



Request for Proposals # 26-101R

**Proxmox Server Virtualization Cluster
Addendum 3 – REBID**

May 1, 2026

Questions Due: May 13, 2026 by 5:00 p.m.

Proposals Due: May 28, 2026 by 10:00 a.m.

The Town of Leland is reissuing this solicitation after not receiving the number of bids required to meet initial policy requirements. While a minimum number of responses is not required for a rebid, the Town recognizes that current market conditions—particularly ongoing supply chain constraints—may have impacted vendor participation. At the same time, the Town must proceed with this project in a timely manner. We also acknowledge that some vendors may be less familiar with formal procurement processes; however, proposals need only present the requested information in a clear and straightforward manner, as no additional consideration will be given for format or presentation style. The Town strongly encourages all qualified firms, including small and historically underutilized businesses, to submit proposals. Addendum #3 serves as a reissuance of the solicitation. The original RFP and any prior addenda are superseded in their entirety. Vendors shall rely on the revised RFP and exhibits included with this addendum when preparing their submittals.

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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.

Questions should be submitted to athomas@townofleland.com no later than May 13, 2026 at 5:00 p.m.

All sealed proposals must be received by **10:00 a.m. EDT on May 28, 2026**, and proposals will be opened in Council Chambers at 102 Town Hall Drive, Leland, NC 28451. Attendance is not required.

Inquiries, amendments, or submissions received after the time and date listed above shall not be considered for evaluation. One sealed hard copy and one electronic copy on a USB flash drive (PDF format) shall be submitted to the following:

Anthony Thomas, IT Director
102 Town Hall Drive
Leland, NC 28451
(910) 218-0562

Proposals should be clearly marked on the outside with RFP#26-101R and the name and contact information of the company submitting the proposal.

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. Any schedule changes will be issued via an addendum.

Preliminary Project Schedule	Date	Time
Town issues/advertises RFP Rebid	May 1, 2026	
Deadline for vendor to submit written questions via email	May 13, 2026	5:00 p.m.
Deadline for vendor to submit Proposal	May 28, 2026	10:00 a.m.
Town Council Approval, if applicable	June 18, 2026	
Contract Execution by both parties	June 19, 2026	
Town/Vendor Kickoff Meeting	June 19, 2026	
Estimated Date of Project Completion	July 31, 2026	

5 Evaluation and Selection Criteria

The contract will be awarded under the “best overall proposal” standard of award as permitted by NCGS 143-129.8, 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. Form provided as Exhibit B.
- 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. Form provided as Exhibit C.

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

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 or reject any/all proposals 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. No emailed proposals will be accepted. 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 RFP # 26-101R"). 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 **22** 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. Vendors must clearly list and define all available support service tiers, including scope of services, hours of coverage, response times, exclusions, and pricing. Service tiers must be presented in a structured format suitable for direct comparison between proposals. In addition to the above, the Town has identified the following preferred service levels:
 - Emergency response time: two (2) hours or less

- Non-emergency response time: eight (8) hours or less
- Service agreement term: twelve (12) months

Vendors shall clearly indicate which of their service tier(s) most closely align with the Town's preferred service levels. If no standard tier fully meets these preferences, vendors are encouraged to propose a modified or alternative tier that does. For evaluation purposes, the service tier identified by the vendor as most closely meeting the Town's preferred service levels will be used in the comparative review of proposals.

Minimum Number of Responses

This is a second solicitation, so 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.

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, Integration and Installation

1. 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.
2. The Town will provide appropriate rack space to house hardware specified above.
3. The Town of Leland does not have a subscription for Proxmox VE to be used with the proposed infrastructure. Subscription costs and support for this item should be included in the proposal.
4. The address for delivery and installation of the proposed infrastructure is:

102 Town Hall Drive
Leland, NC 28451

5. Onsite services including installation, configuration, and migration can and should be performed during regular Town of Leland office hours (8:00 a.m. to 5:00 p.m. local time).

Exhibit B

IRAN DIVESTMENT ACT CERTIFICATION

N.C.G.S. 147-86.58

DIVESTMENT FROM COMPANIES BOYCOTTING ISRAEL

N.C.G.S. 147-86.80

The Contractor is prohibited from purchasing or entering into a contract with any company listed on Iran Divestment List or Final Companies Boycotting Israel List posted on at <https://www.nctreasurer.com/inside-the-department/OpenGovernment/Pages/Iran-Divestment-Act-Resources.aspx>

Contractor hereby certifies that is not on the North Carolina State Treasurer’s list of persons engaging in business activities in Iran, prepared pursuant to NCGS § G.S. 147-86.58, nor will contractor utilize on this agreement any subcontractor on such list. This list, along with additional information about the Iran Divestment Act, is available on the Treasurer’s Office site: <https://www.nctreasurer.com/inside-the-department/OpenGovernment/Pages/Iran-Divestment-Act-Resources.aspx>

Contractor hereby certifies that it is not on the North Carolina State Treasurer’s list of companies engaged in a boycott of Israel in violation of NCGS § 147-86-80 et.seq., and that it will not utilize on this agreement any subcontractor on said list.

Signature	Date
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Printed Name	Title	Company Name
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Notes to persons signing this form:

N.C.G.S. 143C-6A-5(a) requires this certification for bids or contracts with the State of North Carolina, a North Carolina local government, or any other political subdivision of the State of North Carolina. The certification is required at the following times:

- When a bid is submitted
- When a contract is entered into (if the certification was not already made when the vendor made its bid)
- When a contract is renewed or assigned

Exhibit C

Non-Collusion Affidavit

By executing this proposal, I certify that this proposal is submitted to the Town of Leland competitively and without collusion. I am authorized to represent the candidate both in submitting this proposal and in making this Non-Collusion Affidavit. To the best of my knowledge and belief, (1) the candidate has not violated N. C. General Statute section 133-24 in connection with the proposal, (2) the candidate has not entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free competitive bidding in connection with its proposal, and (3) the candidate intends to do the work with its own bonafide employees or subcontractors and is not bidding for the benefit of another contractor. The neuter includes the masculine and the feminine. The candidate to which this NonCollusion Affidavit refers is:

Name of Candidate/Company

Signature of Individual

ACKNOWLEDGEMENT

Type or print the name of the individual who signed the affidavit:

Type or print the name of the Notary Public signing this acknowledgement:

Place where acknowledgement occurred:
County of _____, State
of _____
Notary's residence:
County of _____, State
of _____

I, the Notary Public named above, certify that (1) the individual named above personally appeared before me this day, (2) I have personal knowledge, or satisfactory evidence, of the individual's' identity; and (3) the individual acknowledged signing the foregoing affidavit.

This the ____ day of _____, 20____.

Notary Public Signature



Town of
Leland

Growing our future. Nourishing our roots.