

Electronic Health Solutions

REQUEST FOR PROPOSAL

Install and Configure All-Flash SAN storage for RMSRJRC & KTMH Datacenter

RFP Reference Number: RFP-EHS-PROC-27-2022

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Transmittal Letter

Date: 18-SEP-2022

Dear Sir / Madam,

Electronic Health Solutions "EHS" is in the process of tendering "RFP-EHS-PROC-27-2022" to Install and Configure All-Flash SAN storage for RMSRJRC & KTMH Datacenter.

Interested companies are encouraged to submit their technical and financial proposals as per the details provided in this RFP. EHS appreciates your timely and accurate response, meanwhile, shall you have any questions please do not hesitate to contact us.

Procurement Department

Tel: +962 6 580 0461 | Ext. 3050, 3071, & 3067

Email: procurement@ehs.com.jo

Yours sincerely, Electronic Health Solution









Confidentiality Statement

This Request for Proposal (RFP) contains information proprietary to Electronic Health Solutions, hereafter referred to as "EHS". Each recipient is entrusted to maintain its confidentiality. The information contained in this RFP is provided for the sole purpose of permitting the Bidder to respond to the RFP. This information may not be reproduced in whole or in part without the expressed written permission of EHS.

The recipient shall hereby agree to keep all the information in this RFP confidential and shall not, without prior written permission of EHS, disclose this information to any person other than the employees, agents, subcontractors, and advisors who are required in the course of their duties to execute proposal preparation activities. The recipient shall undertake the responsibility that all such persons are informed of the confidential nature of the information.

No recipient of this RFP shall, without the prior consent of EHS, make any public statements to any third parties in relation to this RFP or the subsequent short-listing of any prospective implementer or the subsequent awarding of any order. Unauthorized release of information or public statements will result in immediate disqualification.

Information provided by each Bidder will be held in confidence and will be used for the sole purpose of evaluating a potential business relationship with the respective Bidder's company.

There will be no obligation to maintain the confidentiality of any information that was known to EHS, prior to the receipt of a proposal from the Bidder, or due to becoming publicly known through no fault of EHS, or if received without obligation of confidentiality from a third party owing no obligation of confidentiality to the Bidders.









Company Abstract

Company Profile

Electronic Health Solutions (EHS) was founded in 2009 as a non-profit company. EHS is owned by the main stakeholders in health and technology sectors in the Kingdom including Ministry of Health (MoH), Ministry of Information and Communication Technology (MoICT), Royal Medical Services (RMS), King Hussein Cancer Center, King Hussein Institute for Cancer and Biotechnology, Royal Health Awareness Society and Private Hospitals Association.

Hakeem is Jordan's National Electronic Health Records (EHR) initiative by which the healthcare sector will be computerized. The program was incepted in October 2009.

The company's mandate is to implement Hakeem in public hospitals, Royal Medical Services sites, Universities Hospitals and King Hussein Cancer Center, in addition to healthcare centers including comprehensive clinics and primary clinics.

Vision, Mission, Goals, and Objectives

Vision

Transform and sustain a continuously improving healthcare system in Jordan by leveraging information technology.

Mission

Provide a secure and accessible platform that enables the storing and sharing of electronic patient health records at all healthcare facilities enrolled in Hakeem.

Objectives

EHS main objectives are the following:

- 1- Improve Healthcare
- 2- Reduce the Cost of healthcare services.
- 3- Provide Data for Research and Decision Making

Benefits

- Raising healthcare quality and outcomes by enhancing the accuracy of diagnoses, medication administration, and patient information management;
- Boosting health facilities' efficiency and workflow by saving time and reducing errors in information retrieval;
- Supporting research, scientific studies and, decision-making by supplying the necessary patient data, history and statistics;
- Reducing operating costs by optimizing resource utilization and, preventing lab test repetition.









1. Contact Information

Any questions regarding this RFP shall be directed to the following email address in writing:

Name:	Procurement Department
Company:	Electronic Health Solutions
Address:	King Hussein Business Park, King Abdullah the second street. 4408 Amman 11952
Telephone / Fax:	Telephone +962 (6) 5800461 EXT3050, 3071Fax +962 (6) 5800466
Email:	Procurement@ehs.com.jo

The bidder should receive a response from the procurement department, if not please call the following number +962 79 668 1595 Or Tel: +962 6 5800461 | Ext: 3050, 3071.

2. General Conditions

Upon participation, the bidder agrees to the following:

- 1. All costs incurred by Bidder in the preparation of this proposal shall be borne by the Bidder.
- 2. "EHS" will assume that all statements in writing, made by persons submitting Proposals are true, accurate, complete and, not misleading.
- 3. "EHS" reserves the right to cancel, at any time, this RFP partially or in its entirety. No legal liability on the part of "EHS" for payment of any kind shall arise and in no event will a cause of action lies with any bidder for the recovery of any cost incurred in connection with preparing or submitting a proposal, in response hereto all efforts initiated or undertaken by the bidder shall be done considering and accepting this fact.
- 4. Bidder's proposals shall be based on full compliance with the terms, conditions and, requirements of this RFP and its future clarifications and/or amendments.
- 5. "EHS" shall not be under any obligation to return or save either the original or any copies of any Bidder's Proposals (technical and/or financial), and all documents submitted to "EHS", whether originals or copies, shall be kept or disposed of by "EHS".
- 6. This Request for Proposal doesn't constitute an offer. "EHS" shall not be under obligation to enter into any agreement with any Bidder in connection with this RFP and responses received.
- 7. The Bidder's proposals (technical and financial) shall comply with the laws and regulations of the Hashemite Kingdome of Jordan.
- 8. The Bidder's proposals (technical and financial) shall be compatible with international standards and best practices.
- 9. As a part of the RFP response, the Bidder is requested to fill out the compliance sheet included in this RFP.
- 10. The bidder must include in his technical proposal a detailed Bill of Quantity "BOQ" for all proposed and priced items and services. Accordingly, this should be reflected and included in the financial offer with itemized quoted prices for all proposed items.
- 11. The bidder must commit to providing EHS with the same prices and terms for a period of (1) year starting from the Awarding Letter date for the purpose of Variation Orders
- 12. The quantities requested in this RFP are subject to increase, decrease or, cancellation as per the actual requirements in the awarding date. In case the quantities decrease, the vendor is responsible to install the available materials from the EHS warehouse.
- 13. The prices must include all customs, clearance, shipping, and other fees applicable to deliver the materials to EHS's warehouse.

3. Bidder Qualifications

- Bidder should be a Company registered under the Jordanian Ministry of Industry and Trade for more than <u>three years</u> or represented by a company abiding by the aforementioned condition; otherwise, any international or regional bidder must present the formal documents which prove the financial capacity of the company in addition to its commercial registration documents at the country of origin
- Bidder should have at least three references of similar projects preferably in the health care sector and to be accepted by EHS.
- 3. The Bidder shall have at least 2 live installations with support as of the date of submission of this bid.
- 4. The Bidder shall have specialized and certified engineers with relevant technical certification for at least two engineers.
- 5. The bidder must submit Up-To-Date official documents of registration issued from the Companies Control Department at the Jordanian Ministry of Industry and Trade.
- 6. The bidder shall be an authorized Top Level Partner of the mother company he represents in this bid. An up-to-date valid official letter/certificate from the mother company shall be submitted by the bidder as part of the bidder's qualification documents, to prove the level of partnership for the bidder.
- 7. The bidder must have at least (2) two engineers certified by the mother company for the implementation and technical support of the proposed solution.
- 8. All proposed and supplied equipment\solutions\items\services must be original, brand new (not refurbished) and, licensed by the manufacture (mother company) to be supplied and installed for this project at EHS.
- 9. All proposed and supplied equipment / solution / items / appliances / hardware must be newly manufactured with manufacture valid warranty and support duration for not less than (7) years from the date of delivery. This implies that supplied products must not be obsolete, phased out of production, out of sales, and support.
- All proposed and supplied equipment\solutions\items\services must be original, brand new (not refurbished) and, licensed by the manufacture (mother company) to be supplied and installed for this project at EHS.

The winning bidder is obliged to determine the percentage of maintenance and technical support including spare parts and manpower for the years following the free maintenance duration. This has to be specified clearly in the financial offer for the supplied devices\solutions as per this RFP and will be part of the financial evaluation of the bid.

4. RFP Guidelines

a. RFP Issuance & Submission

Event	Date
RFP distribution to vendors	18-SEP-2022
2. Questionnaire Session	N/A
3. Proposal due date Closure Date	29-SEP-2022

b. Queries and Responses

All inquiries during the questions and answers session (Bidder Conference) if conducted must be documented., Verbal clarifications, inquiries or communication are not permitted, and only written communication is accepted.

c. RFP Acknowledgement

- Award of the contract resulting from this RFP will be based upon the most responsive vendor whose offer will be the most advantageous to "EHS" in terms of cost, functionality, and other factors as specified elsewhere in this RFP.
- 2. Vendor has a period of (5) days to acknowledge and accept the awarding letter with its terms and conditions. Delay of acceptance will yield into consideration of rejection.
- 3. EHS" reserves the right to:
 - a) Accept other than the lowest-priced offer.
 - b) Award a contract on the basis of initial offers received, without discussions or requests for best and final offers.
 - c) Award the RFP contract on a partial basis (i.e. not all requirements requested from a single vendor.)
 - d) Not declare the name of the winning bidder, and awarding details.

d. Proposal Format Requirements

- 1. The financial and technical proposals must be submitted separately. Each proposal must be sent in a separate (PDF) electronic file (PDF) (If the proposal file document size is bigger than 9 Megabyte (MB), you may send the document through a secured file hosting service and an internet-based computer file transfer service company such as Dropbox, WeTransfer, etc.)
- The proposals must be sent to the Procurement Department email namely; (<u>Procurement@ehs.com.jo</u>). A password divided into (3) portions and not to be less than (9) nine digits must be set on the financial offer.
- 3. The passwords must be sent through a text message (SMS) to relevant mobile numbers which will be cellular mobile numbers that will be provided to the bidders at a later stage.
- 4. Pricing must be per site with a breakdown itemized pricing for each item, component, product and services included in the submitted Financial Proposal.

5. The Financial Proposal must specify clearly the compliance with the (5) five years' warranty duration required in the Technical Specification section.

5. RFP Terms & Conditions

a. Evaluation Criteria

- "EHS" will evaluate each response. Responses will be evaluated on many criteria deemed
 to be in EHS's best interest, including but not limited to, technical offering, price, warranty,
 delivery duration, Bidder certification, accreditation, schedule, bidder's capabilities,
 compliance with bonding, and any other factors that "EHS" determine. The order of these
 factors does not denote relative importance.
- 2. "EHS" reserves the right to consider other relevant factors as it deems appropriate in order to obtain the best value.
- 3. This RFP does not commit "EHS" to select any firm, enter into any agreement, pay any costs incurred in preparing a response or procure or contract for any services or supplies. "EHS" reserves the right to request additional information from the bidders whose response meets "EHS" needs and business objectives without requesting such information from all respondents.

b. Rejection of Proposals

"EHS" reserves the right to reject any or all offers and discontinue this RFP process without obligation or liability to any potential Vendor.

c. Proposal Costs and Expenses

No legal liability on the part of "EHS" for payment of any kind shall arise and in no event will a cause of action lies with any bidder for the recovery of any cost incurred in connection with preparing or submitting a proposal. In response hereto all efforts initiated or undertaken by the bidder shall be done considering and accepting this fact.

d. Bid, Performance, Advance payment, and Warranty Bonds

- 1. Unconditional Bid Bond valid for (3) <u>three</u> months with an amount of (JoD 3,000.00) Three Thousand Jordanian Dinar to be renewed automatically must be submitted by every participating bidder.
- 2. Advance payment LG, is to be submitted against any required advanced payment.
- 3. Unconditional Performance Bond for (10%) of the total amount of the awarded value shall be submitted by the winning bidder and within (5) working days from the date of the award. The Performance bond must remain valid for the total duration of the the implementation of the project and until the delivered solution is finally received and accepted by EHS. This Performance Bond will be replaced by the Maintenance LG after items delivered installed and finally accepted duly. The Maintenance Bond will remain valid until the end of the warranty duration. In case the winning bidder fails to submit the performance bond, EHS reserves the right to cancel the contract and liquidate the bid bond without reverting to the bidder.

e. Penalties

In the event, the bidder fails to deliver according to the agreed time (for either the initial agreed delivery date or any of the subsequent delivery dates). The Bidder must pay EHS a delay penalty of (1%) of the total contract amount for each calendar week of delay. The maximum penalty for delays shall not exceed (10%) of the total contract value. The payment or deduction of such penalty shall not relieve the winning bidder from its obligations to complete the services or from any other obligations and liabilities under this bid.

f. Payment Terms

1- Payment terms:

20% Advance Payment against "Advance Payment LG" 20% upon items delivery 20% upon installation or implementation

40% on final EHS acceptance.

In case the winning bidder fails to comply with the "Advance Payment LG" term set for the first payment, hence, the winning bidders will be entitled to receive (40%) of the total contract value after the fulfillment of the delivery and initial receiving conditions "إستلام توريدي set forth in this RFP.

2- Payment currency shall be in Jordanian Dinar (USD and Euro exchange rate will be calculated at the currencies exchange rate issued by Central Bank of Jordan at the payment date).

g. Terms of Delivery

Delivery, Installation and, Implementation within (8-12) Weeks from the date of the purchase order at the EHS HQ offices or any of "Hakeem" Project sites. Final acceptance is required by EHS, and penalties for delays will be imposed as per the condition specified in clause (5.e) of this RFP.

h. Offer Expiry Date

The validity of the Proposal shall be no less than (90) days unless clearly mentioned differently. The prices must remain fixed and valid for (90) days from the date of the invitation for bid closing date and shall be clearly stated in the technical and commercial bids.

6. Financial Compliance Sheet

#	Description	Comply (Yes/No)	Reference in the proposal
1	The bidder shall comply with all points included in the general conditions section	•	99111
2	The bidder shall comply with all points included in the bidder qualifications section	3	Y
3	The bidder shall comply with all points included in the RFP guideline section	\$O'	
4	The bidder shall comply with all points included in the RFP terms and conditions section		

7. Objectives

EHS invites technically complete and commercially competitive bids from reputed bidders for Supply, Installation, Configuration, Testing and Implementation of All-Flash SAN storage in the following Sites:

#	Site	City
1	RMS Main Data Center	Amman
2	RMS DR Data Center	Mafraq

8. Business Requirements

The provided solution must handle the expected growth while delivering new levels of capacity, management efficiency, 99.999% Storage availability, data security and integrity.

This solution must address the following business requirements:

- 1. Provide required equipment for two datacenters; Main and DR sites as per the RFP requirements
- 2. Provide 5 Year Vendor support for offered equipment.
- 3. Training and Knowledge Transfer for EHS team.

9. Submittals

The bidders' proposal shall include the following submittals. Each of the submittals must be on a separate section and must follow the below sequence:

- 1. Company Profile and References for similar projects
- 2. Project team details including engineer's certifications on the proposed solution
- 3. Proposed Solution Description, High-level design, and Detailed design
- 4. Compliance sheets (technical and financial).
- 5. Detailed BOQ (Item, Quantity, support duration)
- 6. Lifecycle for the proposed equipment (End of sale, end of support, end of life)
- 7. Data sheets for all items.
- 8. Installation method statement. (Installation approach)
- 9. Migration and Upgrade Plan (Where applicable)
- 10. Project Management Methodology
- 11. Project Implementation plan.
- 12. Testing Plan
- 13. Backup Procedure
- 14. Training Plan
- 15. Standard Operation Procedure Manual
- 16. Service level agreement (SLA) based on EHS SLA Parameters

10. Solution Technical Specifications

a. SAN Storage Technical Requirements

One SAN storage system per site is required with below technical specifications				
Feature	Description			
Architecture	All Flash Mid-Range Storage or better			
Controllers	Two or more Redundant Active/Active controllers with redundant			
	interconnectivity.			
Protocols	FC, iSCSI or better technology			
Host Ports	Mix of 16Gb/s FC ports AND 10Gb/s ports or better (minimum of 4x16Gb/s FC			
	ports per controller)			
Controllers Cache	Minimum 192 GB total Built in DRAM cache distributed on all controllers			
Features	Snapshots, Replication, Thin provisioning,			
	Global hot spare or equivalent technology,			
	Historic & live performance monitoring, Deduplication and Compression or			
	better data reduction technology with minimum (3:1) data reduction ratio.			
	All features must be with unlimited capacity and enabled from day one,			
	storage solution shall be expandable to 500 TBs without adding extra storage controllers			
Capacity	40 TB Usable capacity after using RAID 6 (or Better data protection			
	technology) before compression and deduplication			
LUNs	Storage array must be licensed to connect the maximum number of host supported by the storage (host group).			
Redundancy	No Single Point of Failure on all storage components			
Compatibility	Offered SAN storage should be compatible with existing host servers listed in			
	"Existing Infrastructure" Section below.			
Industry	The vendor should be listed in the <u>Leaders</u> Magic Quadrant for Primary			
Recognition	storage in 2021.			
Support	5 years Vendor support			

b. SAN Switches Technical Requirements

Two SAN Switch	<u>Two</u> SAN Switches per site are required with below technical specifications				
Feature	Feature Description				
Architecture/ Performance/ Availability:	 Minimum Dual SAN switches shall be configured where each SAN switch shall be configured with minimum of 24 active ports. Should be configured with 16Gb short-wave SFP+ Transceivers. Should have auto-sensing 4, 8, and 16Gb capabilities. Should provide enterprise-class availability features such as redundant and hot pluggable components like power supply and FAN. The switch shall provide Aggregate bandwidth up to 384 Gbit/sec end to end. 				
Intelligent Networking:	 The switch shall be able to support ISL trunk up to 128 Gbit/sec between a pair of switches for optimal bandwidth utilization and load balancing. SAN switch shall support to restrict data flow from less critical hosts at preset bandwidths. It should be possible to isolate the high bandwidth data flows traffic to specific ISLs by using simple zoning. The Switch should be configured with Zoning and shall support ISL Trunking features when cascading more than two SAN switches into a single fabric. 				

Support	5 years Vendor support	
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11. Existing Infrastructure

Offered SAN storage should be able to connect to below listed host servers, any additional hardware or software requirements should be included in offered solution:

RMS Main Data Center:

Server/Blade Enclosure IO Module/HBA		IO Module/	Host OS
		HBA FW ver.	
HPE BladeSystem c7000	2 x HP VC FlexFabric 10Gb/24-Port Module	4.41	N/A
HPE ProLiant BL460c Gen8	HP FlexFabric 10Gb 2-Port 534FLB Adapter	7.13.171.0	Windows Server 2016
HPE ProLiant BL460c Gen8	HP FlexFabric 10Gb 2-Port 534FLB Adapter	7.13.171.0	Windows Server 2016
HPE ProLiant BL460c Gen8	HP FlexFabric 10Gb 2-Port 534FLB Adapter	7.10.39.0	Windows Server 2012 R2
HPE ProLiant BL460c Gen9	HP FlexFabric 10Gb 2-port 536FLB Adapter	7.14.79	Windows Server 2012 R2
HPE ProLiant BL460c Gen10	HP FlexFabric 10Gb 2-port 536FLB Adapter	7.17.19	Windows Server 2012 R2
HPE ProLiant BL460c Gen10	HP FlexFabric 10Gb 2-port 536FLB Adapter	7.17.19	Windows Server 2012 R2
HPE ProLiant BL460c Gen10	HP FlexFabric 10Gb 2-port 536FLB Adapter	7.17.19	Windows Server 2012 R2
HPE ProLiant BL460c Gen10	HP FlexFabric 10Gb 2-port 536FLB Adapter	7.17.19	Windows Server 2012 R2
HPE ProLiant DL380 Gen9	2 x HP Ethernet 10G 2-port 546SFP+ Adapter (ISCSI)	2.42.5044	RHEL 7.9
HPE ProLiant DL380 Gen10	2 x HPE SN1100Q 16Gb 2P FC HBA	1.75.07	RHEL 7.9

RMS DR Data Center:

Server/Blade Enclosure	IO Module/HBA	IO Module/	Host OS
		HBA FW ver.	
Dell/EMC VRTX	N/A	N/A	N/A
Dell/EMC PowerdEdge M630 VRTX	N/A	N/A	Windows Server 2016
Dell/EMC PowerdEdge M630 VRTX	N/A	N/A	Windows Server 2016
Dell/EMC PowerdEdge M630 VRTX	N/A	N/A	Windows Server 2016

12. Service Level Agreement

Bidder must provide maintenance and support for hardware and software for a period of 60 months starting the date of the EHS's final acceptance of the complete works.

On-site labor and parts must also be included.

Vendor response will be measured and monitored using EHS's Service Management tool.

During the Maintenance period, the Bidder must provide the following:

- Preventive maintenance program and provide preventive maintenance scheduled visit every three months.
- Health check report after every preventive visit, Weekly support cases report and Monthly meetings to assess the support cases and support procedures.
- Support methodology and escalation matrix including contact details.
- Manufacturer support for all components.
- The Vendor is responsible for maintaining spare parts to meet the "availability" and "resolution time" targets at no additional cost.
- The Vendor will provide workshops and/or on-site training if necessary or if requested by EHS.
- The Vendor will support, configure and resolve problems whenever needed and/or if requested by EHS.
- The Vendor will commit to providing quality assurance for any major configuration changes whenever requested by EHS. Any change must be done within the EHS change management process.
- The Vendor is responsible for the following support service compliance points:
 - o Firmware updates, patches, and new releases
 - o Provide all related support and required preventive maintenance consultation.
- Support 24/7 for any critical problem
- Deploying new patches released by the manufacturer free of charge upon EHS's demand.
- Assistance to EHS staff for any configuration modification.
- Perform minor and major software upgrades upon request by EHS
- Handle all support requests submitted within or outside working hours without extra charges.
- Maintain a detailed inventory of all equipment, including running OS, Utilization, Configuration, etc...- This inventory should be shared with EHS Team on monthly basis
- All Equipment, software and Licenses should be covered back to back by Vendor support without any exception and EHS should have access to these contracts.
- Actively monitoring alarms, and security alerts, and take actions according to the severity level of the incident.

Incident Management

Severity level will be determined by EHS upon opening each individual support case.

Incidents and issues covered by this contract are to be treated by the bidder according to the case severity based on the following resolution timeline:

• Case Severity 1: Functionality down or there is critical impact to end-user's business operations.

This request should be answered 24/7 with no additional cost for outside working hours. A team should be assigned to work on the issue until it is resolved.

• Case Severity 2: A certain functionality is severely degraded or end-user's business operations are negatively impacted by unacceptable network performance.

This request should be answered 24/7. A team should be assigned to work on the issue until it is resolved.

- Case Severity 3: Functionality is impaired, although most business operations remain functional. This request will be handled only within working hours.
- Severity Level 4: Product Enhancement request or information is required on product capabilities, installation, or configuration. There is little or no impact to End User's business operation

During the resolution of a problem, EHS engineers shall stay informed about the advancement of the resolution process.

Following the completion of any Service, Bidder will provide a report which will be reviewed and confirmed by both parties. The Report shall indicate the exact time at which an intervention began, the equipment that was serviced or replaced, the corrective measures that were taken, and the amount of time needed for the intervention since the manifestation of the problem till functionality is restored.

Insuring and maintaining full, safe and enhanced performance for the Datacenter and any related items, along with all required support and prevention procedures with the following targets:

Severity Level	Response Time	Arrival On Site (Main Site)	Arrival On Site (DR Site)
Severity 1	30 min	90 minutes	3 Hours
Severity 2	1 hour	2 hours	4 hours
Severity 3	8 hours	8 hours	10 hours
Severity 4	12 hours	12 hours	14 hours

- Throughout the execution of the SLA, vendors should not rely on system redundancy as a permanent resolution
- **Response time:** the time it takes to send back an acknowledgement of an issue and commence the process of developing a resolution

Terms and Penalties

Additional hours exceeding the allowable downtime will be subject to penalty. The minimum accepted system availability is 99.999% yearly uptime. Under all circumstances, the "resolution time" must not exceed 24 hours for severity level 3 and 48 hours for severity level 4. In addition, the "response time" and the "arrival on site time" must be met with each Severity Level. The bidder will be subject to penalty if he does not meet the "response time", "arrival on site" and "resolution time". The following table shows all the penalties under this SLA contract.

Penalty condition	Penalty amount per hour JoD			
renaity condition	Severity 1	Severity 2	Severity 3	Severity 4
Failed to achieve 99.99% availability target	400	300	0	0
Failed to achieve "response time"	400	300	100	50
Failed to achieve "arrival on site time"	400	300	100	50
Failed to achieve "resolution time"	0	0	100	50



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