

State of Colorado Response to Responder Questions

For the

Request for Information on Enterprise Facility for Operational Recovery/Readiness/Response and Transition (eFOR³T) Support Project



September 23, 2005 Revised October 4, 2005





	Responder Questions	State Of Colorado Response
1.	Do you require 6500 sq ft to begin with or do you have an estimated take down schedule?	The State is in the processes of determining its Final square footage requirement. The 6,500 sq ft requested in the RFI is representative of a potential end state. However, responders to this RFI are free to propose a stand up approach which would complement and augment the States transition needs and as Agency transition plans dictate.
2.	Please provide more information on how the 3,500 square feet will be broken down.	The State of Colorado envisions it will require approximately 1,000 sq ft for office space; the remaining sq footage would be allocated to NOC, DOC, and Staging, Minimal Tape and Miscellaneous storage requirements.
3.	Regarding NOC space, please define how many seats you require.	The number of seats required will be based on facility utilization and individual Agency support requirements. However the State envisions a need for three seats at this point in time.
4.	Will the NOC space be a full time solution or just regarding Disaster Recovery?	The primary objective for the NOC will be for DR. However the State plans on utilizing the facility and its equipment for operational support activities as deemed reasonable by the responsible Agency.
5.	Does the 3,500 square feet for office space assume space for State Operations personnel or do you require additional space for them?	See response to Question 2.
6.	Please list all locations that connect to MNT that would also have deployments in the DR facility. Please also include connection speeds, circuit types and termination equipment.	There are over 3000 circuits in the MNT; it is not practical to 'list' them as the MNT is a DPA/DoIT managed network. The proposed DR facility will have either OC-3 or OC-12 Qwest ATM connectivity. The Agency's that use the DR facility will subscribe for the required MNT connections. Since the facility is not yet operational, we do not know which Agency's require deployments.
		For additional information on the State of Colorado's MNT network please see: <u>http://www.mnt.state.co.us/info.html</u>





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7.	Please clarify question 4.5.1. We assume that this is a special security screening process for your employees during a recovery event Is this correct?	The intent of this requirement is to ascertain the responders' ability to provide additional Security services in the event the State required additional support. If responder in planning on managing the facility then the State would expect a level of Security commensurate with State requirements for access control and facility monitoring.
8.	Regarding 4.5.4, Please provide a list of hardware that you would need us to procure?	The States computer hardware requirements vary by Agency and therefore we are unable to provide a specific list of requirements at this point in time. Responders can assume that a majority of the States requirements will be based on Windows and Unix based platforms.
9.	Regarding 4.5.5, Please provide a list of software that you would need us to procure?	The States computer software requirements vary by Agency and therefore we are unable to provide a specific list of requirements at this point in time.
10.	Regarding 4.5.8. Is this a system that you need us to provide or a system that you are providing? If you are providing, please define type of system.	This would be the responsibility of the successful supplier.
11.	Regarding 4.4.3.1.1. Does the voltage requirement of 12KV minimum imply we need to receive power from the utility at primary voltage levels? (Ie, we, rather than the utility, should own the 14.4KV switch gear and 14.4KV to 480V step- down transformer). Will you need	This specification is provided as a baseline only and is not intended to be a mandatory level of service. The intent is to have responders identify other methods and alternatives for meeting an estimated power level. The State has yet to determine it's total power requirements.
	primary (14.4KV) voltage delivered to your space as opposed to secondary (480V)?	The proposed 480v is sufficient. The State would like to informed as to who actually owns the step- down transformer(s) and how many there are servicing the facility. The transformer(s) could be provided by the facility vendor or utility service provider. There is no preferred approach, the key point is how the facilities power delivery and management is delivered and maintained.





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12. Section 4.4.2 The RFI specifies dual tri phase power feeds from separate power grids/sub stations with at least one active feed. While this specification has been a standard specification for production computer sites, it may have less meaning in fully operational co-location facilities. Experience has demonstrated that in major DR situations, especially weather related, both power feeds may be impaired. Further, rapid activation of a standby feed may not be possible. Many co-location facilities have elected to rely on internal generation systems as the primary backup since they tend to be more reliable and cost effective. Would the State reconsider this requirement or perhaps express the requirement for alternative power feed dependencies in terms of days of alternative redundant power supply capacity?	This specification is provided as a baseline only and is not intended to be a mandatory level of service. The intent is to have responders identify other methods and alternatives for meeting primary and redundant power services. Therefore alternative methodologies and strategies for providing primary and redundant power capabilities and/or continuity in service are acceptable.
13. Will proposals without dual power feeds from public power grids be automatically disqualified?	No, but it is imperative that the alternative approach is discussed in detail as to why it offers an equal or better solution.
14. Section 1.0: How much has been funded for this project on July 1, 2005?	Project budget is \$2.5M for the initial startup and operation.
15. Section 1.0: What types of disasters are you preparing for?	The recovery levels are based on the individual business service requirements supported by the various agencies. The primary primes for the DR strategy is to provide a recovery envelope that meets a reasonable and rational recovery expectation given the event scenario.
16. Section 1.0: What are the configurations of the machines and platforms being considered?	The core of the States assets to be located in the DR facility would be standard rack mountable units with a limited number of stand-alones systems.
17. Section 4.4: What address will be used for the Denver City Center?	State Capitol building is to be considered the City center for this requirement.





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18. Section 4.4: Is the 30 miles an approximate number, and if so by how much?	The State will accept facility locations up to 50 Miles from the City Center. However additional consideration will be given to those responders who can provide facility services within the 30 Mile radius.
19. Section 4.4.11: Will the State consider a proposed service location that is more than 30 miles from downtown Denver?	See response to Question 18
20. Section 4.4.11: What are the factors driving the 30 mile mileage requirement?	Location and accessibility by State personnel as needed to support various operational support needs.
21. Section 5.1.2: Is there a weighted/numerical approach to the valuation? If so, please provide that information?	Yes there is a weighted evaluation methodology. However this information will not be made available until after contract award.
22. Item 4.3 – Major objectives include consolidation of the state's disaster recovery service needs. Assuming that the various Colorado agencies have different DR policies / procedures, facilities and states of readiness, who will be responsible for the integration of these disparate elements? The state or the contractor?	The lead Agency will have responsibility for coordination, integration and general governance relating to the facilities State related management and operations. The lead Agency is currently the Colorado Department of State (CDoS)
23. Item 4.4.1 – The RFI calls for a minimum of 6,500 sq ft of raised floor. What is the current total square footage of raised floor across the state's data centers?	The total square footage of raised floor for the referenced 23 Agency's is approximately 25,000 + sq ft.
24. Item 4.4.1 – Does the state require desk space, telephone service, connectivity etc in addition to raised floor?	Yes, all support infrastructures for the State of Colorado to provide continuity of operations, services and support is required.
25. Will the state have a list of vendors that intend to bid on this RFI published on the web site?	No, it is not the intent of the State of Colorado to publish this information.
26. Does the State have a list of potential equipment that would be housed in this new data center?	No, the type of equipment to be placed in the facility varies by agency and in some cases has not yet been identified.





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27. You say that this facility may be used by all 23 state agencies as a consolidation and standardized approach. Does this mean having rack space for their existing equipment and new equipment as well?	Yes, however in many cases new equipment may need to be acquired to support the DR solution.
28. Would the state be open to looking at, or exploring alternative approaches to running an enterprise case for grid computing, which is the connection of heterogeneous computing nodes using self-administering software that makes the nodes function as a single virtual system?	The State has no interest at this time to pursue alternatives such as Grid Computing for addressing its DR needs.
29. Will the state have any plans for using compelling cost-effective means of delivering these services to all 23 state agencies?	The stated purpose of this RFI is to identify solutions that fit within the framework of the States operational envelop while providing world class service at a competitive and reasonable cost.
30. Is the datacenter meant to be Active- Active? Active - Passive?	Yes, this will vary by Agency and will therefore be based on the agency particular needs. However, many of the Agency's plan to actively utilize the equipment with the DR Facility and there is a potential for some primary service hosting.
31. Is the 30 mile radius a real DR environment?	The State has completed a thorough analysis in determining the DR facility location. The State given the type of event(s) which pose potential outage risks as identified in the individual Agency business continuity plans and associated recovery scenarios dictate a recovery strategy that flexible responsive and graded to the expected recovery needs of the various agency's. Based on the recovery event profile the State believes its specified 30 mile radius for the facility location is a reasonable and rational approach for a real DR recovery strategy.





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32. Is the architecture already established?	No, some of the Agency's have established recovery architectures and methodologies in place; others are working through their requirements. This is the primary driver for the phased growth and expansion approach. The intent of the RFI is to also seek support for assisting the State Agency's in their DR architecture development on an as needed basis.
33. Is there an opportunity to consolidate?	The purpose of this project is to establish an <i>enterprise</i> DR Facility service. A key premise to the enterprise strategy is to provide uniformity and consistency in DR facility services for the various State Agency's. The State through the RFI processes is looking to obtain innovative solutions to identifying cost saving opportunities based on solid business practices and technological innovation. The State where and whenever possible will consolidate and structure services to be as cost effective and efficient as possible.
34. Are the servers, storage, and tape backup known?	Not at this time. Each Agency based on their own timing and functional requirements will decide what servers, storage and backup solutions they will require at the DR Facility.
35. Is the State looking at building a DR facility in the future?	There are no current or long range plans at this point in time to construct a DR Facility.
36. Would the State be interested in building a business relationship or partnership based on the outcome of the RFI to create a subscription bundle for all agencies?	Yes, this would be a highly desirable approach to this requirement.
37. What are the initial projected space requirements at start-up given the immediate adoption of the facility by DOS and any other potential agencies?	Immediate Start up requirements would be 1500 sq ft. at a minimum with the balance being made available as demand dictates.
38. What are the initial projected space/power requirements for DOS's specific DR needs?	The RFI is for an enterprise facility which encompasses multiple State Agency's. Therefore, to provide information specific to DoS alone would not be conducive to the overall objective of this RFI.





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39. Does DOS have an architecture in mind for their DR needs and can this and an equipment list be provided to determine detailed facilities requirements?	No, The RFI is for an enterprise facility which encompasses multiple State Agency's. Therefore, to provide information specific to DoS alone would not be conducive to the overall objective of this RFI.
40. Can the State provide a schedule of assets that will be placed in the DR facility for initial use and for projected future use?	Not at this time.
41. What does the DR plan for DOS look like? Can it be shared and used as an example of similar State Agency DR plans?	The DOS DR plan is considered a sensitive and confidential document therefore its content is restricted and unavailable for public disclosure.
42. Does DOS have copies of each agencies DR plans as required in the IT Standards reference document and can these be shared?	No, Agency DR plans are considered sensitive and confidential documents therefore their content is restricted and generally unavailable for public disclosure.
43. What is the estimated State agency adoption rate of the facility, once operational?	This is to be determined by each Agency and is dependent on their individual maturity levels for the establishment of business continuity services.
44. What other agencies have expressed an interest in utilizing this facility and on what timeframes?	There are multiple Agency's planning to utilize the services of this facility. The adoption rate for the remaining Agency's will be determined by their continuity of operations requirements and maturity levels for DR services.
45. Has the State's IT division (DPA/DoIT) indicated their support and adoption of this facility as a component of the overall State's network and IT infrastructure?	Yes
46. Is the demand for dedicated floor space projected to be scalable in incremental amounts over the term of the contract?	This method would be one approach to the enterprise solution.
47. Does the State intend to use any shared risk assets (DOS specific and other State agencies in general) or is it all dedicated?	This will be determined based on individual Agency needs, DR maturity level and requirements for recovery.





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48. What are the projected DR requirements of the other State agencies that were used to validate the need for a facility such as this?	Disaster Recovery capability is a prudent and critical component to the States Continuity of Operations program. The industry best practices applied by the State in ascertaining and developing the individual Agency continuity of operations plans further support and validate the need for a structured and managed facility service.
49. What was used as a model for a typical agency's DR needs for space/power/ services?	Industry Best Practice guidelines, historical assessments and general business practices.
50. What was the model used to estimate 6,500 sq ft as a minimum space requirement?	As specified in the RFI, this is the States best estimate which was derived with input received from the various agencies. The State fully recognizes and discloses the need for further discovery, evaluation, and assessments to better understand its enterprise needs. These disclosed and undisclosed needs are addressed by the requirement for providing a flexible, graded, and expandable enterprise DR facility that utilizes the knowledge and skills available through the DR industry.
51. What is the projected space requirement for the other agencies on average?	This information is not available at this point.
52. Does the State require all dedicated floor space or can a mixture of the data center floor space plus temporary floor space at time of disaster be provided?	The purpose of this RFI is to obtain an IT DR Facility Service, however additional consideration will be given to those providers who can addresses business continuity services in support of recovery operations.
53. What administrative services are envisioned, besides those indicated, that will require the additional 3,500 ft of space?	Please refer to Section 4.4.1 General Facility Requirements of the RFI.
54. Can this facility be utilized by other Quasi-governmental organizations and Higher Education groups?	There is a potential for the services of this facility expanding beyond the initial 23 State Agency's.
55. Does the State envision the need for additional staffing and support capabilities at time of disaster?	Yes. Please refer to Section 4.5 Optional Managed Support Services.





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56. Does the Sate intend on marketing this facility to other agencies and what is the envisioned marketing plan?	No.
57. Can we provide PDF files in our electronic response documents or must all responses be in Word format?	PDF files are acceptable in addition to Word formatted documents.
58. In the State Long Bill Narrative budget for this project, are the projected costs based on a Colo solution model?	No, The objective of the RFI is identifying diverse and innovative cost effective solutions not bound by anyone delivery methodology.
59. In the State Long Bill Narrative budget for this project, is the Operating Expenses cost projections based on the envisioned 6,500 sq ft of space?	Yes, the cost is based 10,000 sq ft Facility infrastructure with 6,500 sq ft of raised floor to support a DR program.
60. In the State Long Bill Narrative budget for this project, what is the % of funds available in the line item "Personal Services" for outsourced IT functions vs. the projected 4 FTE hired by the State?	This information will be made available during oral reviews.
61. Can some of the costs budgeted in the Long Bill Narrative line item "Personal Services" be utilized for Operational costs?	The purpose and objective of the RFI is to determine best business practices for managing the allocations of budgets between personnel and operations support.
62. What percentage of the Operational expenses in FY05-06 is targeted for build-out as opposed to ongoing costs?	The State expects to obtain a cost management strategy from vendor in identifying the best combination of already built/operational costs to future build-out costs.
63. Will the funds encumbered for FY 05-06 be available upon award of contract and is the intent to utilize all available funds as necessary?	Yes.
64. Will the State contract for a full 7 year term as indicated, or is a contract term envisioned for a shorter period with optional extensions?	The strategic plan is to Contract for a period no less then 7 to 10 years with options to renew. However, the State is open to any other options which may provide additional economies of scale.
65. What additional funding sources may be pursued if a solution is adopted that exceeds the projected costs of the project?	This project is a funded line Item and a critical aspect of the State Continuity of operations requirements.





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66.	Is the funding model including additional revenue streams from other agencies DR needs additional DR services an support) or is it solely covering DOS's DR needs and the basic operational costs for the facility?	The initial funding model only covers basic operational infrastructure/facility costs. All participating agencies will be responsible for providing the funds to manage the core operations of their DR solution. As other Agencies decide what capabilities they want to then those additional costs will be addressed within the DR solution profile.
67.	Is the State of Colorado willing to consider sites outside of the metro Denver area from the standpoint that this might provide better disaster protection in case there is a city-wide disaster? If so, would they consider only sites in Colorado, or would they consider sites in other states for maximum disaster protection/recovery?	We are willing to consider all sites; however consideration must be given to the proximity of the agency's primary sites for on-going maintenance. From that aspect we agreed that a radius of $30 +/-$ miles of downtown Denver would be ideal for addressing this requirement.
68.	Does the additional 3500sf of office/NOC space need to be contiguous with the 6500sf of raised floor space? If not, how close does it have to be?	It would be ideal if the office/NOC area were contiguous to the raised floor. If this space were not contiguous, then it would have to be within close proximity preferably within the same building complex. The State Agencies has some specific needs which require physical access to the facility. As with all requirements in the RFI responders are encouraged to provide alternative solutions to meeting the intent of the requirement.
69.	Is the requirement for 200W/SF hard and fast? If not, what is the acceptable minimum power density?	This requirement is a baseline for measuring available service capabilities and to ensure adequate growth in requirements. Responders are free to specify what service level they are able to provide and/or recommend.
70.	What is the level of Mbps of IP traffic that will need to be supported out of this site, trended over time?	The State anticipates dual connections into the new DR Facility. A Gigabit LAN connection and either an OC-3 or OC-12 with Qwest ATM service.
71.	What speed of private line services (OC- 12, OC-48, etc.) are anticipated at this site, if any?	The State anticipates dual connections into the new DR Facility. A Gigabit LAN connection and either an OC-3 or OC-12 with Qwest ATM service.





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72. When requesting "state-wide" connections for supplying DR solutions, can you be more specific, supplying addresses at which the State requires connectivity, and the types of connectivity required?	This 'state-wide connectivity' will be supplied on the State MNT network. This is a DPA/DoIT managed network system.
73. Would the State of Colorado consider a longer term on the lease? (10-15 year lease)	This is an option and will be determined based on the value to the State strategically, tactically and overall cost benefit.
74. Would they consider a management only contract?	The State prefers to receive a turnkey approach; however we are interested in obtaining best in class services and are open to any and all possible approaches a management only proposal is a potential option for the Facility Solution
75. Does customer want raw space to build out or do they want a conditioned space (raised floor) facility?	As long as the States initial facility needs are meet and the build out meets State Stand Up plans for individual Agency transitions into the DR Facility a proposal providing Raw Space with a build out strategy is acceptable.
76. Will customer provide exact specs on the build out?	Yes
77. How would they like to see the build out costs charged? Up front one time payment or recurring charges over the course of the term.	A graded approach to match the State Agency Stand Up requirements would be a good method. However as stated within the RFI and in response to several of the questions. The intent is to obtain the best technical and most cost effective strategy for providing an enterprise DR Service. The State looks to the vendor community to help structure an offering that accomplishes this objective.
78. What is the States vision of growth beyond the initial 10,000 sq. ft.	There is significant potential for growth and there are a number of different scenarios regarding the future growth and utilization of the facility. However, the potential utilization both from a strategic and tactical viewpoint has yet to be explored and developed.





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79. Does the State of Colorado have a Disaster Recovery plan that is publicly available?	No, each Agency is responsible to develop a recovery plan. Detailed plans because of there sensitivity and confidentiality are not publicly available.
80. How is the state going to utilize this space?	As a Disaster Recovery Facility +. Initially, only a small number of Agencies (5) will transition to the facility. Facility utilization will expand as individual Agency plans transition to operational status. Each Agency would be unique as to how they would utilize the space, i.e. totally "cold-site, warm-site- load balancing, data replication, etc."
81. How will the location be staffed? (Staffed all the time / Partial staff)	We are planning on a small core staff (technical) to be on-site during duty hours, with other technical staff from supported Agencies to have access 24 X 7 as the need arose. This requirement is Agency specific and may vary by individual agency service needs.
82. Can the state provide addresses and connectivity needed for each site?	These addresses are considered private and will be handled by State personnel. There are over 3000 circuits in the MNT; it is not practical to 'list' them as the MNT is a State managed network. The proposed DR facility will have either OC-3 or OC-12 Qwest ATM connectivity Agency's that use the DR facility will subscribe for the required MNT connections.
83. For what type of disasters is the state anticipating? (Natural Disaster, Infrastructure Failure, etc.)	All categories and types of disruptions to operations and services. The States approach is graded based on what is considered to be a reasonable and rational approach to recovery given the type of event(s). Again the recovery drivers are specific to each individual agency.
84. How many parking spaces will you require?	75 as stipulated in section 4.4.1 General Facility Requirements, sub bullet 6.
85. What are the physical security requirements for their area?	Please refer to Section 4 of the RFI. Building, fire, access, connectivity. Agencies such as public safety will require "secured access" to their equipment and private networks to meet everyday operational requirements.





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86. If carrier only had partial, but significant, space day one and could grow to the full 10,000 sq. ft. within 6-9 months; would the state look favorably upon this?	As long as the States initial facility and service needs are addressed and met as outlined in the RFI and clarified in response to question 37 then this approach would be acceptable.
87. 4.4.3 Generator certification. What is needed?	The requirement is outlined in the RFI please review Section 4.4.3
88. 4.4.8 What are the states requirements for tape storage and how much space would be needed?	The requirement for the DR Facility will be minimal and restricted to daily operations with staging for offsite storage. One of the primary intents of this requirement is to obtain economies of scale through consolidation of multiple offsite storage and retrieval services. As discussed throughout the RFI the State is seeking innovative cost effective solution for providing a DR capability. There is no requirement for long term tape storage at the proposed facility. The total offsite storage requirement for backup and recovery is unknown at this time, efforts are being made to identify and define this value.
89. 4.4.15 Please define what is meant by <i>"individual agency security areas"</i> .	The intent here to provide adequate separation and security to control access to the individual agency's environment. Therefore the ability to provide a secured sectioned area specific to a single agency is required.
90. Do you have an incoming email size limitation? We think it might be 5 or 6 MB, but wanted to confirm. We want to ensure that we can send our file(s) without difficulty on 10/7. Can will put the response in multiple files such as Section 4, Section 5, if necessary.	The State does have size limitations on incoming mail. The current limitation is set at 10Mb for incoming file sizes. If your file size is greater than 10Mb I suggest segmenting your file into separate sections or using a compression utility such as WinZip to compress you files before transmitting them to the State. Also please send a separate email to <u>dr.queue@sos.state.co.us</u> to confirm your transmittal.
91. Question 57 indicated that we could send the response in .pdf format. Is this in addition to (meaning send both	Regarding your submittal, a pdf and or word version of the RFI response is acceptable.

this in addition to (meaning send both Word and .pdf) or in place of a

Microsoft Word format.





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Proprietary Information that they would like to submit with the RFI. Is	Yes, a separate appendix can be submitted, however, as specified in Section 2.4.2 of the RFI there should be no expectation of confidentiality for any materials provided to the State in response to this RFI.