MODIFIABLE RFP TEMPLATE & VENDOR Q&A RUBRIC | VNA-RFP-045 | AWR Performance Tuning & Turnkey Oracle ACE Pods

Request for Proposals (RFP): Oracle Database Appliance (ODA X11-HA) Turnkey Consolidation & Capacity-on-Demand Licensing

Instructions for RFP Author: This template is structured so your IT, Architecture, and Procurement teams can issue a rigorous, apples-to-apples Request for Proposals. Customize the bracketed [Modifiable] fields below or use the companion .md file on the solution portal.

1. Issuing Organization & Procurement Schedule (Modifiable Fields)

RFP Field / Milestone	Modifiable Entry / Target Value
Issuing Organization & Sponsor	[Insert Legal Organization Name, Executive Sponsor & Primary Contact Email]
Project Scope Summary	Transition from Aging Multi-Vendor Dell/HP x86 Servers, SAN Storage Silos & Full-Socket Oracle Core Licensing to Oracle Database Appliance (ODA X11-HA / X11-S) + Capacity-on-Demand Core Licensing + Data Guard
RFP Issue / Q&A; / Proposal Due Dates	[Issue: YYYY-MM-DD] | [Vendor Questions Due: +14 Days] | [Proposals Due: +30 Days]
Target Contract Type	Fixed-Price Milestone Deliverables with Automated Parity & Cutover Acceptance Gates

2. Mandatory Technical Scope of Work (Modifiable Requirements)

[REQ-ARCH-01] Automated Phase 0 AST & binary scan mapping Aging Multi-Vendor Dell/HP x86 Servers, SAN Storage Silos & Full-Socket Oracle Core Licensing artifacts directly to live Oracle dictionary metadata and profiling production data.

[REQ-ARCH-02] Target architecture built on Oracle Database Appliance (ODA X11-HA / X11-S) + Capacity-on-Demand Core Licensing + Data Guard, consolidating cloned queries into governed core SQL views with runtime Smart Filters.

[REQ-ARCH-03] Automated generation of full Business Requirements Documents (BRD), Technical Approach Docs, Testing Specifications, and Verified Test Results.

[REQ-ARCH-04] Zero-trust SSO/MFA (Entra ID / Okta) paired with database-enforced row-level security (VPD / RAS) and SQLcl Liquibase CI/CD pipelines.

3. Component Conversion & Acceptance Matrix

Legacy Artifact / Workload	Required Target Architecture	Engineering Method & Acceptance Gate
Source Tier: Aging Multi-Vendor Dell/HP x86 Servers, SAN Storage Silos & Full-Socket Oracle Core Licensing	Oracle Database Appliance (ODA X11-HA / X11-S) + Capacity-on-Demand Core Licensing + Data Guard	Automated AST & Metadata Uplift (85%-95%)
Primary Footprint: Current Licensed Oracle Processor Cores Across Servers	Oracle APEX 24.2 Redwood UI + PL/SQL APIs	Binary-to-DB Metadata Mapping + Pilot Sprint
Workload & Queries: Databases & Schemas to Consolidate onto ODA	Canonical Core SQL Views + Runtime Smart Filters	Query Fan-Out Clustering (75%-90% Reduction)
Undocumented Legacy Business Rules & QA	Auto-Generated BRD, Approach Doc, Test Specs & Results	100% Automated Documentation & utPLSQL / Playwright

4. Mandatory Vendor Q&A; Questionnaire & Evaluation Benchmark Key

Bidders must answer each technical question below. Evaluation committee members can compare vendor answers directly against the Reference Benchmark Key:

Vendor Question 1: What are the primary levers that control the cost of Oracle Database Appliance (ODA X11) Consolidation? *[Score: ___ / 10]*

Reference Evaluation Benchmark: Cost is controlled by five levers: (1) collapsing cloned query fan-out across databases & schemas to consolidate onto oda into canonical core SQL views, (2) percentage of business logic already in database packages vs. UI triggers, (3) production data quality profiled during Phase 0, (4) external integration/SSO count, and (5) cutover downtime requirements.

Vendor Question 2: How does your tool convert binaries (.fmb, .rdf, etc.), map database metadata, and generate documentation? *[Score: ___ / 10]*

Reference Evaluation Benchmark: Our automated analyzer parses legacy binaries and source files, extracts every trigger, query, and UI control, cross-references them against live database dictionary metadata (ALL_TAB_COLUMNS, ALL_DEPENDENCIES), profiles actual column data distributions, and automatically generates the Business Requirements Document (BRD), Technical Approach Doc, Test Specifications, and Verified Test Results.

Vendor Question 3: What does a typical project timeline look like from kickoff to production cutover? *[Score: ___ / 10]*

Reference Evaluation Benchmark: Projects follow four gated phases: Phase 0 (Weeks 1-2: Binary AST Scan, Data Profiling & Auto-Generated BRD), Phase 1 (Weeks 3-6: Core Schema Uplift & Working Pilot), Phase 2 (Weeks 7-12: Automated Conversion Sprints & Test Spec Execution), and Phase 3 (Weeks 13-16: Parallel Run, Zero-Downtime Cutover & 30-Day Hypercare).

Vendor Question 4: How do you rationalize report/query fan-out and guarantee 100% customer code & data ownership? *[Score: ___ / 10]*

Reference Evaluation Benchmark: Vendor must demonstrate AST SQL clustering to collapse cloned queries into governed core views with runtime/AI-inference filters, and deliver 100% customer-owned SQL, PL/SQL, APEX, or cloud code with zero proprietary runtime lock-in.

5. Commercial Milestone Pricing & Evaluation Weighting (Modifiable)

Phase / Deliverable Gate	Required Acceptance Output	Bidder Fixed Fee	Eval Weight
Phase 0: AST Discovery & Blueprint	Complete code/schema AST inventory, dead-code manifest & core SQL fan-out map	$ [Insert]	20%
Phase 1: Core Schema & Logic Uplift	Target cloud/DB provisioning, automated DDL/code conversion & unit tests	$ [Insert]	30%
Phase 2: UI, Reports & UAT	Modernized UI/portals, runtime/AOP reports, security VPD/SSO & UAT sign-off	$ [Insert]	30%
Phase 3: Cutover & Hypercare	Zero-downtime cutover, row/hash reconciliation & 30-day production warranty	$ [Insert]	20%