=CA	ProSupport Software Support	1	DATA PROTECTION SUITE
456-112-958	DPS FOR VMWARE AVAMAR H ENABLER=IA	ProSupport Software Support	1	DATA PROTECTION SUITE
456-113-664	DPS FOR VMWARE RP4VM ENABLER=IA	ProSupport Software Support	10	DATA PROTECTION SUITE
456-110-832	DPS FOR VMWARE SOCKETS=IA	ProSupport Software Support	10	DATA PROTECTION SUITE
456-110-835	DPS FOR VMWARE DPSEARCH ENABLER=CA	ProSupport Software Support	1	DATA PROTECTION SUITE
456-110-834	DPS FOR VMWARE DPA ENABLER-C=CB	ProSupport Software Support	1	DATA PROTECTION SUITE
456-112-959	DPS FOR VMWARE 2TB AVE H ENABLER=CA	ProSupport Software Support	2	DATA PROTECTION SUITE
458-002-386	DATA PROTECTION CENTRAL MID=CA	ProSupport Software Support	1	DATA PROTECTION SUITE
458-002-386	DATA PROTECTION CENTRAL MID=CA	ProSupport Software Support	1	DATA PROTECTION SUITE
458-002-483	EMC GRANULAR RECOVERY MICROSOFT MID=CA	ProSupport Software Support	2	DATA PROTECTION SUITE
458-002-483	EMC GRANULAR RECOVERY MICROSOFT MID=CA	ProSupport Software Support	10	DATA PROTECTION SUITE
456-112-133	VREALIZE DP EXTENSION 4.0=IA	ProSupport Software Support	1	AVAMAR SW
456-112-962	AVAMAR H 1TB REPLICATION CAPACITY=CA	ProSupport Software Support	200	AVAMAR SW
456-112-133	VREALIZE DP EXTENSION 4.0=IA	ProSupport Software Support	1	AVAMAR SW
456-112-962	AVAMAR H 1TB REPLICATION CAPACITY=CA	ProSupport Software Support	10	AVAMAR SW

ICH-NORM	BASE CHASSIS - NORMAL	ProSupport 4HR Hardware Support	1	ISILON
ICH-NORM	BASE CHASSIS - NORMAL	ProSupport 4HR Hardware Support	1	ISILON
IBEIO-IBQDR	INFINIBAND NIC - 10GBE MIG W/O OPTICS	ProSupport 4HR Hardware Support	6	ISILON
IFEIO-10GBE-B	2X10GBE (SFP+) L/M W/O OPTICS	ProSupport 4HR Hardware Support	6	ISILON
IA200-4T-400G	A200-2.2GHZ/2C/16G+15X4TB SAT/400GB	ProSupport 4HR Hardware Support	1	ISILON
IA200-4T-400G	A200-2.2GHZ/2C/16G+15X4TB SAT/400GB	ProSupport 4HR Hardware Support	1	ISILON
IA200-4T-400G	A200-2.2GHZ/2C/16G+15X4TB SAT/400GB	ProSupport 4HR Hardware Support	1	ISILON
IA200-4T-400G	A200-2.2GHZ/2C/16G+15X4TB SAT/400GB	ProSupport 4HR Hardware Support	1	ISILON
IA200-4T-400G	A200-2.2GHZ/2C/16G+15X4TB SAT/400GB	ProSupport 4HR Hardware Support	1	ISILON
IA200-4T-400G	A200-2.2GHZ/2C/16G+15X4TB SAT/400GB	ProSupport 4HR Hardware Support	1	ISILON
456-111-837	ONEFS BASE LICENSE TIER 4=ID	ProSupport Software Support	1	ISILON
456-111-837	ONEFS BASE LICENSE TIER 4=ID	ProSupport Software Support	1	ISILON
456-111-837	ONEFS BASE LICENSE TIER 4=ID	ProSupport Software Support	1	ISILON
456-111-837	ONEFS BASE LICENSE TIER 4=ID	ProSupport Software Support	1	ISILON
456-111-837	ONEFS BASE LICENSE TIER 4=ID	ProSupport Software Support	1	ISILON
456-111-837	ONEFS BASE LICENSE TIER 4=ID	ProSupport Software Support	1	ISILON
456-111-841	ONEFS CAPACITY LICENSE TIER 4 =CB	ProSupport Software Support	60	ISILON
456-111-841	ONEFS CAPACITY LICENSE TIER 4 =CB	ProSupport Software Support	60	ISILON
456-111-841	ONEFS CAPACITY LICENSE TIER 4 =CB	ProSupport Software Support	60	ISILON
456-111-841	ONEFS CAPACITY LICENSE TIER 4 =CB	ProSupport Software Support	60	ISILON
456-111-841	ONEFS CAPACITY LICENSE TIER 4 =CB	ProSupport Software Support	60	ISILON
456-111-841	ONEFS CAPACITY LICENSE TIER 4 =CB	ProSupport Software Support	60	ISILON
456-112-043	SMARTDEDUPE CAPACITY LICENSE TIER 4 =CB	ProSupport Software Support	60	ISILON
456-112-043	SMARTDEDUPE CAPACITY LICENSE TIER 4 =CB	ProSupport Software Support	60	ISILON
456-112-043	SMARTDEDUPE CAPACITY LICENSE TIER 4 =CB	ProSupport Software Support	60	ISILON
456-112-043	SMARTDEDUPE CAPACITY LICENSE TIER 4 =CB	ProSupport Software Support	60	ISILON
456-112-043	SMARTDEDUPE CAPACITY LICENSE TIER 4 =CB	ProSupport Software Support	60	ISILON
456-112-043	SMARTDEDUPE CAPACITY LICENSE TIER 4 =CB	ProSupport Software Support	60	ISILON
456-112-039	SMARTDEDUPE BASE LICENSE TIER 4=ID	ProSupport Software Support	1	ISILON
456-112-039	SMARTDEDUPE BASE LICENSE TIER 4=ID	ProSupport Software Support	1	ISILON
456-112-039	SMARTDEDUPE BASE LICENSE TIER 4=ID	ProSupport Software Support	1	ISILON
456-112-039	SMARTDEDUPE BASE LICENSE TIER 4=ID	ProSupport Software Support	1	ISILON
456-112-039	SMARTDEDUPE BASE LICENSE TIER 4=ID	ProSupport Software Support	1	ISILON
456-112-039	SMARTDEDUPE BASE LICENSE TIER 4=ID	ProSupport Software Support	1	ISILON
458-001-962	ENTERPRISE BUNDLE TIER 4=ID	ProSupport Software Support	6	ISILON
458-001-963	ENTERPRISE BUNDLE CAPACITY T4 PER TB=CB	ProSupport Software Support	360	ISILON
458-001-969	HDFS FOR ONEFS 0.00	ProSupport Software Support	6	ISILON
458-001-970	SWIFT FOR ONEFS 0.00	ProSupport Software Support	6	ISILON
458-001-971	STIG HARDENING FOR ONEFS 0.00	ProSupport Software Support	6	ISILON
<i>ICH-NORM</i>	<i>BASE CHASSIS - NORMAL</i>	<i>Keep Your Hard Drive for ENT Isilon</i>	<i>1</i>	<i>ISILON</i>
<i>ICH-NORM</i>	<i>BASE CHASSIS - NORMAL</i>	<i>Keep Your Hard Drive for ENT Isilon</i>	<i>1</i>	<i>ISILON</i>
<i>IBEIO-IBQDR</i>	<i>INFINIBAND NIC - 10GBE MIG W/O OPTICS</i>	<i>Keep Your Hard Drive for ENT Isilon</i>	<i>6</i>	<i>ISILON</i>
<i>IFEIO-10GBE-B</i>	<i>2X10GBE (SFP+) L/M W/O OPTICS</i>	<i>Keep Your Hard Drive for ENT Isilon</i>	<i>6</i>	<i>ISILON</i>
<i>IA200-4T-400G</i>	<i>A200-2.2GHZ/2C/16G+15X4TB SAT/400GB</i>	<i>Keep Your Hard Drive for ENT Isilon</i>	<i>1</i>	<i>ISILON</i>

IA200-4T-400G	A200-2.2GHZ/2C/16G+15X4TB SAT/400GB	Keep Your Hard Drive for ENT Isilon 6	1	ISILON
IA200-4T-400G	A200-2.2GHZ/2C/16G+15X4TB SAT/400GB	Keep Your Hard Drive for ENT Isilon 6	1	ISILON
IA200-4T-400G	A200-2.2GHZ/2C/16G+15X4TB SAT/400GB	Keep Your Hard Drive for ENT Isilon 6	1	ISILON
IA200-4T-400G	A200-2.2GHZ/2C/16G+15X4TB SAT/400GB	Keep Your Hard Drive for ENT Isilon 6	1	ISILON
IA200-4T-400G	A200-2.2GHZ/2C/16G+15X4TB SAT/400GB	Keep Your Hard Drive for ENT Isilon 6	1	ISILON
VNX52DPM1210F	VNX5200 DPE 25X2.5 4-600-8 1TNL-FLD INS	Post Standard Support EXT W/4HR HW	1	UNIFIED
FLV42S6F-200	VNX 200GB FAST CACHE 25X2.5 DPE/DAE	Post Standard Support EXT W/4HR HW	6	UNIFIED
GYP3DN3	Isilon A200 Upgrades and Extensions	ProSupport Plus 4HR and Mission Critical Variable	1	
GYP3DN3	Isilon A200 Upgrades and Extensions	Keep Your Hard Drive For Enterprise Variable	1	
HYP3DN3	Isilon A200 Upgrades and Extensions	ProSupport Plus 4HR and Mission Critical Variable	1	
HYP3DN3	Isilon A200 Upgrades and Extensions	Keep Your Hard Drive For Enterprise Variable	1	
	Isilon Software Upgrades and Extensions	ProSupport Plus Mission Critical OneFS Hybrid Software Support-Maintenance Variable	1	
	Isilon Software Upgrades and Extensions	ProSupport Plus Mission Critical OneFS Hybrid Software Support-Maintenance Variable	1	
	Isilon Software Upgrades and Extensions	ProSupport Plus Mission Critical Additional Software Support-Maintenance Variable	1	
	Isilon Software Upgrades and Extensions	ProSupport Plus Mission Critical Additional Software Support-Maintenance Variable	1	
	DataIQ KIT	ProSupport Plus Mission Critical DataIQ Sftwr Spt-Maint Variable	1	

Proposal Content / Checklist

PROPOSAL CONTENT / CHECKLIST

Table of Contents:

- ☐ Bidder's name, address, POC, Contact numbers, email address.
- ☐ Compliance Statement.
- ☐ Technical Proposal (list of items).
- ☐ Financial Proposal
- ☐ Compliance matrix (See Annex 4).

Compliance Statement

COMPLIANCE STATEMENT TO SEALED BID RFP-STO-CMRE-XXX

It is hereby stated that our company has read and understand all documentation issued as part of **RFP-CMRE-25-001**. Our company proposal submitted in response to the referenced solicitation is fully compliant with the provisions of **RFP-CMRE-25-001** and the intended contract with the following exception(s); such exemptions are considered non-substantial to the STO-CMRE solicitation provisions issued.

Clause	Description of Minor Deviation

Company: _____ Signature: _____

Name & Title: _____ Date: _____

Company Bid Reference: _____

Bidder's proposal must be based on full compliance with the terms, conditions and requirements of the RFP and all future clarifications and/or amendments. The bidder may offer variations in specific implementation and operational details provided that the functional and performance requirements are fully satisfied. In case of conflict between the compliance statement and the detailed evidence or explanation furnished, the detailed evidence/comments shall take precedence/priority for the actual determination of compliance. Minor or non-substantial deviations may be accepted. Substantial changes shall be considered non- responsive.

Annex 3: Price Proposal

PRICE PROPOSAL

1. Bidders shall provide an all-inclusive, firm fixed price (FFP) bid for the items described below by filling out the "Total Price" box of the schedule of supplies and prices. A complete description of the specifications can be found in paragraph 2 of the Statement of Work. Partial bidding is not allowed.
2. The prices shall be tax and duty free, DAP CMRE La Spezia, Italy.
3. The prices shall be expressed in Euro.

No	Description/Deliverables	Unit of Issue	QTY	Total Price in €
	SUPPORT AND MAINTENANCE OF DELL STORAGE INFRASTRUCTURE (as per specs at para. 2 of SOW)	lump sum	1	

Authorizing Company Official:

Printed Name: _____

Position: _____

Authorizing Company (Signature): _____

Title: _____

Date: _____

Annex 4: Compliance Matrix

COMPLIANCE MATRIX

Compliance Matrix to STATEMENT OF WORK

Contractor technical proposal will be assessed based on criteria mentioned in the following table. STO-CMRE reserves the right to conduct technical discussions with contractor. Ultimately, companies shall clearly demonstrate by providing unequivocal explanation to where and how it meets the criteria set forth in this solicitation. The Contractor must demonstrate their experience and expertise in the subject matter, in which will be graded in accordance with the Grading Matrix.

No	ITEM	COMPLIANT /NOT COMPLIANT	Bidders Statement of Compliance – Bidder shall specifically reference the information within the proposal (page/paragraph) that demonstrates compliance with the criteria.
1	Technical proposal contains support and maintenance for all the listed items at paragraph 2 “Specifications”, of the SOW		
2	All proposed key personnel on this requirement must be citizens of a NATO member nation		