

MODIFIABLE RFP TEMPLATE & VENDOR Q&A RUBRIC | VNA-RFP-017 | Enterprise ERP, EAM & VMware Modernization

Request for Proposals (RFP): VMware Exit for Oracle Databases: Migrate vSphere to Oracle Linux KVM, ODA & OCVS

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 VMware vSphere / ESXi / vSAN / NSX (Broadcom Subscription Lock-In) to Oracle Linux KVM / OLVM, ODA KVM Hard Partitioning, or OCVS
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] Three-Lane VMware Exit Strategy Tailored by Workload: Lane A (Database Tier to ODA X11 / Exadata / OCI DB) moves Oracle and SQL Server databases off VMware onto hard-partitioned engineered systems. Lane B (General Linux/Windows VMs to Oracle Linux KVM / OLVM) converts `.vmdk`` guests via ``virt-v2v`` to Oracle Linux Virtualization Manager at zero hypervisor license cost. Lane C (Zero-Refactor OCVS) lifts remaining complex NSX/vSphere estates to Oracle Cloud VMware Solution (OCVS) with full root vCenter control.

[REQ-ARCH-02] Certified Oracle Linux KVM CPU Pinning (``olvm-vmcontrol``): We configure strict physical core pinning on Oracle Linux KVM and ODA KVM so your Oracle Database licenses are legally capped to the exact vCPUs assigned to the VM.

[REQ-ARCH-03] Automated VMDK-to-KVM Migration Factory: Using Virt-V2V, RMAN/GoldenGate (for databases), and OCI Rackware/Cloud Migrations, we migrate hundreds of VMs in waves with automated VirtIO driver injection and network cutover.

3. Component Conversion & Acceptance Matrix

Legacy Artifact / Workload	Required Target Architecture	Engineering Method & Acceptance Gate
Oracle Database VMs on VMware ESXi (Soft Partitioned)	Oracle Linux KVM (CPU Pinned) / ODA X11 / OCI Base DB	Hard-Partitioned Core Capping + GoldenGate/RMAN Sync
Linux & Windows Application VMs (<code>.vmdk`</code>)	Oracle Linux Virtualization Manager (OLVM / KVM <code>`qcow2`</code>)	Automated <code>`virt-v2v`</code> Pipeline + VirtIO Injection
VMware vCenter & DRS Management Plane	Oracle Linux Virtualization Manager (OLVM) + Terraform	Included with Oracle Linux Premier Support
Complex Legacy VMware Estates Needing Fast DC Exit	Oracle Cloud VMware Solution (OCVS) Bare-Metal DenseIO	HCX Live vMotion to Customer-Managed OCI vSphere

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: Does Oracle officially recognize Oracle Linux KVM CPU pinning as Hard Partitioning? [Score: ____ / 10]

Reference Evaluation Benchmark: Yes. When configured according to Oracle's Hard Partitioning with Oracle Linux KVM specification (using `olvm-vmcontrol` or ODA KVM to bind vCPUs to dedicated physical cores), you only license the pinned cores, not the entire physical host or cluster.

Vendor Question 2: What if we have legacy VMs that cannot leave VMware before our data center lease expires? [Score: ____ / 10]

Reference Evaluation Benchmark: We migrate those workloads via VMware HCX into Oracle Cloud VMware Solution (OCVS), where you retain full Layer-2 networking, root ESXi/vCenter access, and dedicated bare-metal nodes adjacent to OCI native databases.

Vendor Question 3: What is included in the downloadable PDF Solution Brief? [Score: ____ / 10]

Reference Evaluation Benchmark: The PDF Solution Brief includes the Oracle LMS Hard-Partitioning Compliance Checklist for KVM/ODA, the 4-step `virt-v2v` migration factory blueprint, and a 3-year TCO comparison of Broadcom VCF vs. OLVM/ODA/OCI.

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%