

**Specifications for
IBM Midrange Servers and Related Services**

**Issuing Office
Department of General Services**

Invitation for Bid Number

6100063328

Date of Issuance
November 4, 2025
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Calendar of Events

The Commonwealth of Pennsylvania (“Commonwealth”) shall make every effort to adhere to the following schedule:

Activity	Responsibility	Date
Bidders may submit questions to RA-GSITPROCUREMENT@pa.gov with the subject line “IFB 6100063328 Question”. All questions should be submitted no later than Tuesday, November 18 th at 2:00 P.M. ET	Bidders	Tuesday, November 18, 2025 at 2:00 PM ET
Answers to questions will be posted to IFB Solicitation on the eMarketplace website (http://www.emarketplace.state.pa.us) by Tuesday, November 25th at 4:00 P.M. ET	Issuing Office	Tuesday, November 25, 2025 at 4 PM ET
Continually monitor the eMarketplace website for all communications regarding this IFB, such as addendums, answers to questions, and revised solicitation documents.	Bidders	Ongoing
Bids must submitted to the PA Supplier Portal) no later than this date Tuesday, December 9th, at 2:00 P.M. ET.	Bidders	Tuesday, December 9, 2025 at 2:00 PM ET

I. Project Description.

The Commonwealth of Pennsylvania (“Commonwealth”) intends to award contracts for the purchase of IBM Midrange Servers (“Equipment”), and Related Services (“Services”) to responsible and responsive suppliers (“Bidders”). Through the awarded contracts, Commonwealth agencies will purchase Equipment and products across the full line of IBM Power based systems, and related Services. Services may include installation, asset management, service integration, and support services. Equipment will include IBM Power Systems designed to run AIX, IBM i and Linux, and the associate subsystems such as batch scheduling, backup management, hardware monitoring and management, operating systems, and management and hosting of these systems at designated Commonwealth facilities. This IFB does not include the purchase of x86 server and storage devices.

II. General Information and Bidder Instructions.

A. Issuing Office. The Department of General Services (“Issuing Office”) has issued this IFB on behalf of the Commonwealth. The sole point of contact in the Commonwealth for this IFB is the Issuing Officer, Shawn Danner (RA-GSITPROCUREMENT@pa.gov), 1800 Herr Street 2nd Floor, Harrisburg, PA 17103.

The Issuing Officer is the sole point of contact for Bidders concerning this IFB. A Bidder shall not distribute any part of its bid beyond the Issuing Office. A Bidder shall not distribute any part of its bid with other Commonwealth personnel and/or competing Bidder personnel. Any violation of this condition may be cause for the Issuing Office to reject the offending Bidder’s bid or rescind its contract award.

B. Questions & Answers. Questions must be submitted to the Issuing Officer, Shawn Danner, at RA-GSITPROCUREMENT@pa.gov. No attachments are to be uploaded. Questions must be submitted by the posted deadline and should include “IFB 6100063328 Question” in the subject line. All questions and responses are considered an addendum to and part of this IFB. The Issuing Office shall not be bound by any verbal information, nor shall it be bound by any written information that is not either contained within the IFB or formally issued by the Issuing Office. The Issuing Office does not consider questions to be a protest of the specifications or the solicitation.

C. Eligibility to Bid. Bidder must meet the following requirements to be eligible to receive an award under this IFB.

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1. Bidder must be the Original Equipment Manufacturer (“OEM”) or an authorized reseller of the equipment listed in the **Appendix A, Cost Matrix – IBM Midrange Servers and Related Services** to submit a bid.
2. Unless the Bidder is the OEM, the Bidder must submit a Letter of Authorization (LOA), confirming its status as an authorized reseller, on OEM letterhead dated no earlier than 6 months prior to the bid due date.

D. Bid Submission. Bids must be submitted electronically via the PA Supplier Portal website on or before the due date and time specified in the Calendar of Events. Any bid submitted to the Issuing office in hardcopy format or by any other means will be rejected.

E. Submission Requirements. The following documentation must be completed and returned with the Bidder’s bid. Failure to submit any of the documentation listed below may result in the bid being rejected. The submission of any documentation other than what is listed below may result in the bid being rejected.

1. Appendix A, Cost Matrix – IBM Midrange Servers and Related Services.

NOTE: Bidders shall submit a positive percentage markup or negative percentage markdown for each device. All markups or markdowns must be based off the current manufacturer’s list price, also known as the manufacturer’s suggested retail price (MSRP). Bidders must provide an OEM pricelist or link to OEM pricing with the bid. This requirement provides an equitable opportunity for all Bidders, as well as providing the Commonwealth with the ability to verify that accurate pricing is provided on quotes. Unless the Bidder is the OEM, Bidder shall be an authorized reseller of IBM. Resellers must provide a LOA for the equipment and services for which a bid is submitted.

2. Appendix B, Dedicated Contacts

3. Appendix C, PDAA Assessment

4. As indicated in Parts I through IV of the Terms and Conditions, the following documents must be returned with the Bidder’s Bid. Failure to submit any of the documentation listed below may result in the bid being rejected.

a) Lobbying Certification Form (BOP-1307)

b) Domestic Workforce Utilization Certification Form (BOP-1301)

c) Worker Protection and Investment Certification Form (BOP- 2201)

d) Iran Free Procurement Certification Form (BOP 1701

e) Trade Secret/Confidential Proprietary Information Notice form

f) Reciprocal Limitations Act Requirements (GSPUR89)

5. COSTARS Program Election to Participate Form

NOTE: COSTARS is the Commonwealth's cooperative purchasing program. Participation in the COSTARS program is optional. Please return the **COSTARS Program Election to Participate Form** only if electing to participate in the COSTARS Program.

F. Contract Requirements. All contract requirements must be met by the awarded Bidder throughout the entire length of the contract.

G. Term of Contract. The term of the contract shall be for 5 years with zero renewals.

H. Method of Award. The Commonwealth shall award a contract to all Responsive and Responsible Bidders that meet the requirements of this IFB. Award of a contract only renders an awarded Bidder to be eligible to provide products and perform services under the contract and does not guarantee any work will be received.

I. Section 889. Section 889 of the 2019 National Defense Authorization Act prohibits the Commonwealth from obtaining or extending a contract to obtain "any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system." This rule was put into place to prevent cyberattacks and efforts to exfiltrate information and intellectual property by foreign adversaries which pose risks for the U.S. government and industry. Bidders are prohibited from offering, either directly or indirectly, the products or services of specified companies and any of their subsidiaries and affiliates, including the following:

- Huawei Technologies Company
- ZTE Corporation
- Hytera Communications Corporation
- Hangzhou Hikvision Digital Technology Company
- Dahua Technology Company

J. Additional Awards. The Commonwealth reserves the right to issue supplemental IFBs that are in the best interest of the Commonwealth.

K. Bidding Reference Material:

[Supplier Service Center](#)
[Procurement Vendor Registration Guide](#)
[Locating and Responding to a Solicitation](#)
[Pennsylvania Supplier Portal](#)

III. Requirements

A. Personnel. The awarded Bidder shall cooperate and work with the Commonwealth Contract Manager, Commonwealth staff and contractor staff to meet the requirements of the contract resulting from this IFB. The awarded Bidder shall identify an Account Manager as the central point of contact for contract management. The Account Manager shall be an employee of the awarded Bidder, authorized to make binding decisions, and be available to respond promptly to all contract inquiries and requests, and be identified in **Appendix B, Dedicated Contacts**.

- 1. Replacement of Personnel.** The Account Manager may not be reassigned during the term of the contract without 60 days prior written notice and Commonwealth approval.
- 2.** Advance notification is not required for changes in key personnel due to resignations, death and disability, dismissal for cause or dismissal because of termination of a subcontract, or any other cause that is beyond the control of the awarded Bidder. A temporary replacement shall be in place within 1 week. A permanent replacement shall be in place within 30 days.
- 3.** The Commonwealth may request that the awarded Bidder remove one or more of its staff members at any time. A temporary replacement shall be in place within 1 week. A permanent replacement shall be in place within 30 days.

B. Subcontracting for Services. Any service not provided by the OEM must be provided by an OEM Authorized Service Provider.

C. Pre-Sales Support and Customer Service. The awarded Bidder shall provide quotes and pre-sales support without additional service fees to the Commonwealth, including appropriate support personnel (e.g. those with technical design and architecture expertise) to assist the Commonwealth in identifying appropriate products based on their needs.

D. Electrical Requirements. All Equipment being offered must be UL approved. The awarded Bidder shall identify any special voltage needed beyond standard 110v as part of Pre-Sales Support. The Commonwealth will furnish suitable electrical current to operate the Equipment.

E. Quote Requirements. The awarded Bidder shall provide a quote for hardware and services, when requested by the Commonwealth, at any time during the term of the contract. The Commonwealth's contract management team shall approve the quote format before any quotes may be issued. At a minimum, all quotes must comply with the following requirements, and the format must be pre-approved by the Commonwealth at the outset of the contract:

- 1.** The quote must include, at a minimum:
 - contract number;
 - service period (if applicable);
 - manufacturer product identification;
 - manufacturer product title;
 - line-item descriptions;
 - manufacturer list price so the Commonwealth can verify pricing meets contract requirements;
 - percentage markup or markdown off of list price as required by contract;
 - any additional discount off of list price if offered on the order;
 - adjusted price per line item;
 - quantity;
 - extended price per line item;
 - expected delivery date; and
 - related purchase order number(s).
- 2.** All quotes must include 1-year on-site warranty and maintenance.
 - Warranty and maintenance coverage obtained during the term of the contract may extend up to 4 years past the expiration date of the contract
- 3.** Quotes must be valid for 90 days.
- 4.** If applicable, quotes must indicate if the return window is less than 60 days and must document all fees associated with returns, such as restocking, for special order items that are sourced by the awarded Bidder and not typically covered on the contract.
- 5.** No additional terms and conditions may be attached to the quote.
- 6.** The awarded Bidder shall be required to furnish the equipment and materials at the price(s) quoted in the Purchase Order.
- 7.** All equipment and materials shall be delivered within the time period(s) specified in the Purchase Order.

- 8.** The awarded Bidder shall be compensated only for equipment and materials that are delivered and accepted by the Commonwealth.
- 9.** The awarded Bidder shall be required to perform the specified Services at the price(s) quoted in the Contract or Purchase Order.
- 10.** All Services shall be performed within the time period(s) specified in the Contract or Purchase Order.
- 11.** The awarded Bidder shall be compensated only for Services performed to the satisfaction of the Commonwealth.
- 12.** The awarded Bidder shall not be allowed or paid travel or per diem expenses except as specifically set forth in the Contract.

F. Agency Ordering Requirements and Additional Discounts. Commonwealth Agencies may request quotes for orders of all sizes. Awarded Bidders are encouraged to offer lower prices for all requests for quotes, especially requests for quotes with high quantities. The Commonwealth may negotiate additional price concessions on all orders. Agencies using this contract must follow the following ordering procedures:

- 1.** Under \$50,000, the using agency may go directly to 1 awarded supplier for a quote.
- 2.** \$50,000 or more, the using agency must request quotes from all awarded suppliers. Purchase will be made based on the lowest price

G. Volume Orders. The awarded Bidder shall be capable of fulfilling large volume orders including but not limited to: Commonwealth agency fleet rollouts and high dollar purchases. The awarded Bidder is encouraged to offer higher discounts for large volume purchases.

H. Order Fulfillment.

- 1.** The awarded Bidder shall be capable of accepting orders via the Commonwealth's purchasing card (P-Card) in addition to Purchase Orders generated via the Commonwealth's SAP Supplier Relationship Management (SRM) system, the Commonwealth's standard order type.
- 2.** The awarded Bidder shall be responsible for tracking all orders from an initial request through receipt of the product.

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- 3.** The awarded Bidder shall, at no additional cost to the Commonwealth, respond quickly to changing needs and provide an effective order expediting process, if necessary.
- 4.** All orders must include a packaging slip which includes, at a minimum: Commonwealth agency; requestor name; order quantity; Purchase Order number; and, if applicable, must indicate if the return window is less than 60 days.
- 5.** The awarded Bidder must ensure all incorrect shipments are corrected within 10 business days, excluding Commonwealth holidays. The Commonwealth observes the following holidays annually; New Year's Day, Martin Luther King Day, President's Day, Memorial Day, Juneteenth, Independence Day, Labor Day, Columbus/Indigenous People's Day, Veterans Day, Thanksgiving Day, the day after Thanksgiving, and Christmas Day.

I. Optional Services. The Commonwealth agency will develop a SOW for each Service order utilizing **Appendix F, Statement of Work Template**, which will be attached to the associated Purchase Order. The Bidder shall provide a proposed price for all listed Services. All Services may be purchased at the Commonwealth's discretion.

Any service not provided by the OEM must be provided by an OEM Authorized Service Provider.

- 1. Installation.** The awarded Bidder shall, at a minimum:
 - a)** Work with the Commonwealth agency to develop a schedule to deliver the Equipment at the location.
 - b)** Assign a project manager to every installation.
 - c)** Install the Equipment within 24 hours of delivery, unless otherwise agreed upon by the awarded Bidder and the Commonwealth agency.
 - d)** Unpack the Equipment and rack mount or install as required.
 - e)** Set up and connect all required data and system cables, power and external devices to the Equipment.
 - f)** Power on the Equipment.
 - g)** Perform visual and physical system checks that can be performed with an operating system.

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- h)** Provide status reports of installations completed, installations outstanding, and issues.
- i)** As part of the SOW, the Commonwealth agency will specify whether the awarded Bidder must remove all packing materials and boxes from the site within 1 week after the installation has been completed.
- j)** The awarded Bidder must have the ability to integrate the physical hardware, based on Commonwealth agency requirements, for operational effectiveness.

2. Training. Upon request, the awarded Bidder may be required to provide training and training materials.

- a)** The awarded Bidder shall provide training to Commonwealth staff, if requested by the Commonwealth agency. The training shall include, at a minimum, basic system familiarization and system operation.
- b)** Training shall be provided at the location where the Equipment will be located. At any time within 90 days of the initial training the awarded must provide follow-up training at no additional cost if requested by the Commonwealth. The follow-up training shall include, at a minimum, basic system familiarization and system operation.

3. Asset Tagging (On-site & Off-site). The awarded Bidder shall, at a minimum:

- a)** Affix an identification tag number and Commonwealth agency inventory asset tag to the Equipment.
- b)** Ensure that the location of the identification tag is easily accessible and readable by the user. Identification numbers will be used as a reference for service calls.
- c)** Provide identification numbers, serial numbers, Commonwealth agency inventory asset tag numbers, and other identification information for all installations at a site, when requested by the Commonwealth in an electronic format, that can be incorporated into existing Equipment databases. The Commonwealth agency will provide database formats to be used by the awarded Bidder.
- d)** As part of the SOW, the Commonwealth agency will specify if the service will be performed on-site or off-site.

4. Preparation for Shipment. The awarded Bidder shall, at a minimum:

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- a)** Verify the functionality and condition of the equipment with the Commonwealth agency;
- b)** Fully prepare and pack the Equipment for delivery. This includes, but is not limited to:
 - i. Securely boxing and palletizing (if necessary) the Equipment in appropriate, clearly labeled, shipping containers and according to accepted commercial practice, without extra charge for packing materials, cases, or other types of containers.
 - ii. If requested by the Commonwealth, all containers and packaging will become and remain property of the Commonwealth.

5. Relocation and Removal of Equipment. The awarded Bidder, at the request of the Commonwealth shall, at a minimum:

- a)** Provide relocation of equipment within the same building; within a 25-mile radius; beyond a 25-mile radius.
- b)** Verify the functionality and condition of the equipment with the Commonwealth agency;
- c)** Unpack and reinstall equipment at the new location designated by the Commonwealth agency; and
- d)** If relocation required the Equipment to be repacked, the awarded Bidder must remove the packing material.
- e)** Damages resulting from the transfer of equipment during relocation are not the responsibility of the Commonwealth.
- f)** Equipment Return to DGS Surplus Warehouse. The awarded Bidder shall, at a minimum, deliver the packed Equipment to the DGS warehouse located at:

DGS Surplus Warehouse
2221 Forster St.
Harrisburg, PA 17125

6. Hard Drive Removal. The awarded Bidder shall, at a minimum:

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- a)** Arrive at the Commonwealth designated location at the time scheduled with the Commonwealth agency to uninstall and fully remove the hard drive in question.
- b)** Verify the functionality and condition of the equipment with the Commonwealth agency.
- c)** Allow the following disposition of hard drives that are defective or at the end-of-lease at the discretion of each Commonwealth agency with no additional cost to the Commonwealth.
- d)** The Commonwealth agency will keep the removed hard drive, including defective or leased hard drives.
- e)** Awarded Bidder must cleanse the hard drive as detailed in Commonwealth [Data Classification Policy](#).

7. Disk Wipe Service.

- a) On-Premise Disk Wipe.** The awarded Bidder shall, at a minimum:
 - i. Uninstall the equipment from the Commonwealth agency at the scheduled time.
 - ii. Arrive at the Commonwealth-designated location at the scheduled time.
 - iii. Cleanse the device in the equipment as detailed in Commonwealth [Data Classification Policy](#), at its current location and provide proof of the disk wipe to the Commonwealth agency.
- b) Off-Premise Disk Wipe.** The awarded Bidder shall, at a minimum:
 - i. Uninstall, pack, and pick up the equipment from the Commonwealth agency at the scheduled time.
 - ii. Cleanse the device per the Commonwealth [Data Classification Policy](#).
 - iii. at a location approved by the Commonwealth and provide proof of the disk wipe to the Commonwealth agency.
 - iv. Return the equipment at the time and location specified by the Commonwealth agency.

J. Maintenance and Warranty Services.

- 1.** Costs shall include a minimum four-year warranty covering parts and labor against defects in workmanship and materials for all Equipment purchased under this Contract.
- 2.** The awarded Bidder shall honor the warranty specified by the OEM for all Equipment being offered, at no additional cost to the Commonwealth.
- 3.** The awarded Bidder shall include the most recent software and firmware patches, fixes and upgrades, if available from the OEM, for Equipment during the warranty period, at no additional cost to the Commonwealth.
- 4.** The awarded Bidder shall provide a central point of contact to address warranty service issues. The awarded Bidder must make available technical support contacts through the internet and provide a toll-free contact number.
- 5.** The awarded Bidder shall be capable of receiving service calls on a 24-hour per day basis, 365 days of the year, during a warranty period.
- 6.** The awarded Bidder may provide warranty services outside of business hours if agreed upon by the Commonwealth agency and the Awarded Bidder.
- 7.** The awarded Bidder must be capable, either directly or through the OEM, to perform on-site warranty services. Warranty is defined as the standard provided by the OEM for the period of time indicated in the Contract.
- 8.** Any services not provided by the OEM must be provided by an OEM Authorized Service Provider.

K. Supply Chain Management/ Managed Logistics. The awarded Bidder must provide staging and storage at no additional cost (unless otherwise defined in the SOW), and provide an effective order expediting process, if necessary.

L. Product Returns. The awarded Bidder must allow a minimum of 60 calendar days from the date of order delivery for agencies to return new, unopened items, that are no longer needed, unless a specific return window is otherwise specified on the quote at the time of order and documented on the original packing list. (e.g. special or custom sourced items).

The awarded Bidder shall reimburse the Commonwealth for product returns within 30 calendar days of receipt of the returned item(s). The Commonwealth must be

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reimbursed for the full purchase price unless documentation of a restocking or any other fee is provided to the Commonwealth at the time of the original order.

M. Price List Updates. The awarded Bidder shall provide the Commonwealth Contract Manager with a hyperlink to the OEM's current price list twice per year between June 1 and June 30, and between December 1 and December 31. The Commonwealth Contract manager and agencies may request the OEM's current price list at any time.

N. Service Level Agreements. The service level agreements (SLAs) provided in **Appendix D, Service Level Agreements** will apply to any contract awarded under this IFB.

O. Accessibility Needs. The awarded Bidder may be required to submit the manufacturer's VPAT for any products purchased. The Commonwealth promotes equal access to employees and residents with disabilities as shown in:

1. Executive Order 2016-03 - Establishing "Employment First" Policy and Increasing Competitive Integrated Employment for Pennsylvanians with a Disability.
2. Executive Order 2023-08 - Bolstering Service Delivery through a Digital Experience Strategy.
3. Office of Administration IT Policy – Digital Accessibility Policy

IV. Reports and Project Controls.

A. Reporting Requirements. The awarded Bidder shall use **Appendix E, Quarterly Report Template – Midrange Servers and Related Services** to maintain and execute the following reports and supporting documentation quarterly. All reports shall be sent via email to the Commonwealth Contract Manager.

1. **Sales Report.** The awarded Bidder must provide a Sales Report to the Contract Manager no later than 15 business days after the end of a quarter. The quarterly Sales report shall include, at a minimum:

- a) Agency Information: Identifying information for the purchasing agency.
 - b) Product and Hardware Information: Detailed information about the product purchased, including the manufacturer; product description/base configuration details; manufacturer part number; any additional upgrades purchased; and quantity.
 - c) Order Information: Detailed breakout of the total price of the order. This includes the associated purchase order information; quantity provided; base configuration cost; cost and quantity of any upgrades

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purchased; the appropriate item cost or list price; and associated markup or markdown.

d) Invoice Information: Invoice information for the associated order.

- 2. Problem and Response Report.** The awarded Bidder shall provide a Problem and Response report to the Contract Manager. The quarterly report must include, at a minimum, agency information, order information, and problem and response information.
- 3. Outstanding Issues Summary Report.** The awarded Bidder shall provide an Outstanding Issues Summary Report to the Contract Manager. The quarterly report must include, at a minimum, agency information, order information, and outstanding issue summary.
- 4. Ad-Hoc Reporting.** Ad-hoc reports are reports provided on an as-needed basis when requested by the Commonwealth. The awarded Bidder shall retain all data regarding sales and services throughout the life of the contract in the event that an ad hoc report is requested.

B. Contract Governance Meetings. Upon notification, the awarded Bidder may be required to meet with the Commonwealth Contract Manager to review contract performance including, but not limited to, contract or SLA compliance, agency or supply chain issues, and projected changes to products or personnel.