

IT Hardware EPO 4671 Solicitation Template - 100% Cost

Customers wishing to issue a solicitation using the IT Hardware EPO 4671 must follow the template beginning on the next page. Customers should make a copy of the template and modify it to fit their needs.

The Solicitation Workbook, available on the [ITS website](#), provides specific instructions and additional information about using this template.

IT Hardware EPO 4671 100% Cost Solicitation for City of Tupelo Data Migration Project

1. GENERAL OVERVIEW AND BACKGROUND

2. The purpose of this project is to set up 3 node cluster with new servers and migrate existing vms to new environment. Also, migrate on-premises servers and approximately 60 TiB of data into the Microsoft Azure cloud. The solution will modernize storage by archiving files older than five years into Azure Blob Storage and providing cloud-based daily-access file services for all remaining active data. This project enhances operational resilience, strengthens security, and reduces dependency on some physical infrastructure.

3. IT HARDWARE EPO 4671 SPECIFIC INFORMATION

3.1 This Solicitation is for the following IT Hardware categories:

- ☐ Personal Computers
☐ Presentation and Conference Equipment
☒ Enterprise Equipment

3.2 Brand Specification Justification

- ☒ Brand Specification Form Attached

It is understood that the State expects this solicitation to include the salient characteristics of the products and/or services being requested. Provided this information, vendors may propose products and/or services deemed equivalent to the brand specified for consideration.

4. PROJECT SCHEDULE

Task	Date
Release of Solicitation	08/17/2026
Vendor meeting (call/ virtual) if required	08/26/2026
Deadline for Vendors' Written Questions	08/26/2026
Date Responses to Vendors' Written Questions will be Distributed	08/28/2026
Proposals Due	08/28/2026 5:00 PM Central Time
Proposal Evaluation and Award	09/01/2026

5. STATEMENTS OF UNDERSTANDING

- 5.1 Vendor Conference is not required for any Vendor who intends to submit a response. Vendor can request a meeting (virtual or in person) by 8/26/2026.
- 5.2 Only Vendors who have a valid Purchase Agreement on file with the Mississippi Department of Information Technology Services and are published members of the IT Hardware EPO 4671 Vendor Pool as of the release date of this Solicitation are qualified to submit a response to this solicitation.
- 5.3 From the issue date of this solicitation until a Vendor is selected and the selection is announced, responding Vendors or their representatives may not communicate, either orally or in writing regarding this solicitation with any elected official, public officer or employee, member of the legislature or legislative employee except as noted herein. **Vendors failing to comply with this requirement will be subject to disqualification.**
 - 5.3.1 To ensure equal treatment for each responding Vendor, all questions regarding this solicitation must be submitted in writing to the contact person for the selection process, no later than the last date for accepting responding Vendor questions provided in the project schedule above. All such questions will be answered officially in writing. All such questions and answers will become addenda to this solicitation with answers distributed to all vendors in the pool.
 - 5.3.2 Vendor may consult with official representatives as designated by the contact person identified below in response to customer-initiated inquiries. Vendor may consult with entity representatives during scheduled oral presentations and demonstrations excluding site visits.
- 5.4 The contact person for the Customer's selection process is:
 - 5.4.1 Walter Tucker (IT Manager)
 - 5.4.2 Walter.Tucker@tupeloms.gov
 - 5.4.3 71 East Troy St. Tupelo, MS 38804
 - 5.4.4 662-432-5738
- 5.5 Customer will not evaluate any proposals until the proposal due date and time have passed.
- 5.6 Once all proposals have been evaluated and a winner identified, the Customer will notify via email all vendors who submitted a proposal for this solicitation which vendor was awarded.
- 5.7 Vendor must be aware that the Customer reserves the right to award this project to one or more Vendors.
- 5.8 Vendor must be aware that the Customer reserves the right to solicit Best and Final Offers (BAFOs) from Vendors, principally in situations in which proposal costs

eclipse available funding or the Customer believes none of the competing proposals presents a Best Value (lowest and best proposal) opportunity.

- 5.9 Vendor must be aware that the specifications detailed below are minimum requirements. Should Vendor choose to exceed the requirements, Vendor must indicate in what manner the requirements are exceeded.
- 5.10 All specifications listed in this document are intended to be open and competitive. Vendors are encouraged to question any specification that appears to be closed and/or restricts competition.
- 5.11 By responding to this solicitation, Vendor acknowledges that it will comply with all requirements listed herein. Subject to acceptance by the Customer, the Vendor acknowledges that by submitting a proposal, the Vendor is contractually obligated to comply with all items in this solicitation.
- 5.12 By responding to this solicitation Vendor acknowledges that Vendor is responding to this solicitation in accordance with, and is bound to, the requirements listed in ITS RFP No. 48726, the Vendor's response to RFP No. 48726, and the associated Purchase Agreement executed with ITS.
- 5.13 Vendor must be aware that Customer reserves the right to make additional purchases at the proposed prices for a six (6) month period.

6. RESPONSE INSTRUCTIONS

- 6.1 Proposing Vendors must respond to each requirement in this Solicitation by fully describing the manner and degree by which the response meets or exceeds said requirements. Meeting a requirement means the Vendor has provided a detailed response that demonstrates that the Vendor meets the qualifications and experience required and/or the requested functionality exists in the base solution at time of proposal submission. If a Vendor is unable to meet or exceed any requirement, then the Vendor will be disqualified.
 - 6.1.1 Vendor must respond with "WILL COMPLY" to all specifications in the solicitation. "WILL COMPLY" indicates that the Vendor can and will adhere to the specification. This response specifies that a Vendor or Vendor's proposed solution must comply with a specific item or must perform a certain task.
 - 6.1.2 Where an outline point asks a question or requests information, the Vendor must respond with the specific answer or information requested in addition to "WILL COMPLY".
- 6.2 Vendor must clearly identify all costs associated with each individual item proposed to include all hardware, software, services, training, maintenance, and support for the proposed solution.
- 6.3 If any component(s) necessary for operation of the requested system is omitted from Vendor's proposal, Vendor must be willing to provide the component(s) at no

additional cost. This includes anything necessary to render the configuration fully operational.

- 6.4 Vendor must submit a response to Cade Armstrong no later than 08/28/2026 5:00 PM Central Time. Bids can be submitted via sealed bid at the Purchase Office, City Hall 1st Floor, 71 East Troy Street, Tupelo, Mississippi, 38804. Responses may be delivered by hand, via regular mail, overnight delivery. Customer WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF PROPOSALS. It is solely the responsibility of the Contractor that proposals are delivered on time. Proposals received after the deadline will be rejected.

7. FUNCTIONAL/TECHNICAL SPECIFICATIONS

- 7.1 This solution will need Dell/ IBM or similar spec servers operating in a 3 node cluster configuration. It will also need to run on the SCALE Hypervisor. You will migrate 20 -25 servers from VMware environment to the SCALE platform. **Will Comply**
- 7.2 We will also require the following services to complete the project. **Will Comply**
- 7.3 Discuss/ setup different types of Azure Landing Zones, automate setup, security & network topology used inside of the ALZ & using Entra ID in a hybrid environment. **Will Comply**
- 7.4 Migrate all 10-15 servers into Azure infrastructure. **Will Comply**
- 7.5 Migrate 60 TiB of file data into appropriate cloud storage tiers. **Will Comply**
- 7.6 Move files older than five years into Azure Blob Storage. This topic can be discussed in more detail during the discovery phase. **Will Comply**
- 7.7 Configure daily file access through Azure Files Premium **Will Comply**
- 7.8 Implement a complete FinOps dashboard for cost governance & budgets with alerts and forecasting **Will Comply**
- 7.9 Immutable Backup Vaults & Logging to Azure Monitor **Will Comply**
- 7.10 Lifecycle management and immutable WORM protection **Will Comply**
- 7.11 Backup, disaster recovery, and security hardening **Will Comply**
- 7.12 New Scale environment shall be online and operational by **December 17, 2026.. Will Comply**
- 7.13 Proposed equipment must be new from the manufacturer and qualify for warranty and maintenance services. **Will Comply**
- 7.14 Vendor's proposal must be able to interface with the following equipment:
- 7.14.1 HP Nimble Storage appliance & Brickstor appliance **Will Comply**

- 7.15 Vendor must provide pricing for the following equipment. Vendor must detail (by part number and/or description) any items that are functionally equivalent and substituted for the item listed in the table below. **Will Comply**

Quantity	Description
3	SC//HYPERCORE HC1650 HARDWARE
24	64GB DDR5 RDIMM
3	7.68TB 2.5 VA U.3 NVME SSD
9	16TB 3.5 SAS HDD 16TB 3.5 SAS HDD
3	4-PORT 10/25GB INTEL E810-XXVDA4 SFP28
1	SETUP/ END USER TRAINING
1	COST OF 3/ 5 YEAR HARDWARE WRTY
1	16 CORE 3/5 yr LICENSE AND SUPPORT SOFTWARE
	NEED (2) Separate quotes for 3yr & 5 yr terms

8. DELIVERY AND INSTALLATION

- 8.1 Vendor must include in proposal the lead time it takes to procure the equipment. This is extremely important. It will help us determine if we will meet project completion date of **December 17, 2026**. **Will Comply**
- 8.2 Vendor must describe the delivery and installation approach and plan. **Will Comply**
- 8.3 Hardware and software should be delivered to 71 East Troy St 2nd Floor (IT Dept) on or before **09/30/2026**. Respondents must acknowledge this required delivery date on their response. Any proposal with a delivery date beyond 9/30/2026 will result in the proposal being deemed non-responsive. **Will Comply**
- 8.4 Vendor must provide a breakdown of their hourly rates for the project. **Will Comply**
- 8.5 Vendor must provide all technical specifications and manuals (documentation) at the point of sale. **Will Comply**
- 8.6 Vendor must provide not-to-exceed cost for installation on Attachment A: Cost Information Form. Installation will include unpacking, setup, physical installation of the equipment, installation of peripherals, and meeting with to verify installation requirements. **Will Comply**
- 8.7 Vendor must indicate if Vendor personnel or manufacturer personnel will provide the installation. **Will Comply**
- 8.7.1 If Vendor personnel, Vendor must provide documentation substantiating authorization to provide installation. **Will Comply**

9. CLOUD AND OFFSITE HOSTING REQUIREMENTS

Note to Customer: Enter any applicable requirements regarding storage, transmission, and hosting of data here. If there are no applicable requirements, delete this note and the section header. See the Solicitation Workbook for more information. N/A

10. TRAINING

- 10.1 Vendor must propose whatever training is recommended to utilize the proposed equipment or solution. A detailed description of the training including course/class content, duration, number of staff/size of class, and location of the training must be included with Vendor's response. Costs associated with training must be included in Attachment A, Cost Information Form, as a separate line item. **Will Comply**

11. WARRANTY/MAINTENANCE

11.1 Warranty

- 11.1.1 Vendors must state the warranty period for each item proposed, during which time maintenance need not be paid. **Will Comply**
- 11.1.2 Warranty for hardware and equipment must include at a minimum parts and labor. **Will Comply**
- 11.1.3 Vendors must detail what is included in the standard warranty for each item proposed. **Will Comply**
- 11.1.4 Vendor must state if warranty is on-site or depot for each item proposed. **Will Comply**
- 11.1.4.1 If depot, Vendor must indicate maximum turnaround time from shipment of hardware. **Will Comply**
- 11.1.4.2 If on-site, when the Vendor receives an initial service call on products, who makes the initial on-site call? Does it depend on the client location? **Will Comply**
- 11.1.4.3 If onsite, then Vendor must provide details on how a call is initiated and all steps involved in getting the item repaired. **Will Comply**
- 11.1.5 Vendor must indicate what the response time will be for responding to the initial call, coming on-site, and providing a resolution. This detail must include an average response time as well as a not-to-exceed timeframe for each type of response. **Will Comply**
- 11.1.6 Vendor must specify escalation procedures should a warranty call not be handled satisfactorily. **Will Comply**

11.2 Maintenance

- 11.2.1 Responding Vendor must explain whether he is the named manufacturer and will be supplying the maintenance services directly or whether he is a third-party reseller selling the maintenance services on behalf of the manufacturer. **Will Comply**

- 11.2.2 Responding Vendor must propose fixed pricing for one year of maintenance following expiration of the warranty period. Vendor must provide all details of the maintenance/support and all associated costs. **Will Comply**

12. VENDOR QUALIFICATIONS

- 12.1 Vendor must state qualifications to include organization of the company, number of years in business, number of years products/services of similar scope/size to this project have been sold, partnerships, etc. **Will Comply**

13. SCORING METHODOLOGY

- 13.1 An Evaluation Team will review and evaluate all proposals. All information provided by the Vendors, as well as any other information available to evaluation team, will be used to evaluate the proposals.
- 13.2 The evaluation will be conducted as follows:
- 13.2.1 Proposal Validation – Each proposal will be reviewed to determine if it is sufficiently responsive to the solicitation requirements to permit a complete evaluation. A responsive proposal must comply with the instructions stated in this solicitation with regard to content, organization/format, Vendor experience, timely delivery, and must meet mandatory requirements, if applicable. No evaluation points will be awarded in this stage. Failure to submit a complete proposal may result in rejection of the proposal.
- 13.2.2 Cost Evaluation – the specifications contained herein consist of a list of specific hardware and/or software components and cost is the only determinate. The lowest cost among all responsive, valid proposals will be selected as the successful Vendor.
- 13.2.3 If optional items are included in this solicitation, they will be evaluated as part of cost scoring as if they were non-optional. Pricing for optional items will also be included in any total lifecycle cost calculations.

14. REFERENCES

- 14.1 Vendor must provide at least 3 references. A form for providing reference information is attached as Attachment B. Customer requires that references be from completed and/or substantially completed jobs that closely match this request. Reference information must include, at a minimum:
- 14.1.1 Entity;
- 14.1.2 Supervisor's name;
- 14.1.3 Supervisor's telephone number;
- 14.1.4 Supervisor's e-mail address;

- 14.1.5 Length of Project; and
- 14.1.6 Brief Description of Project to include Vendor's specific role in the project.
- 14.2 The Customer reserves the right to request information about the Vendor from any previous customer of the Vendor of whom we are aware even if that customer is not included in the Vendor's list of references, and to utilize such information in the evaluation of the Vendor's proposal.
- 14.3 Any of the following may subject the Vendor's proposal to being rated unfavorably relative to these criteria or removed from further consideration, at the Customer's sole discretion:
 - 14.3.1 Failure to provide reference information in the manner described;
 - 14.3.2 Inability of the State to substantiate minimum experience or other requirements from the references provided;
 - 14.3.3 Non-responsiveness of references to attempts to contact them; or
 - 14.3.4 Unfavorable references that raise serious concerns about material risks to the Customer in contracting with the Vendor for the proposed products or services.

15. PROPOSAL EXCEPTIONS

Proposal exceptions are not permitted in 100% cost solicitations.

16. CLARIFICATIONS, BAFOS AND DEMONSTRATIONS

16.1 Clarifications

Customer reserves the right to request additional information or clarification of a Vendor's proposal at any time during the evaluation process. The Vendor's cooperation during the evaluation process in providing Customer with adequate responses to requests for clarification will be considered a factor in the evaluation of the Vendor's overall responsiveness. Lack of such cooperation or failure to provide the information in the manner required may, at the State's discretion, result in the disqualification of the Vendor's proposal.

- 16.1.1 Unsolicited clarifications and updates submitted after the deadline for proposals will be accepted or rejected at the sole discretion of Customer.
- 16.1.2 Unsolicited clarifications in the evaluation and selection of lowest and best proposal will be considered only if all the following conditions are met:
 - 16.1.2.1 A clarification to a proposal that includes a newly announced product line or service with equal or additional capability to

be provided at or less than the proposed price will be considered.

16.1.2.2 Information provided must be in effect nationally and have been formally and publicly announced through a news medium that the Vendor normally uses to convey customer information.

16.1.2.3 Clarifications must be received early enough in the evaluation process to allow adequate time for re-evaluation.

16.1.2.4 The Vendor must follow procedures outlined herein for submitting updates and clarifications.

16.1.2.5 The Vendor must submit a statement outlining the circumstances for the clarification.

16.1.2.6 The Vendor must be specific about which part of the original proposal is being changed by the clarification (i.e., must include exact RFP reference to section and outline point).

16.1.3 A clarification to a proposal that includes a newly announced product line or service with equal or additional capability to be provided at or less than the proposed price will be considered.

16.1.4 Information provided must be in effect nationally and have been formally and publicly announced through a news medium that the Vendor normally uses to convey customer information.

16.1.5 Clarifications must be received early enough in the evaluation process to allow adequate time for re-evaluation.

16.1.6 The Vendor must follow procedures outlined herein for submitting updates and clarifications.

16.1.7 The Vendor must submit a statement outlining the circumstances for the clarification.

16.1.8 The Vendor must submit unsolicited clarifications via email in the same manner as detailed above.

16.1.9 The Vendor must be specific about which part of the original proposal is being changed by the clarification (i.e., must include exact RFP reference to section and outline point).

16.2 Best and Final Offer (BAFO)

The State reserves the right to issue BAFOs to any and all responding Vendors at any time during the evaluation process. All such Vendors will be provided an equal opportunity to respond with a Best and Final Offer under a procedure to be defined by the State that encompasses the specific, refined needs of a project, as part of

the BAFO solicitation. The State may re-evaluate and amend the original project specifications should it be deemed necessary in order to improve the opportunity for attaining Best Value scenarios from among the remaining competing Vendors. All BAFO proceedings will be uniformly conducted, in writing and subject to solicitation by the State and receipt from the Vendors under a precise schedule.

16.3 Demonstrations and Interviews

- 16.3.1 At the discretion of the State, evaluators may request interviews, presentations, demonstrations, or discussions with any and all Vendors for the purpose of clarification or amplification of Vendor's strategy and approach and any other information presented in any part of the proposal.
- 16.3.2 If requested, Vendors must be prepared to make demonstrations (on-site or virtual, at the sole discretion of the State) of proposal clarifications to the evaluation team and its affiliates within seven calendar days of notification. Each presentation must be made by the project manager being proposed by the Vendor to oversee implementation of this project.
- 16.3.3 Proposed key team members must be present at the demonstration. The evaluation team reserves the right to interview the proposed key team members during these demonstrations or discussions.
- 16.3.4 Although demonstrations may be requested, the demonstration will not be allowed in lieu of a written proposal.

ATTACHMENT A
COST INFORMATION FORM

Please submit all unit and extended costs, as well as all required supporting details and other requested information, using the format below. Vendor may add additional rows as needed to substantiate their entire offering and must include pricing for all requirements in this solicitation to make the Vendor's proposed solution fully functional. Failure to list all costs required to render the proposed solution fully functional may result in the Vendor providing those products or services at no charge or face disqualification.

Company Name:	Business Communications, Inc. (BCI)	Date:	08/28/2026
Contact Name:	Josh Sullivan	Phone #:	(662) 321-2664
Contact E-mail:	jsullivan@bcianswers.com		

MFG	MFG Model Number	DESCRIPTION	QTY	UNIT COST	EXTENDED COST
SCALE	CHA-1-31-HC1650-16C-512GB-55.68TB	SC//HYPERCORE HC1650 HARDWARE	3	\$40,940.29	\$122,820.87
SCALE	ADTM-PROMO-20	WINDOWS/LINUX SERVERS ONLYPROMO SCALE COMPUTING MOVE	1	\$981.96	\$981.96
SCALE	CPU-1-37	INTEL XEON 6517P 16C/32T 3.2GHZ 6400MT/S	3	\$0.01	\$0.03
SCALE	RAM-1-2E	64GB DDR5 RDIMM	24	\$0.01	\$0.24
SCALE	NVM-1-27	7.68TB 2.5 VA U.3 NVME SSD	3	\$0.01	\$0.03
SCALE	HDD-1-06	16TB 3.5 SAS HDD 16TB 3.5 SAS HDD	9	\$0.01	\$0.09
SCALE	NIC-1-0E	4-PORT 10/25GB INTEL E810-XXVDA4 SFP28	3	\$0.01	\$0.03
SCALE	QSPI	SCALE CARE SERVICE-ADVANCED INSTALLSUP-ADVANCED INSTALL	1	\$2,849.21	\$2,849.21
SCALE	HW-3	3 YRSHW WARRANTY	1	\$7,369.24	\$7,369.24
SCALE	HCOS-S-3-16C-PS	SC//HYPERVORE - 16C-PS 3 YEAR LICENSE AND SOFTWARE	3	\$9,426.95	\$28,280.85
SCALE	HW-5	5 YRS HW WARRANTY	1	\$12,282.10	\$12,282.10
SCALE	HCOS-S-5-16C-PS	SC//HYPERCORE - 16 CORE 60 MONTH LICENSE AND SUPPORT SOFTWARE	3	\$16,291.36	\$48,874.08
BCI	Project Manager	Dedicated BCI resource for Project	32	\$50.00	\$1,600.00
BCI	Solution Architect	Discovery and Architecture	40	\$100.00	\$ 4,000.00
BCI	INF-ENGINEER	SCALE Cluster and VMWare Migration	60	\$125.00	\$7,500.00
BCI	AZ-ENGINEER	Azure Landin Zone and Server Migration	120	\$125.00	\$15,000.00
BCI	DATA-ENGINEER	File Data Migration	60	\$100.00	\$6,000
BCI	CLOUD-ENGINEER	Backup, DR, and Security	32	\$100.00	\$3,200.00
BCI	TECH-WRITER	Documentation and Training	32	\$50	\$1,600.00

		Services-Focused Language 17. The professional services estimate is based on Vendor resources executing all migration, implementation, and project management activities outlined in this proposal. To the extent the Customer assumes responsibility for any portion of these activities, the corresponding services effort will be reduced and pricing adjusted to reflect the revised scope.		

Mark-up/discount off manufacturer list-price: _____

If any of the items below are included in Vendor's proposal they must be detailed below.

Warranty:	Per Manufacturer's terms and conditions, replacement components are shipped for next business day delivery whenever possible
Installation: *	BCI Will provide on site installation. Travel is 6 hours at \$50 per hour including \$250 per day Per Diem
Maintenance:	Maintenance provided per Manufacturer's terms and conditions
Training:	Two remote administrator sessions, up to two hours each, for City IT staff. Additional or end-user training is separately priced.

**If Vendor travel is necessary to meet the requirements of the solicitation, the Vendor should propose fully loaded costs including travel*

ATTACHMENT B
REFERENCE INFORMATION FORM

The information provided below will be used to contact references.

Entity	Lauderdale County Board of Supervisors
Supervisor's Name	Robert Wilson
Supervisor's Title	Director of Informatino Technology
Supervisor's Telephone #	601 604 9811
Supervisor's E-Mail Address	rwilson@lauderdalecounty.org
Length of Project	
Brief Description of Project	Migration off of VMWare to Nutanix Hypervisor which is KVM Based similar to SCALE

Entity	Three Rivers PDD
Supervisor's Name	Gretchen Lambert
Supervisor's Title	Director of Information Technology
Supervisor's Telephone #	662 489 2415
Supervisor's E-Mail Address	glambert@trpdd.com
Length of Project	
Brief Description of Project	Migration from VMWARE to SCALE Hypervisor

Entity	Golden Eagle Land Company
Supervisor's Name	Wes Salyer
Supervisor's Title	V.P. Land & Administration
Supervisor's Telephone #	606 243 5126
Supervisor's E-Mail Address	wsalyer@gelcllc.com
Length of Project	
Brief Description of Project	Migrate On Prem Servers to AZURE with other workloads migrated from tenant to tenant including OneDrive and Sharepoint

Executive Summary

The City of Tupelo is undertaking a coordinated infrastructure modernization initiative that combines a new three-node SCALE computing platform, migration of approximately 20 to 25 VMware virtual machines, deployment of 10 to 15 workloads into Microsoft Azure, and migration of approximately 60 TiB of file data into governed cloud storage. The requested outcome is a resilient hybrid environment that supports daily file access, archival storage, cost governance, immutable protection, monitoring, backup, disaster recovery, and security hardening.

Business Communications, Inc. (BCI) proposes a phased delivery model that reduces migration risk through discovery, validated design, pilot migrations, production waves, reconciliation, and formal acceptance. BCI will coordinate hardware installation and SCALE cluster implementation, develop the Azure landing-zone design, establish hybrid identity and network connectivity, deploy Azure Files Premium and Azure Blob Storage lifecycle controls, implement FinOps and operational monitoring, and execute workload and data migration with evidence-based validation.

The proposed professional-services estimate is 624 hours. This estimate is intended to be used as the not-to-exceed labor basis after approved BCI hourly rates are inserted. Equipment, subscriptions, licenses, cloud consumption, manufacturer support, shipping, taxes, and optional remediation are priced separately. BCI will manage scope through written change control so the City has clear accountability for schedule, cost, dependencies, and acceptance.

Business Outcome	BCI Response
Modernized local compute	Deploy and validate a three-node SCALE cluster and migrate 20 to 25 VMware virtual machines in controlled waves.
Governed Azure foundation	Design and configure an Azure landing zone, hybrid identity, network topology, security baseline, budgets, alerts, forecasting, and monitoring.
Cloud file services	Migrate approximately 60 TiB, place active data in Azure Files Premium, archive files older than five years to Azure Blob Storage, and configure lifecycle controls.
Resilience and security	Implement backup vaults, immutability/WORM controls where supported, Azure Monitor logging, disaster recovery planning, and security hardening.
Operational readiness	Provide as-built documentation, administrator knowledge transfer, validation evidence, issue tracking, and closure sign-off.

Technical Response Matrix

RFP Ref.	Response	BCI Manner and Degree of Compliance
47	WILL COMPLY	Provide a three-node Dell, IBM, SCALE Computing, or equivalent platform operating the SCALE hypervisor; migrate 20 to 25 VMware servers.
49	WILL COMPLY	Conduct landing-zone workshops; document design decisions; configure agreed Azure subscription, identity, security, governance, automation, and network topology components.
50	WILL COMPLY	Migrate 10 to 15 servers into Azure infrastructure using assessment, pilot, wave planning, cutover, validation, and rollback procedures.
51	WILL COMPLY	Migrate approximately 60 TiB of file data using staged transfer, delta synchronization, reconciliation, and acceptance evidence.

RFP Ref.	Response	BCI Manner and Degree of Compliance
52	WILL COMPLY	Identify files older than five years using agreed metadata criteria and migrate eligible content to Azure Blob Storage. Final rules will be confirmed during discovery.
53	WILL COMPLY	Configure Azure Files Premium for agreed active-data shares, access controls, connectivity, monitoring, and validation.
54	WILL COMPLY	Implement a FinOps dashboard with agreed budgets, alerts, tagging, cost views, and forecast reporting.
55	WILL COMPLY	Configure immutable backup vault capabilities where technically supported and integrate required operational logs with Azure Monitor.
56	WILL COMPLY	Configure storage lifecycle management and immutable WORM protection where supported by the selected services and retention requirements.
57	WILL COMPLY	Implement the agreed backup, disaster recovery, and security-hardening baseline and document excluded application-specific remediation.
58	WILL COMPLY	BCI will plan toward operational readiness by December 17, 2026, dependent on award, hardware delivery by September 30, 2026, timely access, licensing, customer decisions, and approved maintenance windows.
61	WILL COMPLY	Validate required connectivity and interoperability assumptions for the HP Nimble Storage appliance and Brickstor appliance during discovery.
64-66	WILL COMPLY	Provide lead-time evidence and delivery/installation plan. Final compliance with the September 30, 2026 delivery date requires written manufacturer/distributor confirmation.
67	WILL COMPLY	Provide hourly rates and a role-based project-hours breakdown in the final commercial response.
68-71	WILL COMPLY	Provide technical documentation and manuals; indicate installation provider; attach evidence of installation authorization.
75	WILL COMPLY	Provide administrator training and knowledge transfer with content, duration, audience, delivery method, and separate pricing.
78-89	WILL COMPLY	Provide complete warranty, support, escalation, maintenance, and 3-year/5-year term details in the final commercial package.
91	WILL COMPLY	Provide BCI organizational qualifications, relevant experience, partnerships, and delivery credentials.
99-105	WILL COMPLY	Provide at least three references using Attachment B.

Statement of Work

5.1 Project Definition

The City of Tupelo has requested BCI Professional Services to deploy a three-node SCALE environment, migrate VMware workloads to SCALE, establish and secure an Azure landing zone, migrate selected server workloads to Azure, and transition approximately 60 TiB of file data to Azure Files Premium and Azure Blob Storage. This Statement of Work defines the delivery activities, estimated hours, responsibilities, assumptions, exclusions, deliverables, change-control process, and acceptance criteria for the engagement.

5.2 Project Coordination

BCI will provide a Project Manager who will serve as the primary project contact for scope, schedule, budget tracking, resource coordination, communications, risks, issues, dependencies, change control, and closure. City resources will be required for access, decisions, application validation, maintenance-window approvals, and acceptance.

5.3 Initiation and Discovery Phase

- Conduct internal and customer kickoff meetings; confirm stakeholders, escalation paths, communication cadence, target milestones, and project controls.
- Inventory source VMware workloads, 10 to 15 Azure migration candidates, file shares, data volumes, permissions, dependencies, current backup processes, retention requirements, and operational constraints.
- Assess application dependencies, identity, DNS, IP addressing, routing, firewall requirements, HP Nimble and Brickstor interfaces, maintenance windows, outage tolerance, and rollback needs.
- Confirm the definition of “older than five years,” treatment of last-accessed versus last-modified dates, exceptions, legal holds, retention, and access expectations.
- Establish a requirements traceability matrix, migration wave register, risk register, decision log, action register, and evidence repository.

5.4 Solution Design and Planning Phase

- Develop the detailed design for the three-node SCALE cluster, including network uplinks, storage layout, management access, resiliency, and integration prerequisites.
- Develop the Azure landing-zone design covering tenant/subscription organization, resource groups, naming, tagging, policy, role-based access, hybrid Entra ID, logging, monitoring, backup, connectivity, and security controls.
- Define Azure Files Premium and Blob Storage architecture, capacity, redundancy, private connectivity, identity-based access, lifecycle management, immutability, and recovery requirements.
- Produce server and data migration runbooks with pilots, production waves, change records, validation steps, communications, go/no-go criteria, and rollback procedures.
- Review the implementation plan with the City and obtain authorization before production changes.

5.5 Hardware Delivery, Installation, and SCALE Cluster Phase

- Coordinate manufacturer/distributor lead-time confirmation and shipment tracking.
- Unpack, inspect, rack, cable, and power the three nodes, subject to site readiness and the final hardware quotation.
- Apply current supported firmware and software; configure management, cluster, networking, storage, alerts, and administrative access.
- Validate cluster health, node resiliency, storage availability, network paths, and management access.
- Produce a baseline configuration and installation evidence package.

5.6 VMware-to-SCALE Migration Phase

- Confirm the final list of 20 to 25 VMware virtual machines and workload owners.
- Complete pilot migration of representative low-risk workloads and refine runbooks based on results.
- Execute production migration waves during approved maintenance windows.
- Validate boot, operating system, network, authentication, application reachability, monitoring, and backup registration.
- Maintain a per-workload evidence log and obtain owner validation before source retirement decisions.
- Provide stabilization support and remediate migration-related defects within scope.

5.7 Azure Landing Zone and Hybrid Services Phase

- Configure agreed subscriptions, resource groups, naming, tags, Azure Policy assignments, RBAC, budgets, alerts, and operational logging.

- Implement the agreed hub/spoke or equivalent network topology, subnets, route tables, security groups, private endpoints, DNS, and hybrid connectivity dependencies.
- Integrate Entra ID hybrid requirements using existing supported identity services and agreed security controls.
- Configure Azure Monitor, Log Analytics, alerting, dashboards, and immutable backup vault features where supported.
- Implement the agreed FinOps dashboard, budget thresholds, stakeholder notifications, and forecast views.

5.8 Server Migration to Azure Phase

- Assess and right-size the 10 to 15 server workloads; document compatibility and remediation constraints.
- Prepare target resources and migration tooling; conduct a pilot migration.
- Execute server migration waves with pre-checks, cutover, validation, issue handling, and rollback readiness.
- Validate identity, DNS, routes, security rules, application services, monitoring, backup, and owner acceptance.
- Document migrated workload configuration and stabilization results.

5.9 File Data Migration and Archival Phase

- Profile approximately 60 TiB of file data, including share structure, file counts, path lengths, unsupported items, permissions, age distribution, and change rate.
- Configure Azure Files Premium shares and Azure Blob Storage containers with agreed access, private connectivity, encryption, monitoring, retention, lifecycle, and immutability settings.
- Run pilot transfers and validate throughput, permissions, metadata, naming, and user access.
- Execute staged seed transfers and delta synchronization; coordinate final cutover and share redirection.
- Migrate files meeting the approved older-than-five-years rule into Blob Storage and retain an exception report.
- Perform reconciliation using transfer logs, item/byte totals, error reports, sampling, and customer validation.
- Provide hypercare support for migration-related access issues and close remaining defects or route them through change control.

5.10 Backup, Disaster Recovery, Security, and Monitoring Phase

- Configure agreed backup policies, retention, vault controls, alerts, and recovery permissions.
- Document recovery priorities and execute representative restore validation for agreed workloads/data.
- Apply agreed security-hardening controls to in-scope Azure resources and document unresolved findings.
- Confirm Azure Monitor log ingestion, alert routing, backup status, cost alerts, and operational dashboard visibility.
- Provide a disaster recovery runbook and identify any recovery objectives that require additional architecture or licensing.

5.11 Training, Documentation, and Closure Phase

- Provide up to two remote administrator knowledge-transfer sessions, each up to two hours, for an agreed audience of City IT staff.
- Cover SCALE administration, routine health checks, Azure landing-zone governance, file-service operations, backup/recovery, monitoring, cost governance, and escalation paths.
- Deliver as-built diagrams, configuration summary, migration evidence register, exception list, operational runbooks, and support/warranty contacts.

- Conduct closure review; confirm deliverables, open issues, transition items, and acceptance status.

Preliminary Milestones

Milestone	Target / Dependency	Acceptance Evidence
Award and contracting	September 2026	Notice to proceed and completed commercial documents
Hardware delivery	On or before September 30, 2026	Receiving record and inspection checklist
Discovery and final design	Immediately following notice to proceed	Approved requirements, design, wave plan, and risk register
SCALE cluster operational	Per approved integrated schedule	Cluster health and resiliency validation
VMware migrations complete	Per approved migration waves	Per-VM validation and owner acceptance log
Azure foundation operational	Per approved integrated schedule	Landing-zone configuration and control evidence
Azure server migrations complete	Per approved migration waves	Per-server validation and owner acceptance log
60 TiB data migration complete	Per approved transfer/cutover plan	Reconciliation report, error disposition, and access validation
Operational readiness	By December 17, 2026, subject to dependencies	Closure checklist, delivered documentation, training, and sign-off

Deliverables and Acceptance Criteria

Deliverable	Acceptance Criteria
Project management package	Current schedule, RAID register, decision log, change log, status reporting, and closure record delivered.
SCALE cluster	Three nodes report healthy; agreed storage and network tests pass; administrative access and alerts are verified.
VMware migration	Each in-scope VM completes agreed technical and owner validation; exceptions are documented and dispositioned.
Azure landing zone	Agreed identity, network, policy, RBAC, monitoring, cost controls, and security baseline are configured and documented.
Azure server migration	Each in-scope server passes agreed connectivity, service, monitoring, backup, and owner validation.
File migration	Transfer and reconciliation reports account for processed data; errors are resolved or accepted; permissions and representative access tests pass.
Archive and lifecycle controls	Approved age criteria, lifecycle rules, retention, and immutability settings are documented and validated using representative objects.
Backup and DR	Agreed policies are enabled; representative recovery test evidence and DR runbook are delivered.

Deliverable	Acceptance Criteria
Documentation and training	As-built package is delivered and agreed knowledge-transfer sessions are completed.
Project closure	City provides written acceptance or a documented punch list of material nonconformities within five business days of delivery.

9. Customer Responsibilities

- Designate an empowered project owner and technical contacts; attend workshops and provide timely decisions.
- Provide facilities access, rack space, power, cooling, grounding, cabling, IP addresses, firewall changes, DNS, credentials, licensing, and remote access required for delivery.
- Provide accurate source inventories, application-owner contacts, retention/legal-hold requirements, and available vendor support contacts.
- Maintain verified backups of source systems and data before migration or authorize BCI to implement separately priced protection.
- Approve maintenance windows, user communications, change records, freeze periods, migration waves, and go/no-go decisions.
- Test business applications and user access and provide acceptance or specific defect details within the agreed validation window.
- Procure and maintain all required Microsoft Azure, SCALE, operating system, backup, security, and third-party licenses and subscriptions unless expressly included in the final quotation.
- Ensure hardware receiving and physical site readiness by the required delivery and installation dates.

10. Assumptions, Constraints, and Out of Scope

10.1 Key Assumptions

- The final in-scope quantities will not exceed 25 VMware VMs, 15 Azure server migrations, and approximately 60 TiB of file data without a written change order.
- The City will provide requested information, access, and approvals within two business days unless another interval is agreed in writing.
- Work will be remote or performed during standard business hours unless the final pricing identifies on-site or after-hours labor.
- Source systems are in supported condition and have sufficient health and free capacity to support migration tooling and data transfer.
- Available network bandwidth and change rate support the approved migration schedule. Network upgrades or acceleration appliances are not included unless quoted.
- Application remediation, version upgrades, vendor recertification, and application code changes are excluded unless specifically listed.
- Azure consumption charges and third-party license/subscription charges are excluded from professional-services hours and will be billed by the applicable provider.
- The December 17, 2026 objective depends on award timing, hardware delivery by September 30, timely access and decisions, stable source systems, and sufficient maintenance windows.

10.2 Out of Scope

- ✕ • Workloads, data, locations, or services beyond the stated quantities and deliverables.
- ✕ • Replacement or remediation of unsupported operating systems, applications, databases, network equipment, cabling, power, cooling, or storage hardware.

- Business-process redesign, application functional testing, end-user training, or 24x7 operational support.
- Legal determination of records-retention requirements or classification of data subject to legal hold.
- Deletion or destruction of source data, decommissioning of source infrastructure, or asset disposal unless separately authorized in writing.
- Performance guarantees for Internet/WAN throughput, Azure consumption cost, or third-party product behavior.
- Ongoing managed services after the defined stabilization and closure period.

11. Change Management

Any requested service, changed quantity, altered design, additional migration wave, expanded validation, schedule acceleration, after-hours activity, or remediation effort not expressly included in this Statement of Work will be evaluated through BCI's written change-control process. The change request will describe the requested modification, rationale, impact to scope, schedule, hours, charges, assumptions, and acceptance criteria. BCI will not begin changed work until authorized in writing by the City and BCI. If urgent action is necessary to protect systems or data, BCI will document the action and seek written authorization at the earliest practical point.

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- Legal determination of records-retention requirements or classification of data subject to legal hold.
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Purchase Office
ATTN: Cade Armstrong
City Hall 1st Floor
71 East Troy Street
Tupelo, Mississippi, 38804

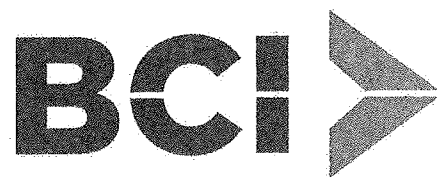
Business Communications, Inc.
442 Highland Colony Parkway
Ridgeland, MS 39157

Date:
08/28/2026

Scale Computing 3YR

Prepared for:
City of Tupelo

Quote #: 059070 Version: 2



Business Communications, Inc.

Josh Sullivan, Account Executive
442 Highland Colony Parkway
Ridgeland, MS 39157
Office: 601.898.1890 / 800.748.6317
Fax 601.898.1310
Email: jsullivan@bcianswers.com
Website: <http://bcianswers.com/>



3YR		Price	Qty	Ext. Price
CHA-1-31- HC1650-16C- 512GB-55.68TB	SC//HYPERCORE HC1650 HARDWARE	\$40,940.29	3	\$122,820.87
ADTM-PROMO- 20	WINDOWS/LINUX SERVERS ONLYPROMO SCALE COMPUTING MOVE	\$981.96	1	\$981.96
CPU-1-37	INTEL XEON 6517P 16C/32T 3.2GHZ 6400MT/S	\$0.01	3	\$0.03
RAM-1-2E	64GB DDR5 RDIMM	\$0.01	24	\$0.24
NVM-1-27	7.68TB 2.5 VA U.3 NVME SSD	\$0.01	3	\$0.03
HDD-1-06	16TB 3.5 SAS HDD 16TB 3.5 SAS HDD	\$0.01	9	\$0.09
NIC-1-0E	4-PORT 10/25GB INTEL E810-XXVDA4 SFP28	\$0.01	3	\$0.03
QSP1	SCALE CARE SERVICE-ADVANCED INSTALLSUP-ADVANCED INSTALL	\$2,849.21	1	\$2,849.21
HW-3	3 YRSHW WARRANTY	\$7,369.24	1	\$7,369.24
Subtotal:				\$134,021.70

Software		Price	Qty	Ext. Price
HCOS-S-3-16C- PS	SC//HYPERVORE - 16C-PS 3 YEAR LICENSE AND SOFTWARE	\$9,426.95	3	\$28,280.85
Subtotal:				\$28,280.85



Scale Computing 3YR

Quote Information:

Quote #: 059070
Version: 2
Delivery Date: 08/28/2026

Bill To:

City of Tupelo
P.O. Box 1485
Tupelo, MS 38802
Walter Tucker
walter.tucker@tupeloms.gov
(662) 841-6456

Ship To:

City of Tupelo
71 E Troy Street
Tupelo, MS 38804
Walter Tucker
walter.tucker@tupeloms.gov
(662) 841-6513



Quote Summary		Amount
	3YR	\$134,021.70
	Software	\$28,280.85
	Total	\$162,302.55

Return Policy

All requests to return merchandise and/or materials purchased are subject to manufacturer's authorization and return policy. If purchased materials and/or merchandise is damaged, defective, and/or non-functional on arrival, customers have 30 days from date of invoice to request a return. All returned materials and/or merchandise must be complete with all manuals, cables, warranty cards, static bags, etc., just as the Customer received them. All other materials and/or merchandise can only be returned if the box and/or packaging has not been opened. Authorization of these returns are subject to the manufacturer's approval and are subject to a restocking fee.

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.



By signing this document the customer acknowledges that they have received and read a copy of the BCI General Customer Agreement and agrees to all the terms contained therein. While we strive to honor quoted pricing, all prices remain subject to change until the product ships.

Customer signature and acceptance of this quote serves as authorization for BCI to procure the products and services detailed in the quote on behalf of the customer and to invoice customer accordingly.

Pricing includes 3% discount for payments made by cash, check or ACH.

BCI will generate an invoice for the customer when the hardware ships from the supplier.

City of Tupelo

Business Communications, Inc

Accepted By:
Signature _____

Name _____

Title _____

Date _____

By:
Signature _____

Name Josh Sullivan

Title Account Executive

Date August 28, 2026

Josh Sullivan, Account Executive

442 Highland Colony Parkway
Ridgeland, MS 39157

Office: 601.898.1890 / 800.748.6317

Fax 601.898.1310

Email: jsullivan@bcianswers.com

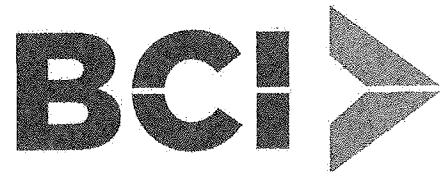
<http://bcianswers.com/>

Date:
08/28/2026

Scale Computing 5YR

Prepared for:
City of Tupelo

Quote #: 059734 Version: 1



Business Communications, Inc.

Josh Sullivan, Account Executive
442 Highland Colony Parkway
Ridgeland, MS 39157
Office: 601.898.1890 / 800.748.6317
Fax 601.898.1310
Email: jsullivan@bcianswers.com
Website: <http://bcianswers.com/>



5YR		Price	Qty	Ext. Price
CHA-1-31- HC1650-16C- 512GB-55.68TB	SC//HYPERCORE HC1650 HARDWARE	\$40,940.29	3	\$122,820.87
ADTM-PROMO- 20	WINDOWS/LINUX SERVERS ONLYPROMO SCALE COMPUTING MOVE	\$981.96	1	\$981.96
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HDD-1-06	16TB 3.5 SAS HDD 16TB 3.5 SAS HDD	\$0.01	9	\$0.09
NIC-1-0E	4-PORT 10/25GB INTEL E810-XXVDA4 SFP28	\$0.01	3	\$0.03
QSPI	SCALECARE SERVICE-ADVANCED INSTALLSUP-ADVANCED INSTALL	\$2,849.21	1	\$2,849.21
HW-5	5 YRS HW WARRANTY	\$12,282.10	1	\$12,282.10
Subtotal:				\$138,934.56

Software		Price	Qty	Ext. Price
HCOS-S-5-16C- PS	SC//HYPERCORE - 16 CORE 60 MONTH LICENSE AND SUPPORT SOFTWARE	\$16,291.36	3	\$48,874.08
Subtotal:				\$48,874.08



Scale Computing 5YR

Quote Information:

Quote #: 059734
Version: 1
Delivery Date: 08/28/2026

Bill To:

City of Tupelo
P.O. Box 1485
Tupelo, MS 38802
Walter Tucker
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Ship To:

City of Tupelo
71 E Troy Street
Tupelo, MS 38804
Walter Tucker
walter.tucker@tupeloms.gov
(662) 841-6513



Quote Summary		Amount
5YR		\$138,934.56
Software		\$48,874.08
Total		\$187,808.64

Return Policy

All requests to return merchandise and/or materials purchased are subject to manufacturer's authorization and return policy. If purchased materials and/or merchandise is damaged, defective, and/or non-functional on arrival, customers have 30 days from date of invoice to request a return. All returned materials and/or merchandise must be complete with all manuals, cables, warranty cards, static bags, etc., just as the Customer received them. All other materials and/or merchandise can only be returned if the box and/or packaging has not been opened. Authorization of these returns are subject to the manufacturer's approval and are subject to a restocking fee.

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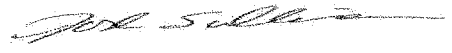
Name _____

Title _____

Date _____

By:
Signature _____

Name


Josh Sullivan

Title

Account Executive

Date

August 28, 2026

Josh Sullivan, Account Executive

442 Highland Colony Parkway
Ridgeland, MS 39157

Office: 601.898.1890 / 800.748.6317

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