



CITY OF BANGOR

Request for Proposals (RFP)
Enterprise Storage Array Solution-REBID
Proposal No. P26-64

Purchasing Department
73 Harlow Street
Bangor, ME 04401
207-992-4282

Issue Date: June 12, 2026

I. Introduction

This Request for Proposal (RFP) is issued to solicit proposals from qualified vendors for the procurement of an enterprise-grade storage array solution. The solution must meet the technical specifications outlined in this document and support our virtualized infrastructure requirements.

II. General Information

Available at the following web address: www.bangormaine.gov/proposals on the City's website. By submitting a response to this solicitation, the Proposer accepts the responsibility for downloading, reading, and bidding by the terms and conditions set forth in the City's "General Information for Vendors."

In your proposal, please specify whether you currently have, or are in the process of developing, a domestic violence policy. If you do not have such a policy, let us know if you would like to receive a copy of the City of Bangor's policy as a reference.

III. Submission

For consideration, submit the proposal Bid Form (page 6) and all materials requested in Section XI. *Proposal Requirements* electronically or in an envelope via submission methods listed below. The envelope or subject line must be clearly marked as "**Proposal No. P26-46: Enterprise Storage Array Solution-REBID.**"

Submissions must be received by 2:00 P.M. on Wednesday, July 8, 2026.

Submission of documents can be completed by:

- A. **Emailing** to bids@bangormaine.gov; or
- B. **Hand Delivery** to Customer Service, 73 Harlow Street, Bangor, ME; or

- C. **US Post Office** addressed to 73 Harlow Street, Purchasing Department, Bangor, ME 04401 (items must be received by the deadline); or
- D. **All Other Delivery Services** to City of Bangor: Purchasing Department, 73 Harlow Street, Bangor, ME 04401 (proposal must be received by the deadlines).

All submissions should reference "**Proposal No. P26-64: Enterprise Storage Array Solution-REBID.**"

Proposals will be publicly opened at the time stated above in the Paul Bunyan Room (first floor by the side elevator), 73 Harlow Street, Bangor, Maine.

A tabulation of all received proposals will be posted on the City's website as soon as possible after the opening date. Visit www.bangormaine.gov/bids for results. The "Show Closed/Awarded/Cancelled Bids" box must be checked to see the proposal information.

IV. Questions

Any questions must be directed in writing to bids@bangormaine.gov no later than **4:30 P.M., Wednesday, June 24, 2026.**

The City will provide a response by **4:30 P.M. on Wednesday, July 1, 2026.** This response will be in the form of an addendum, accessible on the City's website. Notifications will be sent to those who have signed up to receive notifications at www.bangormaine.gov/bids through NotifyME. Notifications will be sent when new addenda are released.

V. Late Proposals

It is the responsibility of the Proposer(s) to see that their proposals have sufficient time to be received by the Purchasing Department before the submittal deadline. Any proposal, portion of a proposal, or requested proposal revision received at the City Purchasing Department after the time and date specified will be returned to the Proposer unopened or, if by electronic submission, deleted without being opened.

VI. Withdrawal of Proposals

No Proposer may withdraw their proposal for a period of ninety (90) days from the date of opening. All proposals shall be subject to acceptance by the City during this period.

To withdraw a proposal prior to the opening, the Proposer shall request the withdrawal in writing. All costs associated with the withdrawal (i.e., mailing fees) will be borne by the Proposer.

VII. Rejection

The City reserves the right to reject any proposals, waive any informalities or defects in proposals, or accept a higher-cost proposal if it is deemed to be in the best interest of the City. The City also reserves the right to request clarification of any details from the successful Proposer. The evaluation of proposals and determination of the award will be at the discretion of the City and its judgment shall be final and without right of recourse by any Proposer.

VIII. Information for Proposers

- A. Tax Exclusion: All Federal and State taxes must be excluded from the proposal price. Upon request, a tax exemption certificate for the City of Bangor shall be furnished to the successful Proposer.
- B. Bid Form and Requirements: The Bid Form (page 6) and all materials requested in Section XI. *Proposal Requirements* must be completed and returned with the proposal to be considered responsive.
- C. Required Insurance: Proposers are required to maintain the following insurance policies throughout the life of the project and name the City of Bangor as an **additional insured** where applicable and may be required to provide proof:

1. Worker’s Compensation Insurance	Statutory
2. Employer’s Liability Insurance	\$500,000 each accident \$500,000 disease – policy unit \$500,000 disease – each employee
3. Comprehensive Automobile Liability	\$1,000,000 combined, single limit per accident
4. Commercial & General Liability	\$1,000,000 combined single limit \$2,000,000 aggregate
5. Professional Liability (Errors & Omissions)	\$1,000,000 combined single limit \$2,000,000 aggregate

IX. Project Overview

We are seeking a robust, scalable storage solution that will support our virtual server environment. The solution must provide high availability, redundancy, and seamless integration with our existing infrastructure. This procurement includes two storage arrays for production workloads with replication capabilities between units. The environment consists of 80 total VMs, 20% of them are SQL servers and 10% are file/SMB servers. There are 6 XCP-NG virtual server hosts, 2 Windows Server 2022 hosts, and 2 Hyper-V hosts connected to the existing array.

X. Project Requirements

- A. Technical Requirements
Minimum Requirements

The following specifications represent the minimum acceptable configuration:

Hardware Specifications

Usable Capacity	80TB all Flash
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Power Supply	208V, redundant power supplies
Controllers	Redundant controllers for high availability
Out-of-Band Management	Dedicated OOB management port
iSCSI Connectivity	8 total 10/25G SFP+ ports for iSCSI
Replication Ports	Dedicated ports for array-to-array replication

B. Mandatory Software Features

1. Full compatibility with XCP-NG 8.3+ and Microsoft Hyper-V
2. Support for live updates and upgrades without production disruption
3. iSCSI multipathing support
4. XCP-NG High Availability (HA) support
5. Active-Active bidirectional replication and failover capabilities between arrays
6. Native integration with Veeam Backup & Replication
7. Compatibility with generic SFP+ modules and cables
8. Native SMB / Unified File support

C. Support and Warranty Requirements

1. Three (3) years of professional support coverage with a 4-hour response window for Priority 1 issues, billed yearly.
2. Advanced hardware replacement service
3. Access to technical support team for troubleshooting and guidance
4. Software updates and patches included during support period

XI. Proposal Requirements

A. Technical Response

1. Detailed specifications of proposed hardware
2. Software features and capabilities
3. Compliance matrix addressing each requirement in Section 3 and 4
4. Architecture diagrams and integration approach

1. Implementation Plan
2. Proposed implementation timeline
3. Installation and configuration methodology
4. Testing and validation procedures
5. Knowledge transfer and training plan

B. Commercial Proposal

Itemized pricing for the following items:

1. Pricing for hardware components
2. Software licensing costs
3. Three-year support and maintenance costs
4. Implementation and professional services costs
5. Payment terms and conditions

Due to the volatile nature of the current storage market, each bid must consist of 3 separate options:

1. Full purchase upfront of 2 storage arrays
2. Full purchase upfront of 1 storage array
3. Financing option for 2 storage arrays

C. Company Information

1. Company background and relevant experience
2. References from similar implementations
3. Certifications and partnerships
4. Financial stability documentation



CITY OF BANGOR

Bid Form

**Enterprise Storage Array Solution-REBID
Proposal No. P26-64**

**Bid Deadline:
2:00 P.M., Wednesday,
July 8, 2026**

Notes: The proposal must include this Bid Form and all information requested in Section X: Proposal Requirements. Failure to comply will result in disqualification

Business Name:		
Contact Name/Title:		
Street Address:		
City, State Zip:		
Telephone Number:		
Email Address:		
<i>Do you currently have, or are you in the process of, developing a domestic violence policy? Yes / No</i>		
<u>Item</u>	<u>Description</u>	<u>Unit Price</u>
1	Pricing for Hardware Components	\$
2	Software Licensing Costs	\$
3	Three-year support and maintenance costs	\$
4	Implementation and Professional Services cost	\$
Total Bid Price:		\$