

MODIFIABLE RFP TEMPLATE & VENDOR Q&A RUBRIC | VNA-RFP-009 | Database X to Database Y

Request for Proposals (RFP): HP-UX, IBM AIX & Solaris SPARC to Oracle Database Appliance (ODA X11) Migration

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 Oracle on HP-UX IA64/PA-RISC, IBM AIX Power & Solaris SPARC to Oracle Database Appliance (ODA X10 / X11) & Exadata Cloud@Customer
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] ODA Capacity-on-Demand Right-Sizing: Using AWR/Statspack workload profiling, we size your target Oracle Database Appliance (ODA X11-S, X11-L, or X11-HA) and enable only the exact number of CPU cores your workload requires (starting as low as 2 cores), legally reducing your required Oracle processor licenses.
- [REQ-ARCH-02] Cross-Platform Transportable Tablespace (RMAN XTTS v4) with Incremental Backups: For multi-terabyte databases, we pre-stage and convert Big-Endian datafiles to Little-Endian on the target ODA using RMAN incremental backups in the background, shrinking final cutover to a final incremental apply.
- [REQ-ARCH-03] Zero-Downtime GoldenGate / SharePlex Cutover: When 24x7 SLA requirements allow less than 5 minutes of downtime, we configure logical replication from 11g/12c/19c on Unix to 19c/23ai on ODA with automated row-hash verification.
- [REQ-ARCH-04] KVM Hard Partitioning & Application Consolidation: Using ODA's built-in KVM hypervisor (approved by Oracle LMS for hard partitioning), we consolidate both your databases and adjacent Linux/Windows middle-tier VMs onto a single 2U/4U appliance.

3. Component Conversion & Acceptance Matrix

Legacy Artifact / Workload	Required Target Architecture	Engineering Method & Acceptance Gate
Big-Endian Datafiles (HP-UX / AIX / Solaris)	Little-Endian Oracle Linux 8/9 ASM on NVMe (ODA X11)	RMAN Cross-Platform Incremental XTTS v4 ('DBMS_FILE_TRANSFER')
Full-Chassis RISC Processor Licensing	ODA Capacity-on-Demand / KVM Hard Partitioning	Hardware-Enforced Core Pinning ('odacli update-cpucore')
Legacy Fibre Channel SAN Multipathing	Direct-Attached Enterprise NVMe + ASM Redundancy	Zero-SAN Single-Vendor Engineered Stack
Shell Scripts ('ksh'/'csh') & Pro*C Cron Jobs	Oracle Linux Bash + 'DBMS_SCHEDULER' / APEX Automations	POSIX Path & Environment Variable Normalization

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 License Management Services (LMS) recognize ODA Capacity-on-Demand for reducing license counts? [Score: ____ / 10]

Reference Evaluation Benchmark: Yes. Oracle Database Appliance is an official Oracle Engineered System. You are only required to license the CPU cores explicitly enabled via `odacli` or hard-partitioned in ODA KVM Database Systems, not the physical cores installed in the server.

Vendor Question 2: How do you prevent SQL execution plan regressions when moving from 11g/12c on Unix to 19c/23ai on ODA? [Score: ____ / 10]

Reference Evaluation Benchmark: We capture SQL Tuning Sets (STS) and SQL Plan Baselines on the legacy Unix database prior to cutover and test them against the ODA target using Oracle Real Application Testing (SPA), locking in verified plans via SQL Plan Management (SPM).

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

Reference Evaluation Benchmark: The PDF Solution Brief includes the ODA X11 hardware/licensing sizing calculator, the RMAN XTTS v4 vs. GoldenGate decision matrix, and a step-by-step cross-endian cutover checklist.

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%