The Quilt's 2019 VMware Distribution Partner RFP Selection Process

The announcement of The Quilt's VMware RFP was made on January 4, 2019 to establish a VMware Distribution Partner to support the research and education community. Notification of the RFP was communicated to all the five of the U.S. VMware distribution partners with contact information provided by VMware. The RFP was also posted to front landing page of our Quilt website. The VMware RFP page is still available at: https://www.thequilt.net/2019-vmware-and-related-offerings-convenience-pricing-program-request-for-proposals/.

In 2019, The Quilt also issued an RFI.

All potential responders were required to submit a letter of intent to respond. Approximately one month later, final responses were due to Jen Leasure, President and CEO of The Quilt. Acknowledgement of receipt was provided to each response received. The Quilt received 3 responses to its request for proposal.

The RFP committee was comprised of 10 members including Quilt staff and member organization staff who demonstrated expertise and experience in procuring VMware solutions for their member institutions. All RFP team members also demonstrated their ability to evaluate responses in an impartial and confidential manner.

Each volunteer was requested to complete a vendor scorecard which evaluated each response for completeness and appropriateness of content to ensure the response contained all the essential requirements necessary for the bid to be given further consideration. Then each reviewer rated the content on a scale of 1 to 5 in each category of consideration with 1 being the lowest on the quality and acceptability of a response and 5 being the highest.

Out of this initial review, one vendor did not qualify to move on to the semi-finalist round based on the RFP team review of the response. As part of a semi-finalist round, each of the remaining two candidates were asked to submit best and final offer pricing as well as respond to further general questions and specific questions regarding their Quilt program offering. The semi-finalist responses were also reviewed by the same RFP team for completeness and acceptability. The final stage of the selection process was to place three reference calls for each semi-finalist. The calls focused on the requirements developed specifically for The Quilt program.

As a result of this process and consistent with the RFP's goals, one vendor was chosen as an Authorized Quilt VMware Distribution Partner. On May 1, 2019, The Quilt signed a Master Service Agreement with Carahsoft Technology as its distribution partner for VMware solutions and Related Offerings.

More information regarding this program can be found at:

http://www.thequilt.net/vmware-convenience-pricing-program/

Further Questions on The Quilt's 2019 VMware Distribution Partners RFP process can be directed to:

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