



Request for Proposals

Proxmox Server Virtualization Cluster

April 8, 2026

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1 Project Information

The Town of Leland is soliciting formal proposals from qualified Managed IT Service Providers and hardware vendors to provide an on-premises 3-node Proxmox server virtualization cluster and high-performance NAS storage system.

All sealed proposals must be received by **2:00 PM EDT on April 27, 2026**. Inquiries, amendments, or submissions received after the time and date listed above shall not be considered for evaluation.

Questions, requests for information, and responses to this RFP shall be addressed and delivered to:

Anthony Thomas, IT Director
 102 Town Hall Drive
 Leland, NC 28451
athomas@townofleland.com
 (910) 218-0562

The Town of Leland reserves the right to reject any and all submissions for any reason or no reason. This RFP does not obligate the Town to pay any cost incurred by respondents in the preparation and submission of a response, nor does it obligate the Town to accept or contract for any expressed or implied services.

2 Project Background, Goals, and Objectives

The Town of Leland currently utilizes on-premises virtualization hardware along with virtual server hosting provided by a Managed Service Provider to meet the organization's server infrastructure needs. The Town has selected Proxmox VE as its long-term virtualization platform and has deployed a three-node system onsite for initial use.

The primary goal for this project is for the Town to acquire vendor-supported infrastructure that provides a stable, resilient, and highly available environment that will support the consolidation of existing on-premises and cloud-based virtual servers and accommodate for future server growth.

3 Scope of Work

The scope of work for this project, including hardware and optional services, is defined in **Exhibit A** attached herein.

4 Anticipated Schedule

The Town reserves the right to adjust this schedule as necessary.

Preliminary Project Schedule	Date	Time
Town issues/advertises RFP	April 8, 2026	
Deadline for vendor to submit written questions and clarifications	April 20, 2026	5:00 PM
Deadline for vendor to submit Proposal	April 27, 2026	2:00 PM
Town notifies selected vendor and begins contract negotiations	May 1, 2026	
Town completes contract negotiations with selected vendor	May 12, 2026	
Town Council Approval, if applicable	May 21, 2026	

Town issues Notice to Proceed	May 22, 2026	
Town/Vendor Kickoff Meeting	May 25, 2026	
Estimated date of project completion	June 30, 2026	

5 Evaluation and Selection Criteria

The contract will be awarded on a “best value” basis, considering price, technical compliance, and the vendor’s documented experience and long-term viability.

Vendor Experience, Capabilities, and Requirements

The Town places great emphasis on the experience of the vendor. Please provide:

- Company overview: Size of the company, years in business and length of time providing Proxmox or similar virtualization solutions.
- Staffing levels: Number of personnel, available System Engineers and Level 3 Escalation Engineers.
- Domain Expertise: Documented certifications in Networking, Virtualization, and Storage Systems.
- Local Government Experience: List any NC Local Government Association endorsements or specific experience with NC municipal entities.
- References: Provide at least four (4) references from clients of similar size and scope, preferably within the public sector.

Vendor Minimum Qualifications

To be considered “responsive,” all bidders must include the following completed forms and certifications in their sealed proposal:

- Iran Divestment Act & Boycott Israel Certification: Bidders must certify that they are not on the Final Divestment List or the Iran Parent and Subsidiary List created by the NC State Treasurer.
- Non-Collusion Affidavit: A signed statement certifying that the bid was made without any connection or consultation with any other person or entity submitting a bid for the same project.

Additionally, any support staff with on-site or remote access to the system must pass an FBI CJIS/NCIC law enforcement background check and a national fingerprint database search prior to implementation.

Insurance Requirements

All bidders must have at a minimum, the amount of insurance listed below:

- Commercial General Liability with a minimum of \$1,000,000 per occurrence and \$2,000,000 aggregate.
- If applicable pursuant to North Carolina statutory requirements, Workers’ Compensation and Employers’ Liability insurance per statutory guidelines.
- Professional Liability insurance with a minimum of \$1,000,000 per occurrence and \$2,000,000 aggregate.

Vendor Evaluation Criteria and Scoring

Criteria	Weight	Description
Technical Specifications	35 Points	Ability to meet or exceed all hardware, software, and performance requirements listed in Exhibit A.
Cost Proposal	25 Points	Total cost of ownership, including hardware, shipping, taxes, and optional deployment/support fees.
Experience & Qualifications	20 Points	Years in business, number of support staff, and documented expertise in Proxmox and NVMe storage systems.
Municipal References	10 Points	Strength of at least four (4) references from similar public sector entities in North Carolina.
Transition & Support Plan	10 Points	Quality of the VM migration strategy, crisis response times, and help desk availability.

Clarifying Qualifications During Evaluation

During the evaluation process, the Town has the right to require any clarification it needs in order to understand the vendor's view and approach to the project and scope of work. Any clarifications to the qualification made before executing the contract will become part of the final vendor contract.

Vendor Final Selection

After making a final vendor selection, the Town will begin contract negotiations with the selected responsible, responsive vendor. If successful, the vendor and Town will enter into a professional services contract for the project.

All respondents are considered fully informed as to the intentions of the Town regarding the timeframe to prepare and complete contract negotiations. Respondents should be prepared to provide a detailed, written Proposal to include the scope of work, staffing plans, action plan, CPM schedule, and fee proposal during negotiations.

The Town may withdraw this RFP, reject qualifications, or any portion thereof, at any time prior to an award, and is not required to furnish a statement of reason why a particular qualification was not deemed to be the most advantageous to the Town.

HUB (Historically Underutilized Business) Participation

In accordance with North Carolina regional and state preferences, the Town of Leland actively encourages the participation of minority and woman-owned businesses.

HUB Participation and Policy: The Town of Leland provides HUB-certified vendors equal opportunity in all procurement aspects and requires bidders to disclose any HUB endorsements or certifications they currently hold.

Subcontracting and Good Faith Efforts: Bidders must identify all third-party subcontractors and are strongly encouraged to utilize HUB-certified entities for project components such as cabling or on-site installation.

E-Verify Compliance

The Project contract will require that the selected vendor and its subcontractors comply with the requirements of Article 2 of Chapter 64 of the North Carolina General Statutes consistent with state law requirements for municipal contracts.

6 Submittal Requirements and Format

Physical Submittal: Department Contact, Deadline for Receipt, Format

Respondents must submit one (1) hard copy of their written response in a sealed package, along with one PDF digital format stored on a USB drive, to Anthony Thomas, IT Director, by the submission deadline noted in this RFP. The name and address of the respondent should appear on the outside of the submittals and the package should include the RFP title and reference the project ("Proxmox Server Virtualization Cluster"). Each submittal will remain sealed and not for public disclosure until after the submittal deadline.

1. Each submittal copy shall be identical in content. Responses should be concise, clear, and relevant. Submitter's cost incurred in responding to this RFP is the submitter's alone and the Town does not accept liability for any such costs. The Town will not and shall not be required to return any item submitted.
2. The submittal should contain the following:
 - Cover letter: Signed by an individual authorized to bind the vendor, stating that the proposal and costs are valid for **45** days.
 - Proposed hardware components: A list including all hardware components necessary for meeting technical requirements as described in **Exhibit A** below.
 - Hardware Proposal: A fixed price proposal covering hardware, shipping, and taxes (ZIP Code 28451).
 - Services Fee Schedule: A detailed breakdown of setup fees, individual item costs, and any additional charges (e.g. travel) covering deployment and support options as described in **Exhibit A**.
 - Vendor domain expertise, qualifications, and satisfaction of requirements as described in section 5 above.
 - Service tiers: A breakdown of warranty options and optional post-year-one maintenance costs.

Minimum Number of Responses

In order to consider submittals, the Town must receive at least three responses to the RFP. If the Town receives fewer than three responses, it will re-advertise the RFP in accordance with General Statute requirements. After the second solicitation, the Town may consider submittals even if three are not received and will follow the same procedures used for the initial solicitation.

It is the sincere intention of the Town to make every effort to be fair and equitable in its dealings with all candidates for selection. If, however, the Town should determine that none of the respondents submitting are advantageous to the Town of Leland, the Town reserves the right to accept or reject any or all responses with or without cause. Issuance of this RFP does not commit the Town of Leland to

award a contract, to pay any costs incurred in preparation of a proposal, or to procure or contract for related services or supplies.

7 Exhibits

Exhibit A: Technical Specifications and Scope of Work

1. Hardware Specifications

Below are the minimum required hardware specifications for compliance. All equipment must be new and include all necessary components for a turnkey installation.

A. Virtualization Cluster – Three (3) Identical Compute Nodes

- Chassis: 2U
- Processor: AMD EPYC or Intel Xeon CPU, minimum 32 cores / 64 threads, 2.45 GHz base clock
- Memory: 512 GB DDR5 RDIMM 5600 MT/s or higher
- Storage: Minimum 20 drive bays; OS Drives: 2 × 480GB SSD (RAID 1)
- Networking: 2 × Dual 10Gb NICs and 2 × 1Gb onboard NICs
- Management: Remote Access Controller (iDRAC, IPMI, or equivalent)

B. NAS for VM Storage – One (1) High-Performance SSD Storage Node

- Chassis: 2U
- Processor: AMD EPYC or Intel Xeon CPU, 16 cores / 32 threads, 2.45 GHz base
- Memory: 512 GB RAM minimum
- Storage: 20+ drive bays; Minimum 90TB SSD storage (Preferred: 8 × 3.8TB PCIe 4.0 NVMe SSDs)
- Power: Dual Power Supplies; OS Drives: Dual 480GB SSD (RAID 1)
- Warranty: 1 Year Minimum

2. Software and Performance Requirements

The solution must support Proxmox Virtual Environment and meet the following benchmarks:

- Feature Support: ZFS file system; LXC containers, and Open vSwitch. Capable of expanding to Ceph Cluster in the future.
- IOPS (Minimum): Random Read: 1,000,000; Random Write: 180,000; 70/30 Mixed R/W: 300,000
- Latency: ≤ 80 μs read / 15 μs write
- Security: Must support Encryption at rest/transit, Secure Boot/TPM 2.0, MFA, and comply with NIST, CIS, and CJIS standards

3. Deployment and Support Services

- Vendor should provide a plan including timeframes for on-site installation and configuration to be completed as a single, continuous project.
- Vendor should provide a plan for migrating 25 QCOW2 virtual images.
- Full documentation and configuration details are required as final deliverables.

4. Connectivity and Integration

- The Town will provide Ubiquiti Layer 3 network switches with 10G backhaul (Ubiquiti USW-Pro-24-POE). All cabling required for connectivity should be included in the vendor's proposal.
- The Town will provide appropriate rack space to house hardware specified above.

