
RFI

Request for Information

for

VMware vSphere Migration
(Replacement of VMware Virtualization Platform)

RFI No. EA/02-xx-2025

Etisalat Afghanistan

BACKGROUND:

Etisalat Afghanistan, a leading telecommunications provider in Afghanistan, is seeking a solution for migrating from its VMware vSphere platform, aiming to replace its existing virtualization infrastructure with a more efficient and scalable alternative.

REQUIREMENTS AND SCOPE OF WORK:

Etisalat Afghanistan is seeking proposals from qualified vendors to provide a solution/product for VMware vSphere migration.

1. Introduction Etisalat Afghanistan Telecommunication Company is seeking information from qualified vendors regarding alternative virtualization platforms that can replace VMware vSphere while maintaining all equivalent features. This initiative is driven by the increasing licensing costs of VMware and recent changes to its licensing model. The proposed solution should utilize the existing hardware infrastructure without requiring additional hardware investments.

The current VMware virtualization platform is deployed across five different areas, with varying numbers of hosts in each location. The detailed breakdown of the existing hosts will be provided as part of the RFI process.

2. Objective The primary objective of this RFI is to gather information on virtualization solutions that provide enterprise-grade virtualization features comparable to VMware vSphere, while ensuring cost-effectiveness, high availability, security, and ease of management.

3. Scope of Requirements The new virtualization platform must meet all the VMware Features including but not limited to:

S. No	Feature Parity with VMware vSphere	Comply Yes / No	Details
1	Live migration (vMotion equivalent)		
2	High availability (HA) and fault tolerance		
3	Distributed Resource Scheduler (DRS) or equivalent		
4	Storage vMotion and dynamic resource allocation		
5	Virtual networking with VLAN support, distributed switching with supported all Switching Protocols.		
6	Centralized management with a user-friendly interface and ability to Integrate with Domain.		
7	Cross-vCenter vMotion		
8	Snapshot, Template and backup capabilities		
9	Customizable Base OS Images		
10	Centralized Patch Update		
11	Disaster recovery options		
12	Support Online Resource Customization (CPU, Memory, HDD, NIC, etc.)		

13	Support Different types of vDisk Thin Provisioning and Thick Provisioning.		
14	Support all types of Windows and Linux Based OS.		
15	Support Group based Security for Easy User Management for Administration		
16	Role-based access control (RBAC)		
17	Storage and Network I/O Control		
18	Alarm management		
19	Real time dashboard for Resource Monitoring.		
20	Automation Task Management.		

- **Enterprise Architecture (EA) Requirements:**

- Support for existing hardware without additional investment
- Compatibility with current Server, storage, and networking resources
- Scalable and resilient infrastructure for future growth
- Compliance with security of best practices and regulatory requirements
- Seamless migration strategy from VMware vSphere
- Interoperability with existing ITSM processes and tools

- **Cost Efficiency & Licensing:**

- Competitive licensing models
- Transparent pricing structure
- Subscription and perpetual licensing options
- Cost comparison with VMware

4. Vendor Response Requirements Vendors responding to this RFI should provide the following details:

- Detailed description of the proposed solution and its capabilities
- Architecture and deployment model
- Key differentiators compared to VMware vSphere
- Hardware and software compatibility requirements
- Licensing and pricing model
- Migration approach and required effort
- Case studies or references from similar implementations

- Support and maintenance options
- Security and compliance certifications
- Integration capabilities with third-party tools

5. Submission Guidelines:

- All responses should be submitted in electronic format (PDF or Word document).

6. EA Current Hardware Equipment for Virtualization.

Location	Host or Physical Server Specification	Physical Servers	Number of VMs	LAN Switch Details	SAN Switch Details	Storage Details
Site1 - A	PowerEdge R750xs, 2*CPU 28 Core, Intel(R) Xeon(R) Gold 6330N CPU @ 2.70GH, 512 GB Memory, Mixed Mode /4xPCI/2xDP 10GbE + 1QP 1GE / 2xDP 16G HBA					
		24	126	Dell Switch S4148F-ON	FC SAN Switch Connectrix DS-6620B	Dell EMC Unity 480
Site1-B	PowerEdge R750xs, 2*CPU 28 Core, Intel(R) Xeon(R) Gold 6330N CPU @ 2.70GH, 1TB Memory, Mixed Mode /4xPCI/2xDP 10GbE + 1QP 1GE / 2xDP 16G HBA					
		17	196	Dell Switch S4148F-ON	Huawei 32Gb FC Switch OceanStor SNS3764 V200R001	Dell EMC Power Store 1000T
Site2	PowerEdge R740xs, 2*CPU 28 Core, Intel(R) Xeon(R) Gold 6330N CPU @ 2.70GH, 1TB Memory, Mixed Mode /4xPCI/2xDP 10GbE + 1QP 1GE / 2xDP 16G HBA					
		11	110	Dell Switch S4148F-ON	FC SAN Switch (Connectrix DS-6610B 8P/24P Switch) & (Huawei 32Gb FC Switch OceanStor SNS3664	Huawei OceanStor 5310 Capacity Flash Storage
Site3-A	PowerEdge R750xs, 2*CPU 28 Core, Intel(R) Xeon(R) Gold 6330N CPU @ 2.70GH, 512 GB Memory, Mixed Mode /4xPCI/2xDP 10GbE + 1QP 1GE / 2xDP 16G HBA					
		17	96	Dell Switch S4148F-ON	FC SAN Switch Connectrix DS-6620B	Dell EMC Unity 480
Site3-B	PowerEdge R750xs, 2*CPU 28 Core, Intel(R) Xeon(R) Gold 6330N CPU @ 2.70GH, 1TB Memory, Mixed Mode /4xPCI/2xDP 10GbE + 1QP 1GE / 2xDP 16G HBA					
		8	36	Dell Switch S4148F-ON	Huawei 32Gb FC Switch OceanStor SNS3764 V200R001	Huawei OceanStor 5310 Capacity Flash Storage
Total Physical & VM		77	564			

Submission Guidelines:

- Responses should be submitted no later than **10 - April - 2025 Afghanistan time.**
- Please send your responses to snabizada@etisalat.af and copy Ihsanullah@etisalat.af].

6. Contact Information

For any questions or clarifications, please contact:

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