

MODIFIABLE RFP TEMPLATE & VENDOR Q&A RUBRIC | VNA-RFP-016 | Enterprise ERP, EAM & VMware Modernization

Request for Proposals (RFP): Oracle E-Business Suite (EBS R12) & PeopleSoft 9.2 Migration to OCI & Exadata Cloud@Customer

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 E-Business Suite (EBS 11i / R12.1 / R12.2) & PeopleSoft On-Premises to Oracle Cloud Infrastructure (OCI), Exadata Cloud@Customer (ExaCC) & APEX Extensions
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] Automated OCI / ExaCC Migration via EBS Cloud Manager & PeopleSoft Cloud Manager: We execute reduced-downtime physical/logical migrations of your database tier to OCI Base Database, Exadata Database Service, or on-premises ExaCC, paired with auto-scaling application tiers behind OCI Load Balancers.
- [REQ-ARCH-02] Clean-Core Customization Decoupling with Oracle APEX 24.2 (`XX\_APEX` Schema): Instead of modifying seeded EBS Forms or OAF pages, we refactor custom workflows into a dedicated Oracle APEX 24.2 schema integrated seamlessly with EBS ICX session cookies, FND responsibilities, and public PL/SQL APIs.
- [REQ-ARCH-03] EBS Online Patching (`ADOP`) & Edition-Based Redefinition Compliance: All APEX and PL/SQL integrations are engineered to respect EBS 12.2 Editioning Views (`#` views) so zero-downtime `adop` patching operates cleanly.
- [REQ-ARCH-04] Zero-Space Fast Cloning & DR Automation: Non-production EBS and PeopleSoft environments are cloned in under 30 minutes using Exadata sparse snapshots and OCI Object Storage backups.

3. Component Conversion & Acceptance Matrix

Legacy Artifact / Workload	Required Target Architecture	Engineering Method & Acceptance Gate
Custom EBS Oracle Forms (`XX_*.fmb`) & OAF Pages	Oracle APEX 24.2 Pages with Native EBS ICX Session Auth	Supported EBS-APEX SDK & FND Responsibility Mapping
Legacy XML Publisher / Oracle Reports (`XX_*.rdf`)	APEX Interactive Reports + AOP / Analytics Publisher	Real-Time Operational Reporting Offload
Manual Multi-Day DBA Test Cloning	EBS / PeopleSoft Cloud Manager One-Click Fast Clones	OCI Snapshot & Terraform Automation
On-Premises SAN & Solaris/AIX EBS Database Tier	Exadata Cloud@Customer (ExaCC) or OCI Exadata DB Service	GoldenGate / RMAN Cross-Platform Cutover

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: Can Oracle APEX users launch pages directly from the E-Business Suite Navigator without logging in twice? [Score: ____ / 10]

Reference Evaluation Benchmark: Yes. We configure the official Oracle EBS-APEX authentication scheme and ICX session validation package so users click a menu item in EBS R12 and land directly in the APEX 24.2 page inheriting their exact `USER\_ID`, `RESP\_ID`, and `RESP\_APPL\_ID` context.

Vendor Question 2: Should we choose Exadata Cloud@Customer (ExaCC) or public OCI Exadata Database Service? [Score: ____ / 10]

Reference Evaluation Benchmark: Choose ExaCC when data sovereignty regulations or sub-millisecond factory/lab LAN latency require the hardware to sit inside your physical data center under an OPEX subscription. Choose public OCI when you want full data center exit.

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

Reference Evaluation Benchmark: The PDF Solution Brief includes the EBS R12.2 + APEX 24.2 Clean-Core Reference Architecture (Edition-Based Redefinition compliant), the ExaCC vs. OCI sizing guide, and our zero-downtime EBS Cloud Manager cutover plan.

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%