

## RFP for Data Center Colocation Services

Questions (Due Feb 4, 2019, noon)

and Answers (Due Feb 1/11/19, noon)

1. Has LIPA considered an IT Consumption model that can be treated as OPEX or CAPEX spending, exceed workload capacity requirements with onsite buffer, and remain flexible to expand/shrink according to the needs of the business? (see first attachment)

**Answer: Not at this time.**

2. We understand the primary requirement of the RFP is to host existing LIPA server and network equipment. Would LIPA consider a hybrid cloud (public, private, and/or managed services) approach as a lower cost solution alternative? (see second attachment)

**Answer: Not at this time.**

3. If so, could that approach be provided in this RFP response, or would LIPA prefer a separate response?

**Answer: n/a**

4. For the power circuits mentioned, are those 1x20A 110v and 1x30A 208v in total for both cabinets, or 2 circuits per cabinet?

**Answer: This is an error. The requirement is 1 single phase redundant circuit 20amp 208v AND 1 single phase redundant circuit 30amp 208v**

5. Section 'E' has an item # for a 20A 208v circuit, yet 1.2 mentions 20A 110v circuit, which is the requirement?

**Answer: See question 4**

6. RFP mentions 1TB internet, was this a typo and are you looking for burstable 1Gbps?

**Answer: To clarify, this refers to 1TB in total bandwidth usage. A price for overages should be included. Speed of the drop should be 100mbps**

7. Based on the 30- mile radius question, are you looking for internet access which connects directly with local internet carriers within the facility ie traffic between the facility and CrownCastle/Lighttower, Altice/Cablevision, and Verizon should be offloaded between those networks on locally on Long Island and not routed back through Manhattan or further?

**Answer: Yes.**

8. Are you looking for DDoS monitoring and mitigation built into the internet access?

**Answer: No.**

9. What are your compliance/certification requirements for the facility? ie SSAE18 SOC2 TYPE2? NYS DFS certification, CJIS, FISMA, HIPAA, or others?

**Answer: None.**

10. Should pricing for remote-hands services be included? Based on the do-not-exceed requirement should a specific amount of remote hands be bundled in?

**Answer: Yes. Include a T&M rate, but no hours need to be bundled in.**

11. What is your SLA for remote-hands response? i.e. 15 minutes

**Answer: 15 minutes is adequate.**

12. Will any evaluation criteria be considered in regarding to the facility's energy efficiency, kW reduction efforts, and/or use of renewable energy?

**Answer: No.**

13. Should pricing for other services available within the facility which the colocation equipment can utilize be included? Will any evaluation criteria be considered based upon this? Examples are private storage, compute, networking, backups, disaster recovery, and public cloud connectivity available within the facility.

**Answer: These services will not be part of the evaluation criteria.**

14. Is there an incumbent that is currently hosting the Data Center equipment? If so, please provide the name of the Service Provider.

**Answer: LIPA does have a current vendor hosting a Data Center in Long Island.**

15. Please clarify what is meant by a Joint proposal (page 13, section B4.)? Would resale of the services specified in the RFP by an MWBE firm be acceptable, or would this fall under what is meant by Joint proposal?

**Answer: Joint proposals involve two or more companies proposing to share prime responsibility for providing services (as opposed to a price and subcontractor relationship which is permitted).**

16. In section 2.1 you are asking for a 1TB internet connection, or would this be another figure? I am wondering if you meant something different. We are one of the largest ISP's and I do not know anyone that would be able to make that connection without multiple drops.

**Answer: See item 6**

17. Do you currently reside in a public data center now, and if so, which one?

**Answer: See answer to # 14.**

**18.** Is this RFP able to be split between a Data center and an ISP?

**Answer: No.**

**19.** I am contacting you from a NYC data center company. Prior to bidding on the LIPA data center RFP, I wanted to check to see if our NYC Manhattan DC falls in to the appropriate zoning requirements. The address of the facility is 100 William Street, NY 10038. Would you be kind enough to confirm if this is a viable location for your infrastructure needed?

**Answer: Yes.**

**20-** Our global data center footprint is over 40+ data centers worldwide, with 10+ in the New York Region. However, the Rackspace Data Center footprint in the New York Region, would be 29- 45 miles from Uniondale, NY.

We have facilities in West Chester New York (40-50 miles), Downtown New York City (29-31 miles), and Secaucus New Jersey (33-45 miles). Shall we provide a quote from all of these or only the facilities that are 30 miles or less from Uniondale, NY?

**Answer: Only those 30 miles or less.**

**21.** We have a data center location that would be ideal for this project located in lower Manhattan. It is 30.9 miles from the Uniondale address in the RFP. Would this location be considered or is the 30 mile radius a hard number.

**Answer: It would be considered.**

**22.** Does the company who will be awarded this project have to have minority or women ownership or just meet the guidelines set forth by New York State Executive Law Article 15-A and 5 NYCRR Parts 142-144 (“MWBE Regulations”)?

**Answer: The awarded firm does not have to be an M/WBE owner. The awarded firm must meet the guidelines set forth by New York State Executive Law Article 15-A and 5 NYCRR Parts 142-144 (“MWBE Regulations”).**

**23.** 1-Will you be open to Tier 3 + vendors or are you only open to Tier 4 facilities?

**Answer: Only Tier 4.**

**24 -**Would you be open to TIER 4 facilities that are beyond the 30 mile radius of Uniondale?

**Answer: The mile radius is a rough approximation based on LIPA’ anticipation of the time it will take to drive to a facility in the NY Metropolitan area. LIPA would be open to a slight bigger radius if the time to reach the facility would not increase substantially.**