

# REQUEST FOR QUOTATION

**University of Alaska**  
**Procurement & Contract Services**  
P.O. Box 757940  
Fairbanks, Alaska 99775-7940

**Tel: (907) 474-6018 FAX (907) 474-7720**

NUMBER <b>23Q0057CD</b>	DATE March 31, 2023
THE ABOVE NUMBER MUST APPEAR ON QUOTATIONS AND RELATED CORRESPONDENCE.	

PRICES QUOTED MUST BE F.O.B. DESTINATION

**THIS IS NOT AN ORDER**

DATE & TIME BY WHICH MUST BE RECEIVED <b>April 14, 2023, 2:00 pm AKDT</b>		DELIVERY DATE NEEDED 120 Days ARO		DEPARTMENT UAF GI		REQUISITION NUMBER R0336869		PAGE 1 OF 8	
VENDOR				<b><u>ATTENTION</u></b> PLEASE QUOTE ON THIS DOCUMENT, YOUR BEST PRICE, TERMS AND DELIVERY ON THE ITEMS DESCRIBED BELOW. VENDOR MUST FILL IN BLOCKS 1 THROUGH 9 AND COMPLETE THE QUOTE FORM. RETURN BY EMAIL. RETURN TO→ <b>Email: <a href="mailto:crdavis4@alaska.edu">crdavis4@alaska.edu</a></b>					
EMAIL Solicitation: Vendors are advised to fill out this MS Word document, convert to a PDF file, and return by email.				1. COMPANY NAME, ADDRESS, & PHONE/FAX:     <b>(Vendor response required)</b>					
Submit quotes to → <a href="mailto:crdavis4@alaska.edu">crdavis4@alaska.edu</a>									
3. TERMS		4. SHIPMENT VIA		5. INDICATE DELIVERY DATE		6. OFFICIAL TITLE		DATE	
ITEM	DESCRIPTION			QUANTITY	UNIT	7. UNIT PRICE		8. TOTAL PRICE	
	<b><u>SCOPE:</u></b> THE UNIVERSITY OF ALASKA IS SOLICITING QUOTES FOR: ONE (1) TAPE LIBRARY, AS SPECIFIED HEREIN. <b><u>BASIS OF AWARD:</u></b> AWARD WILL BE MADE IN THE AGGREGATE TO THE LOW, RESPONSIVE, RESPONSIBLE QUOTER. <b><u>F.O.B. POINT: DESTINATION</u></b> PRICES QUOTED <u>MUST</u> BE F.O.B. DESTINATION AND VALID FOR 45 DAYS AFTER SUBMITTAL. THEY MUST INCLUDE ALL COSTS ASSOCIATED WITH SHIPPING, PACKING, AND DELIVERY TO THE F.O.B. POINT. <b><u>EMAILED QUOTATIONS WILL BE ACCEPTED AT:</u></b> <a href="mailto:crdavis4@alaska.edu">crdavis4@alaska.edu</a>							Vendor shall fill out the rate response form & additional information as required.	
				GRAND TOTAL:					
THE ATTACHED TERMS AND CONDITIONS SHALL BECOME PART OF ANY PURCHASE ORDER RESULTING FROM THIS REQUEST FOR QUOTATION.				DIRECT INQUIRIES TO: PROCUREMENT OFFICER <b><u>Carson Davis 907.786.1341</u></b>					
9. BUSINESS CLASSIFICATION: <b>(Vendor response required)</b> ___ SMALL BUSINESS ___ LARGE BUSINESS ___ NON-PROFIT ORGANIZATION ___ FOREIGN SUPPLIER				INDICATE WHICH PREFERENCES YOU QUALIFY FOR: ___ ALASKA BIDDER'S ___ EMPLOYMENT PROGRAM ALASKA PRODUCTS ___ (INDICATE CLASS I, II, OR III)					
___ DISADVANTAGED SMALL BUSINESS ___ DISADVANTAGED LARGE BUSINESS ___ WOMAN OWNED SMALL BUSINESS ___ WOMAN OWNED LARGE BUSINESS				<b>SEE ATTACHED FOR INSTRUCTIONS</b>					

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## REQUEST FOR QUOTATION INSTRUCTIONS

1. Any quotation not meeting the requirements specified below and elsewhere in this Request for Quotation may be deemed non-responsive.
2. The University reserves the right to accept or reject any and all quotations and to waive any informalities in the quotation, and, unless otherwise specified by the offeror, to accept any or all item(s) in the quotation.
3. The Request for Quotation does not obligate the University to pay any costs incurred in the preparation or submission of such quotations, or to purchase or contract for material and/or services.
4. All quotations shall be offered F.O.B. Destination.
5. All equipment quoted shall be new and of the manufacturer's current model unless otherwise specified.
6. Use of a brand name is for the purpose of describing the standard of quality, performance, and characteristics desired and is not intended to limit or restrict competition.
7. Descriptive literature, brochures and/or data must accompany the quote when a substitute, but "equal" is offered. The University of Alaska will be the sole judge in determining "equals" in regard to price, quality, and performance.
8. Samples of items, when requested must be furnished free of expense to the University and if not destroyed by testing, will be returned at the offeror's request and expense immediately following award.
9. Time of proposed delivery must be stated in defined terms. If time varies for different items, the offeror shall so state.
10. In case of error in the extension of prices in the quotation, the unit prices will govern. Written unit prices shall govern over a numeric unit price when both are present or called for by the quote schedule.
11. MULTIPLE, ALTERNATE, OR CONDITIONED OFFERS: Unless specifically allowed, multiple or alternate offers, or quotations conditioned upon receiving award of all or a portion of this and/or another contract shall be deemed nonresponsive and shall be rejected.
12. BASIS OF AWARD: Unless otherwise stated in the Request for Quotation, award will be line in the aggregate to the low responsive and responsible offeror(s) whose quote(s), conforming to all requirements of this Request for Quotation is/are determined to be the most advantageous to the University.
13. ANTICOMPETITIVE PRACTICES: Vendors certify by submittal of their quotation that the prices submitted have been independently arrived at and without collusion.
14. ALASKA BIDDER PREFERENCE: Quotations shall be awarded to a firm that qualifies as an Alaska Bidder if their quotation is no more than five (5) percent higher than the lowest non-resident's quote.
15. STATE CERTIFIED EMPLOYMENT PROGRAMS PREFERENCE: A ten percent (10%) preference shall be applied to quotes received from any state certified employment program.
16. ALASKA PRODUCT PREFERENCE: In the evaluation of the quote, Class I Alaskan products will be given a three percent (3%) preference; Class II products a five percent (5%) preference; and Class III products a seven percent (7%) preference. Offerors claiming this preference shall submit with their quote certification from the State of Alaska to substantiate their claim. Failure to submit such certification will result in no preference being granted.
17. APPLICATION OF PREFERENCE: If both the Alaska bidder's preference or the employment program preference and the Alaska product's preference apply, the procurement officer shall apply either the bidder's preference or employment program preference first and the products preference second.
18. BUSINESS CLASSIFICATION: The University of Alaska offers an equitable opportunity to small businesses and small businesses owned and controlled by the socially and economically disadvantaged, and to women owned businesses. The correct classification shall be entered in the space provided on this document. In the case of tie offers, equal in all terms, these classifications will be used to determine the successful offeror in accordance with University Regulations.
19. Any purchase order issued as a result of this solicitation shall be governed by the [UA Purchase Order Terms and Conditions](#).
20. PROTEST OF SOLICITATION OR AWARD (Small Procurement Solicitation): Any interested party shall attempt to informally resolve a dispute with the responsible Contracting Officer. If unsuccessful, the interested party may protest the solicitation or award. All protests must be filed with the appropriate Contracting Officer as specified in [Board of Regents Policy P05.06.695](#).

#### METHOD OF AWARD STATEMENT

Award will be made in the aggregate to the low, responsive, responsible quoter, pending availability of funding. UA reserves the right to make award to other than the low quote based on ability to deliver or on suitability for the intended purpose should no quotes be received which meet all specifications.

#### DELIVERY

Vendor must indicate in the space provided on the Rate Response Form the time necessary to make delivery after the receipt of an order (ARO).

F.O.B. Final Destination:



University of Alaska  
Butrovich Data Center  
2025 Yukon Drive  
Fairbanks, AK 99775-7320  
Attn: Liam Forbes or John Mitchell or  
Derek Ward

The required delivery date is **120 days After Receipt of Order (ARO)**. Quotes indicating a delivery date later than requested in this RFQ may be considered non-responsive.

**PLEASE INDICATE IN THE SPACE PROVIDED DELIVERY DATE AFTER RECEIPT OF ORDER.**



\_\_\_\_\_ **DATE (Vendor response required)**

#### WARRANTY

Vendor warrants that the items, when delivered, will be new and of the manufacturer's most current model, will be in good working order and will conform to the manufacturer's official published specifications and the technical specification of the RFQ. The University requires that the successful quoter honor all guarantees and warranties offered by the manufacturer. Minimum acceptable warranty is the manufacturer's standard warranty. Manufacturing defects or faulty workmanship discovered during the periods of coverage will require the affected unit or part to be replaced or repaired at no additional cost to the University. Literature specifying the manufacturer's warranty must be provided with your quote.

#### VENDOR AUTHORIZED TO BIND THE MANUFACTURER:

The Vendor must be an Original Equipment Manufacturer (OEM), or an authorized distributor, or a regular dealer with authority to bind the Manufacturer to the terms and conditions of this RFQ. Quoter warrants that the item(s), when delivered, will be new and of the manufacturer's most current model. The Vendor shall be an agent of the manufacturer with authority to make UA the first owner of record and first holder of the Manufacturer's warranty. Substitute warranties, or warranties in lieu of the OEM's warranty are not acceptable. The Vendor must be able to provide upon request written verification from the OEM that a legally binding relationship existed with the Vendor at the time of the quote submittal. Vendors who lack such authority, or who fail to provide written documentation from the OEM in a timely manner when requested shall be considered non-responsive.

#### BRAND NAME(S) OR EQUAL SPECIFICATIONS

The use of a brand name is for the purpose of describing the standard of quality, performance and required characteristics, and is not intended to exclude substantially equivalent products or unnecessarily limit competition. An item shall be considered to be substantially equivalent, or "equal" to a specified product, when in the opinion of the procurement officer, the offered "equal" fulfills the salient characteristics set forth in the purchase description, and the University can reasonably anticipate sufficiently similar quality, capacity, durability, performance, utility and productivity as would be provided by the specified brand name product. The University

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reserves the right to request additional information from the apparent low quoter if an "equal" item is quoted. For the purposes of this solicitation, the Tape Library Manufacturer Brand Names specified are **International Business Machines Corporation (IBM) and Spectra Logic Corporation (Spectra Logic).**

**DESCRIPTIVE LITERATURE**

It is recommended that descriptive literature be submitted with the quote when an "equal" item is offered under a purchase description calling for Brand Name "or equal." Failure to provide descriptive literature which sufficiently details the offer to determine its responsiveness to the solicitation specifications may render the quote non-responsive.

**FEDERAL TAX IDENTIFICATION**

In order to process payment to a potential contractor, UA requires that each quoter provide their Federal Tax Identification below in response to the solicitation.

Tax Identification No: \_\_\_\_\_



Additionally, submit a complete W-9 form with your quote if you have not previously done business with the University. <https://www.irs.gov/pub/irs-pdf/fw9.pdf>

**If your intention is not to quote in response to this RFQ, please return this RFQ stating "No Quote".**

**BRAND NAME OR EQUAL SPECIFICATIONS**

The University of Alaska is seeking quotations for one (1) IBM, Spectra Logic or Equivalent Tape Library for the Research Computing Systems Department of the University of Alaska Fairbanks Geophysical Institute. The Tape Library shall include the required goods and services, and may include the optional and/or additional goods and services as specified herein. **The University requests that Quoters offer pricing in accordance with any applicable Cooperative Agreements, if available.**

**Tape Library Requirements:**

One tape library consisting of the following minimum specifications:

1. Concurrently support at least two types of tape drives:
  - a. minimum quantity 6 existing TS1160 tape drives
  - b. minimum quantity 2 existing LTO 5 tape drives or new LTO 6 or 7 tape drives
2. Capacity for approximately 2,200 tape slots & appropriate licensing to enable them for:
  - a. approximately 1,800 existing 3592 tapes
  - b. approximately 400 existing LTO tapes
3. Redundant tape library components:
  - a. silo controllers
  - b. power feeds
  - c. power supplies
  - d. robotics that move media within the library (hand bots, grippers, etc.)
  - e. any additional configuration options that provide redundancy
4. Reuse / repurpose as much existing equipment as possible. Hardware descriptions including model and serial numbers are provided in Attachment A to this RFQ.

**Delivery & Integration Requirements:**

1. Delivery: FOB Destination within 120 days ARO.
2. Integration: Vendor release for integration with 10 business days after installation.

**Support and Licensing Requirements:**

1. The University will require between one and five years of support services. Identify support costs for years two through five, however include only the first year support cost in the quote pricing.

**Quote Submittal Documentation Requirements:**

1. Description of the tape library and components including performance capabilities and system operations.
2. Physical floor space requirements for proposed solution.
3. Power requirements for proposed solution.
4. Description of support services including methods of support as well as coverage periods and response times.
5. Description of the installation process and migration path from the existing TS3500 tape library to the proposed solution.
6. Description of a future migration path from TS1160 tape drives and JC, JE media to LTO 10 or newer drives and media.
7. Other University customer reference sites running the proposed hardware solution preferably with Versity VSM or Scout as the application level.

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## Additional Requirements:

1. Identify conversion costs of the following UAF Geophysical Institute Research Computing Systems Department-owned components in the proposed solution:
  - a. TS1140 Fibre Channel tape drives (Qty Minimum of 0, Maximim of 6)
  - b. TS1160 Fibre Channel tape drives (Qty 6)
  - c. LTO-5 Fibre Channel tape drives (Qty Minimum of 2, Maximim of 6)

## Trade-In Information:

1. Identify any trade value for existing equipment if the equipment cannot be reused in the proposed solution and after media migration has completed:
  - a. IBM System Storage TS3500 Tape Library with four frames, two service bays, redundant accessors, & Advanced Library Management System software.
  - b. TS1140 Fibre Channel tape drives (Qty 6)
  - c. TS1160 Fibre Channel tape drives (Qty 6)
  - d. LTO-5 Fibre Channel tape drives (Qty 6)

## Optional Goods and Services:

1. LTO-6 Fibre Channel tape drives
  - a. 1 year support cost. Note: Identify support costs for years 2-5, however include only the first year support cost in the proposal pricing
2. LTO-7 Fibre Channel tape drives
  - a. 1 year support cost. Note: Identify support costs for years 2-5, however include only the first year support cost in the proposal pricing
3. LTO-10 Fibre Channel tape drives
  - a. 1 year support cost. Note: Identify support costs for years 2-5, however include only the first year support cost in the proposal pricing
4. Media (identify tape cost at level of per tape):
  - a. 3592 JC tapes
  - b. 3592 JE tapes
  - c. LTO-6 tapes
  - d. LTO-7 tapes
  - e. LTO-10 tapes
5. On-site spares of Customer/Field Replaceable Units (CRU/FRU) or single point of failure components.
6. Customer/administrator training available.

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**QUOTE FORM****QUOTE INFORMATION:**

1. **Delivery:** Required Delivery Date of 120 Days ARO

Indicate Delivery Date: \_\_\_\_\_ or \_\_\_\_\_ Days ARO

2. **Cooperative Agreement:** Indicate Source and Contract Number of any applicable Cooperative Agreement(s):  
\_\_\_\_\_

3. **Quote Attachments:** Confirm attachment of required documentation per Specifications:  
\_\_\_\_\_

4. **Brand Name:** Indicate the Manufacturer and Model of your quoted Tape Library:  
\_\_\_\_\_

**A. REQUIRED GOODS AND SERVICES:**

ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED PRICE
1	Tape library (per specifications)	1	\$	\$
2	Shipping and Delivery, FOB Fairbanks, AK	1	\$	\$
3	Installation Services	1	\$	\$
4	Integration Services	1	\$	\$
5	Services: Hardware Support and Software Support	1	\$	\$
6	Conversion: TS1140 Fibre Channel tape drives	6	\$	\$
7	Conversion: TS1160 Fibre Channel tape drives	6	\$	\$
8	Conversion: LTO-5 Fibre Channel tape drives	6	\$	\$
<b>Total Required Goods and Services: FOB Fairbanks</b>				<b>\$</b>

**B. TRADE-IN GOODS:** Identify any trade value for existing equipment if the equipment cannot be reused in the proposed solution and after media migration has completed:

ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED PRICE
1	IBM System Storage TS3500 Tape Library w/ four frames, two service bays, redundant accessors, & Advanced Library Management System software.	1		
2	Trade-In: TS1140 Fibre Channel tape drives	6	\$	\$
3	Trade-In: TS1160 Fibre Channel tape drives	6	\$	\$
4	Trade-In: LTO-5 Fibre Channel tape drives	6	\$	\$
<b>Trade-In Goods: FOB Fairbanks</b>				<b>\$</b>

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**C. OPTIONAL GOODS AND SERVICES:**

ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED PRICE
1	One Year Support Cost: LTO-6 Fibre Channel tape drives	1	\$	\$
2	One Year Support Cost: LTO-7 Fibre Channel tape drives	1	\$	\$
3	One Year Support Cost: LTO-10 Fibre Channel tape drives	1	\$	\$
4	Media: JC Tapes	3592	\$	\$
5	Media: JE Tapes	3592	\$	\$
6	Media: LTO-6 Tapes	1	\$	\$
7	Media: LTO-7 Tapes	1	\$	\$
8	Media: LTO-10 Tapes	1	\$	\$
9	On-site spares of Customer/Field Replaceable Units (CRU/FRU) or single point of failure components.	Lot	\$	\$
10	Customer / Administrator Training	Lot	\$	\$
<b>Total Optional Goods and Services: FOB Fairbanks</b>				<b>\$</b>

**Payment Discount:**

Indicate the payment discount available dependent upon when the invoices are paid. For example: 1%, Net 30 Days means that a one percent (1%) discount will be applied to the invoice if paid within thirty (30) days of receipt. 2%, Net 15 Days means that a two percent (2%) discount will be applied to the invoice if paid within fifteen (15) days of receipt. Payments shall be 0%, Net 30 unless otherwise specified below.

Payment Discount: \_\_\_\_\_% \_\_\_\_\_Days

Vendor Name: \_\_\_\_\_

Preparers Name: \_\_\_\_\_

**QUOTES MUST BE RECEIVED IN A TIMELY MANNER.****DEADLINES ARE INDICATED ON THE COVER PAGE.****EMAIL QUOTE TO:****[crdavis4@alaska.edu](mailto:crdavis4@alaska.edu)**