



CHIPPEWA COUNTY REQUEST FOR PROPOSAL

LTO 9 Tape Library System

ISSUED BY: CHIPPEWA COUNTY BOARD OF COMMISSIONERS

**Project Representative: Brian Bartlett, Hardware Operations Analyst
Chippewa County Information Systems
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LTO 9 Tape Library System

I. INTRODUCTION

A. Background

Chippewa County seeks proposals/bids from qualified firms, on a competitive basis to acquire a LTO 9 Tape Library Backup System. The goal is to implement a new Tape library to compliment existing on-prem/cloud-hosted BDR system; To provide redundancy for backup/restoration and off-prem archiving of data for various department data. Refer to page 5. Section II, for a complete list of requirements.

B. Proposal Submittal and Project Representative

To be considered, firms must submit a complete, sealed response to this Request for Proposal (RFP), using the format provided. Requests for information or interpretation of the intent of the RFP and any/all other inquiries must be addressed to:

Chippewa County Administrator's Office
ATTN: Kelly Church, County Administrator
319 Court St.
Sault Ste. Marie, MI 49783
(906)635-6330

Requests for information or interpretation of the intent of the RFP and any/all other inquiries must be addressed to:

Chippewa County Information Systems
ATTN: Brian Bartlett – Hardware Operations Analyst (Project Representative)
325 Court St.
Suite 105
Sault Ste. Marie, MI 49783
(906)635-6366
bbartlett@chippewacountymi.gov

Contact with any other Chippewa County personnel regarding this RFP will be considered grounds for elimination from the selection process.

B. Submittal Requirements and Deadline

Each proposal must be submitted timely and can be via USPS plainly marked “**LTO 9 Tape Library**” on the exterior or via email with the subject: “**RFP Response LTO 9 Tape Library**” to bbartlett@chippewacountymi.gov, the submission form MUST be sent as an attachment to the email, or the bid will be VOID. Please also include any additional required documents per the RFP. Proposals must be signed by an official authorized to bind the firm to its provisions. To be considered a valid response to this Request for Quotations, the proposal must remain valid for at least sixty (60) days. Chippewa County is not liable for any cost incurred by the firm prior to the issuance of a contract. **Proposals must be received on or before 2:00 PM EST, August 29th, 2025 to be considered.**

C. Right of Refusal

Chippewa County reserves the right to reject any or all proposals, to negotiate separately with any source whatsoever in any manner necessary to attend to the best interests of the County, to

waive irregularities in any proposal and to accept a proposal which best meets the needs of the County, irrespective of the bid price.

D. Disclosure of Proposals

Proposals are subject to disclosure under the Michigan Freedom of Information Act (Act 442, P.A. 1976, as amended, being MCL 15.231 through 15.246). After a contract award, a summary of total price information for all proposals will be furnished upon request.

E. Independent Price Determination

By submitting a proposal, you certify, and in the case of a joint proposal, each party certifies as to its own organization, that in connection with this proposal:

1. The prices in its proposal have been determined independently without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other proposing party or with any other competitor.
2. Unless otherwise required by law, the prices that have been quoted in the proposal have not been knowingly disclosed by the proposing party and will not be knowingly disclosed to any competitor; and
3. No attempt has been made or will be made by the proposing party to induce any other person or firm to submit or not submit a proposal for the purpose of restricting competition.

F. Each person signing the proposal certifies that:

1. (S)he is the person within the organization responsible for the decision as to prices being offered in the proposal, and that (s)he has not participated, and will not participate, in any action contrary to I.D.1,2 and 3, above; or
2. (S)he is not the person within the organization responsible for the decision as to the prices being offered in the proposal, but that (s)he has been authorized, in writing, to act as an agent for the persons responsible for such decisions in certifying that such persons have not participated, and will not participate, in any action contrary to I.D.1,2 and 3, above; and that (s)he has not participated, and will not participate, in any action contrary to I.D.1,2 and 3, above.

G. Insurance Requirements. The successful firm will be required to provide and maintain public and professional liability, property damage, and worker's compensation insurance protecting, as they may appear, the interests of all parties to any agreement that may result from this RFP. The firm is responsible for insuring the protection of all persons and property at all times. Documentation of the above insurance must be provided by the successful bidder prior to contract execution. Chippewa County must be included as a separate named insured.

Minimum insurance requirements are as follows:

1. Commercial general liability insurance of limits not less than \$1,000,000 per occurrence. The limit may be higher depending upon the hazard involved, subject to review and recommendation of the County's licensed insurance counselor. Coverage is to include, but is not limited to premises, operations, products and/or completed operations, personal injury and contract liability.
2. Automobile liability including statutory no-fault coverages, including all owned, non-owned, and hired autos within limits of a minimum of \$1,000,000. The limit may be higher depending upon the hazard involved, subject to review and recommendation of the County's insurance counselor.

3. Worker's Compensation and Employers' Liability if the selected firm hires one or more persons or currently has employees. If the selected firm does not have any employees, an affidavit must be filed with the County Clerk stating that the firm has no employees and will not hire any while working for Chippewa County as a vendor or a subcontractor, etc. In addition, a Certificate of Assumed Name must be filed with the County Clerk.

Failure to comply with these insurance requirements may result in contract termination or delay in receipt of funds. The firm will be required to secure any/all necessary certificates and permits from municipal or other public authorities and comply with all licensing requirements and all federal, state and municipal laws, ordinances and regulations as may be required.

- H. County Liability. Officers, agents and employees of Chippewa County will not, in any manner, be liable for any loss or damage to any person or property connected to or resulting from any work done on behalf of the County. In addition, the selected firm agrees to indemnify, defend and save harmless, the County, its officers, agents and employees from any and all claims and losses accruing or resulting from the negligent performance of work as described in any agreement that results from this RFP. These same standards will apply to subcontractors of the selected firm. The County will be relieved from all risks of loss or to equipment or personnel during this engagement, except when such loss or damage is due to the fault or negligence of the County.

II. MINIMUM SPECIFICATIONS

PLEASE READ CAREFULLY: Proposals that fail to meet the minimum specifications, or those determined to exclude important components, features, services, etc... may not be considered. Bidders are encouraged to contact the Project Representative with any questions concerning the specifications PRIOR TO submitting their proposal.

This proposal is for the Purchase, Installation, Configuration, and support of a NEW LTO 9 Tape Library as defined in parts II.B, II.C. and II.D.

A. LTO 9 Tape Library Hardware & Media

Item	Description
Tape Technology	LTO-9
Chassis	Rack Mounted – No Height Restrictions
Minimum Number of Drives	One (1) – (Scalable)
Tape Capacities	Options for: 16 and 24 (both scalable)
Interface	SAS, FC, Ethernet
Compatibility	Windows; Linux
Minimum Encryption	AES-256 – FIPS 140-3 compliance
Management	Web-based or GUI
Barcode Support	Yes
Power Supplies	Redundant
Licenses	As required to support data, slot, and usage
LTO 9 Tape Media	Capacity +10 spares e.g. 16 slots = 26 tapes total
LTO Tape WORM	6 (six)
Cleaning Tapes	5 (five) compatible with drive make/model (15-50 cleanings as per standard specs)
Warranty/Support	See Section II.D.

B. Backup Server

Physical server: Supermicro or Dell with requisite Windows Server Standard license (16 core). AMD Epyc CPU; 32 GB DDR5; SSD OS, and HDD (RAID1) 10 TB DATA; SAS; 5 Year Support.

C. Backup Software

Pricing options for the following to include licensing/support; installation and integration with proposed hardware. Please quote pricing for 1 year and 3 year terms:

- (5) Windows Servers
- (1) IBM Power I10 AS400
- (1) Linux

Vecam Platform Essentials
Acronis Cyber Protect 16 - Business
Archiware P5

D. Installation and Labor

The proposal is to include the following:

1. Technical specifications of hardware and software, including relevant FIPS certification
2. On-prem or Remote installation of hardware.
3. Installation of software, licensing, and activation.
4. Delivery timeline and installation plan.
5. Targeting and connectivity to systems that house data.
6. Testing of backup and restore operations.
7. Assistance/Training with implementing best-practice utilization and configuration (job setup and scheduling, rotation, and testing).
8. Hardware and Software documentation.
9. The system will be turn-key, with full 100% functionality. Further support to meet these requirements must not incur additional costs. Any additional work, considered outside the scope of this project, must be itemized, and accompanied by SOW for authorization by both parties, before performing tasks.

E. Warranty and Support

Warranty and Support must meet the following requirements:

1. The hardware warranty should be a minimum of 5 years and renewable up to 7.
2. Service and Support must be provided by the manufacturer or certified manufacturer service/support center.
3. Options and Fees for additional support for troubleshooting, configuration changes, or other services outside of the scope of this RFP must be disclosed.
4. Chippewa County must not incur additional costs to obtain service under warranty. This includes: "security" or "core" fees to obtain replacements for systems or hardware; return shipping; insurance; or other charges for the repair or replacement of hardware.

III. DETERMINATION OF THE BEST BID

- A. Any purchase resulting from this RFP will be made from respondent whose bid is advantageous to the County. In determining which bid is most advantageous and/or best, the County will consider:
 1. The ability, capacity, and skill of the respondent to provide the items as required.
 2. Whether the bidder can fulfill the purchase and provide service promptly without delay or interference.
 3. The character, integrity, reputation, judgment, experience and efficiency of the bidder.
 4. The quality of performance of previous engagements with the bidder.
 5. Previous and existing compliance by the bidder with applicable laws and ordinances.

6. The sufficiency of the financial resources and ability of the bidder to provide the requested server.
 7. The number and scope of conditions attached to the bid.
 8. Any potential conflicts of interest between bidders and the County governing body and staff.
 9. The quality and performance, reputation, of the products being proposed by the bidder.
- B. If all bids received are reasonably equivalent other than with respect to cost, bidders whose business is located within Chippewa County will be given preference as follows:
1. If bids are taken for items or services for a cost between \$250 and \$2,500, the bid of the Chippewa County vendor may not exceed the lowest bid by more than 5.0%
 2. For bids exceeding \$2500, the bid of the Chippewa County vendor must not exceed the lowest bid by more than 3.0%

IV. BID AWARD

Selection of a firm and awarding of a contract will be based upon evaluation by the County, on the criteria listed above.



CHIPPEWA COUNTY
LTO 9 Tape Library
BID SUBMISSION FORM

Firm/Individual Name _____

Address _____ Phone (____) _____

Description	Price1	Price2
LTO 9 Tape Library 16 Tapes		
LTO 9 Tape Library 24 Tapes – Option 2		
LTO 9 Tape Media and Cleaning tapes		
Backup Server		
Veeam (licensing/support 1 year/3 year)		
Acronis (licensing/Support 1 year/3 year)		
Archiware (licensing/support 1 year/3 year)		
Hardware Warranty or Extension		
Installation Labor/Travel expenses etc...		
Firm/Vendor Support Options – Please use this sheet.		
TOTAL COST		

A list of all applicable costs must accompany the submitted bid.

A signature of official authorized to bind the firm to the provisions of the RFP:

Typed or printed name and title:

Date _____

Failure to complete this form will be considered grounds for elimination from the selection process.

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