

## i- CALL FOR TENDERS

**Call for Tenders No.:** ECTL\_SRC\_230089

**Title:** Oracle Island and SSA - Acquisition and delivery of equipment and licenses

**General:** EUROCONTROL is an intergovernmental organisation with 41 Member and 2 Comprehensive Agreement States. We are committed to building, together with our partners, a Single European Sky that will deliver the air traffic management (ATM) performance required for the twenty-first century and beyond.

**Technical subject matter:** The purpose of this CFT is to acquire equipment, software and licenses grouped in 4 individual Lots:

- Lot 1 Nutanix hardware and software and installation services
- Lot 2 Rubrik hardware and software
- Lot 3 Cisco hardware and software, and
- Lot 4 VMware licenses.

Tenderers can provide an offer per lot and they can bid for one or multiple lots.

**Main selection, assessment and award criteria:**

TECHNICAL CAPACITY CRITERIA
<b><i>LOT 1 Nutanix Equipment</i></b>
<b>Authorised Status:</b> The Tenderer <b>shall</b> be a recognised partner of Nutanix and provide evidence of his partner status. <i>(Ref M01 in section 3.2.1 in the Technical specifications)</i>
<b>Reference Cases:</b> The Tenderer <b>shall</b> provide at least <b>two</b> reference cases of successful installations of similar size and characteristics, being Nutanix equipment, completed within the last 18 months. Time and size of the

completed installations **shall** be clearly indicated. *(Ref M02 in section 3.2.1 in the Technical specifications)*

**Key Staff:**

The Tenderer **shall** provide evidence to employ at least two staff members capable and experienced to perform the required installation and configuration activities. Evidence can be provided by providing CVs with reference to similar projects, certifications or similar. *(Ref M03 in section 3.2.1 in the Technical specifications)*

**LOT 2 Rubrik Equipment**

**Authorised Status:**

The Tenderer **shall** be a recognised partner of Rubrik and provide evidence of his partner status. *(Ref M06 in section 3.2.1 in the Technical specifications)*

**LOT 3 Cisco Equipment**

**Authorised Status:**

The Tenderer **shall** be a recognised partner of Cisco and provide evidence of his partner status. *(Ref M8 in section 3.2.1 in the Technical specifications)*

**LOT 4 VMWare Licenses**

**Authorised Status:**

The Tenderer **shall** be a recognised partner of VMware and provide evidence of his partner status. *(Ref M10 in section 3.2.1 in the Technical specifications)*

<b>TECHNICAL ASSESSMENT CRITERIA</b>
<b><i>LOT 1 Nutanix Equipment</i></b>
The Contractor <b>shall</b> supply all of the <b><i>Nutanix equipment as listed in the configuration under Section 3.2.2.1 A\ and B\ in the Technical Specifications document.</i></b>
<p><b>Installation services</b></p> <p>Tenderer <b>shall</b> deliver <b>25</b> installation/configuration days to rack/stack and deliver the necessary documentation. These days shall be delivered between 1 Dec 23 and 31 April 24. <i>(as stated in Section 3.2.2.1 in the Technical Specifications document)</i></p>
<p><b>M13: Delivery</b></p> <p>All Nutanix equipment <b>shall</b> be directly delivered to the EUROCONTROL Maastricht UAC - Horsterweg, 11 6199 AC Maastricht-Airport - The Netherlands, referred to as The Customer throughout this document. <i>(as stated in Section 3.2.2.5 in the Technical Specifications document)</i></p>
<p><b>M14: Equipment Specifics</b></p> <p>Tenderer <b>shall</b> declare that all Nutanix equipment <b>shall</b> be new, originally manufactured and certified equipment, and delivered with minimum the standard European warranty or the warranty provided by the Manufacturer, starting at the Provisional Acceptance of said equipment. The equipment <b>shall</b> be registered under the name of EUROCONTROL. <i>(as stated in Section 3.2.2.5 in the Technical Specifications document)</i></p>
<p><b>M15: Dimensioning and Capacities</b></p> <p>All the dimensions and capacities of all the Nutanix equipment to be supplied <b>shall</b> exactly match those required in these specifications. <i>(as stated in Section 3.2.2.5 in the Technical Specifications document)</i></p>
<p><b>M16: Delivery criteria</b></p> <p>All Nutanix equipment <b>shall</b> be delivered before the end of 2023 at MUAC premises. No equipment shall be ordered on the account of EUROCONTROL before the contract has been signed by both EUROCONTROL and the Contractor. <i>(as stated in Section 3.2.2.5 in the Technical Specifications document)</i></p>

<b>Lot 2 Rubrik Equipment</b>
The Contractor <b>shall</b> supply all the <b>Rubrik</b> equipment and in the configuration as listed in Section 3.2.2.2 in the Technical Specifications document.
<p><b>M13: Delivery</b></p> <p>All Rubrik equipment <b>shall</b> be directly delivered to the EUROCONTROL Maastricht UAC - Horsterweg, 11 6199 AC Maastricht-Airport - The Netherlands, referred to as The Customer throughout this document. (as stated in Section 3.2.2.5 in the Technical Specifications document)</p>
<p><b>M14: Equipment Specifics</b></p> <p>Tenderer <b>shall</b> declare that all Rubrik equipment <b>shall</b> be new, originally manufactured and certified equipment, and delivered with minimum the standard European warranty or the warranty provided by the Manufacturer, starting at the Provisional Acceptance of said equipment. The equipment <b>shall</b> be registered under the name of EUROCONTROL. (as stated in Section 3.2.2.5 in the Technical Specifications document)</p>
<p><b>M15: Dimensioning and Capacities</b></p> <p>All the dimensions and capacities of all Rubrik equipment to be supplied <b>shall</b> exactly match those required in these specifications. (as stated in Section 3.2.2.5 in the Technical Specifications document)</p>
<p><b>M16: Delivery criteria</b></p> <p>All Rubrik equipment <b>shall</b> be delivered before the end of 2023 at MUAC premises. No equipment shall be ordered on the account of EUROCONTROL before the contract has been signed by both EUROCONTROL and the Contractor. (as stated in Section 3.2.2.5 in the Technical Specifications document)</p>
<b>LOT 3 Cisco Equipment</b>
The Contractor <b>shall</b> supply all <b>Cisco</b> equipment and in the configuration as listed in Section 3.2.2.3 in the Technical Specifications document.

**M13: Delivery**

All Cisco equipment **shall** be directly delivered to the EUROCONTROL Maastricht UAC - Horsterweg, 11 6199 AC Maastricht-Airport - The Netherlands, referred to as The Customer throughout this document. *(as stated in Section 3.2.2.5 in the Technical Specifications document)*

**M14: Equipment Specifics**

Tenderer **shall** declare that all Cisco equipment **shall** be new, originally manufactured and certified equipment, and delivered with minimum the standard European warranty or the warranty provided by the Manufacturer, starting at the Provisional Acceptance of said equipment. The equipment **shall** be registered under the name of EUROCONTROL. *(as stated in Section 3.2.2.5 in the Technical Specifications document)*

**M15: Dimensioning and Capacities**

All the dimensions and capacities of all Cisco equipment to be supplied **shall** exactly match those required in these specifications. *(as stated in Section 3.2.2.5 in the Technical Specifications document)*

**M16: Delivery criteria**

All Cisco equipment **shall** be delivered before the end of 2023 at MUAC premises. No equipment shall be ordered on the account of EUROCONTROL before the contract has been signed by both EUROCONTROL and the Contractor. *(as stated in Section 3.2.2.5 in the Technical Specifications document)*

**LOT 4 VMWare Licenses**

The Contractor **shall** supply *all the VMWare Licenses as listed in Section 3.2.2.4 in the Technical Specifications document.*

**Integration**

The VMWare licenses **shall** be integrated in the VMWare account 114561798, for EUROCONTROL Maastricht UAC and activated on 1/1/2024. Usage of OEM licenses, e.g. CISCO UCS is excluded. Special Offerings by VMware are acceptable, under the condition that they do not contradict the previous statements in this requirement. *(as listed in Section 3.2.2.4 in the Technical Specifications document)*

The economically most advantageous offer will be established in accordance with the following:

- **Lowest contract price per separate Lot**

**Tender closing date:** 21-09-2023 at 15:00 CET

**Point of Contact:** If you wish to receive the Call for Tenders please see the “Important Notice” below and if you have any other related questions, please contact:

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**If this Call for Tenders should interest you, please read the important information below:**

### **IMPORTANT NOTICE**

The full i-Call for Tenders documentation is in electronic format (.pdf).

If you wish to obtain the i-Call for Tenders documentation please read and follow carefully the instructions below:

1. If you are already registered in the EUROCONTROL Supplier Portal, you can search for this Call for Tenders, and its relevant documentation, in the “View Active Negotiations” section of the Supplier Portal.
2. If you are not yet registered as a EUROCONTROL supplier, please follow the process described on the following link: <https://www.eurocontrol.int/portal/new-supplier-portal>
3. EUROCONTROL accepts no responsibility whatsoever for the completeness, accuracy and/or timeliness of the transmission of the electronic documents (nor for the electronic documents themselves).
4. Submission of tenders shall be made electronically and shall be exclusively made in strict accordance with the instructions given in the tendering documentation.
5. You may:
  - a) print out the documents;
  - b) forward the documents further on a strictly need to know basis (always fully acknowledging the source, i.e. EUROCONTROL), and
  - c) use print-outs of the electronic i-Call for Tenders documents for the submission of tenders (especially the Price Offer Form ref: I-TSF-E).
6. You may not:
  - a) modify, edit and/or change the electronic documents other than to submit the required info and to sign/stamp where required;
  - b) transmit such documents to any third person who has no need to know them;
  - c) post such documents on any private or public website;
  - d) alter the originating source (EUROCONTROL) and or copyright signs etc., and
  - e) transmit the documents without indication of the source.

**An environmental notice:**

With a view to reduce the exponential growth of paper consumption, we would invite you only to print out electronic documents received and/or request paper copies of the price enquiry documentation if you are actually considering to submit a tender.