

Physical Infrastructure Supply Arrangement (PISA) 2.0

Request for Information (RFI) Summary

The following document contains consolidated responses from some of the main elements of the Servers and Storage Infrastructure Supply Arrangement (SSISA) RFI which was posted from December 2022 to February 2023. Enterprise IT Procurement (EITP) has additionally added points of consideration for potential future discussion during the subsequent stages of the project.

The RFI yielded twenty-two (22) responses from a variety of companies from IT industry.

1. Resellers/Integrators holding an SA Agreement

- *This chart represents consolidated/paraphrased responses from industry*

<u>Risks/disadvantages</u>	<u>Advantages</u>
➤ Would require financial vetting of companies to ensure they don't become insolvent	➤ Best of breed offered versus acceptance of vendor single stack solution
➤ Complicated support model	➤ Reduction in cost of 3 rd party rebranding
➤ Pricing derived from OEM's	➤ Ability to offer variety of solutions for complex requirements
➤ Catalogue model for non manufacturers and pricing representation ➤ Need Sku's for integration/installation cost	➤ Could enable a reduction in vendor (OEM) "lock in" and reduce like for like replacement.
➤ Could require all integrators to see all OEM list pricing despite not being an authorized distributor of their product leading to issues or proprietary information.	➤ Increased innovation
➤ Services being offered could be out of scope to hardware procurement tool and cross into professional services.	

Additional EITP identified notes for future consideration/discussion;

- *Discounting levels and supply chain impacts for Non-OEM's*

2. Indigenous set asides/business & Other Socio-Economic initiatives

- Most responses are not opposed to the Set aside program and will support SSC initiative to further Indigenous business.
- If current reseller model is used there is a possibility of significant duplication/overlap of resellers on SA holder lists.
- Could require significant standards or experiences to ensure company is capable of supporting the GoC. It was indicated there could be several “newer” Indigenous companies being founded and wouldn’t have the ability to fully provide full scope of services and would require additional OEM support in the first couple years of activity.
- Responses indicated support for socio-economic businesses or initiatives to promote/support socio economic companies

3. Green Procurement and Greenhouse Gas Emissions

- OEM’s demonstrated they are engaged in GHG reduction (scope 1 and scope 2)
- Targets range from 2030 to 2050 for 0% emissions
- Some vendors didn’t provide response or limited input and 1 vendor cites several potential challenges committing to GHG reductions based on their level of operations.

Additional EITP identified notes for future consideration/discussion;

- *Further green initiatives to be discussed and considered (ex EPEAT)*

4. Accessibility

- Limited depth in response to accessibility questions
- Some of industry is using 3rd party assessment tools

Additional EITP identified notes for future consideration/discussion;

- *Educational and informational discussions required to provide guidance to all stakeholders*

5. Procurement/Pricing models

- Vendors have proposed leasing models (incl prepaid hardware and software maintenance and support)
- Proposed Consumption based models (Pay as you grow)
- Vendors proposed Flex model (monthly charges that increase or decrease based on consumption-seems more related to storage commodity) *managed service model

- Same discount off list method as current PISA vehicle (referenced cost being based on company HQ -USD versus CDN)
- Vendor(s) have proposed a Microcomputer/NMSO model to allow for more expedient procurements on simple requirements
- Some responses indicated current PISA price book model as something that should be kept as it allows for commodity/technology upgrades as they become available

Additional EITP identified notes for future consideration/discussion;

- *Risk with lease model is potential for continual OEM hardware lock in*
- *Is pay as you grow the same as a managed service model is there an in between*
- *Structure minimum discounts based on commodity versus blanket discount model*
- *NMSO model was in place prior to PISA, is there value to having availability in this approach as well*

6. Interconnectivity/Interoperability/Cross brand integration

- Vendors proposed SSC/EITP create/develop Open standards including use of API's and/or open source Software
- Vendors indicated Horizontal Scale Out technologies at the hyper visor and connectivity layers can be highly effective
- Vendors reference the cross brand cohesiveness is commodity and situation specific
- Vendors referenced Open protocol systems vs. proprietary protocol systems (Vendor information provided as follows :Open allows integration from market leaders, proprietary is single stack with limited or no outside compatibility and possible increased total cost of ownership (TCO))
- Vendors referenced Proper analyses of current install base to ensure proper migration/implementation of new install base (regardless of incumbent or new vendor) allows for identifying TCO and potential configuration variations.
- Vendors proposed use of TSIA- Organization to listing vendors with multivendor support capabilities

Additional Elements for EITP consideration to discuss with Industry during the subsequent phases:

- *Distinction needs to be made between physical interoperability (ie will X plug into Y) vs. software/interface interoperability*
- *Challenges in vendor support (multi OEM solution) will reseller be responsible?*