



BRITISH COLUMBIA ENERGY REGULATOR

RFI211270709 Request for Information — Virtualization Software

BC ENERGY REGULATOR

Digital Innovation — Information Technology

REQUEST FOR INFORMATION (RFI)

Enterprise Virtualization Software Solutions

Issuing Organization	BC Energy Regulator
RFI Title	Enterprise Virtualization Software Solutions
RFI Reference No.	RFI211270709
Issue Date	July 10, 2026
Response Deadline	July 31, 2026
Submission Method	Documents can be downloaded and submitted at the BC Energy Regulator's web portal at <u>BCER Procurement (bc-er.ca)</u> (https://procurement.bc-er.ca/).
Response Type	Non-binding — for information-gathering purposes only

This document is a Request for Information only. It does not constitute a Request for Proposals, an offer, or a commitment of any kind to procure goods or services.

1. Introduction and Purpose

The BC Energy Regulator (the “Regulator”) is issuing this Request for Information (“RFI”) to gather current market information on enterprise virtualization software solutions and to invite qualified vendors to present their offerings.

The purpose of this RFI is to help the Regulator understand the range of available products, capabilities, licensing approaches, and service models in the virtualization market. The information gathered will inform the Regulator’s internal planning and may help shape a future procurement process, should one be undertaken.

This is an information-gathering exercise only. Participation is voluntary, and responding to this RFI is not a prerequisite for participating in any subsequent competitive process.

2. Background

The Regulator maintains a range of business and technical systems in support of its mandate. As part of ongoing technology planning and modernization, the Regulator is reviewing the options available in the virtualization software market to ensure it continues to operate a resilient, efficient, and cost-effective computing environment.

To keep this review open and vendor-neutral, the Regulator is intentionally not describing the specifics of its current environment in this document. Vendors are asked to present their solutions on their own merits, based on the general information requested below. Should the process advance, the Regulator may share additional environment details with a shortlist of vendors under appropriate confidentiality arrangements.

3. Objectives of this RFI

Through this RFI, the Regulator is seeking to:

- Develop an up-to-date understanding of virtualization software options available in the current market.
- Learn how vendors differentiate their solutions in terms of capability, resilience, scalability, and total cost of ownership.
- Understand prevailing licensing, subscription, and support models.
- Identify vendors who are able and interested in supporting a public-sector organization in Canada.
- Inform the scope, requirements, and approach for any future procurement activity.

4. Information Requested

Vendors are invited to provide information addressing the areas below. Where a topic does not apply to a vendor’s offering, the vendor should simply indicate so. Responses should be clear and concise; supporting material may be attached as appendices.

4.1 Company and Solution Overview

Organization: A brief overview of your organization, years in market, and relevant public-sector experience.

Solution summary: A high-level description of the virtualization product(s) you propose the Regulator consider, including the editions or tiers available.

Market position: How you would characterize your solution relative to alternatives, and the types of organizations that typically adopt it.

4.2 Core Virtualization Capabilities

Hypervisor and platform: Core server virtualization capabilities, supported guest operating systems, and platform architecture.

Performance and density: How the solution supports efficient consolidation and performance for mixed workloads.

Resource management: Capabilities for allocating, balancing, and optimizing compute, memory, storage, and network resources.

4.3 Management, Automation, and Orchestration

Centralized management: Tools for centrally managing the environment, including monitoring, reporting, and role-based administration.

Automation: Support for automation, templating, and infrastructure-as-code approaches.

Integration and APIs: Available APIs and integrations with common IT service management, monitoring, and identity tooling.

4.4 Resiliency, High Availability, and Disaster Recovery

High availability: Built-in capabilities for high availability, fault tolerance, and workload mobility.

Backup and recovery: How the solution integrates with backup and recovery tooling, and any native data-protection features.

Disaster recovery: Options for disaster recovery, replication, and business continuity across sites.

4.5 Scalability and Software-Defined Options

Scalability: How the solution scales as demand grows, and any practical limits vendors should highlight.

Software-defined / hyperconverged: Availability of software-defined storage, software-defined networking, or hyperconverged deployment models.

4.6 Hybrid and Cloud Integration

Hybrid operation: Support for hybrid deployments spanning on-premises and cloud environments.

Multi-cloud: Interoperability with major public cloud providers and portability of workloads.

4.7 Modern Workloads and Containers

Containers: Native or integrated support for containers and container orchestration.

Modern application platforms: How the solution supports modern, cloud-native, or mixed application workloads.

4.8 Migration and Interoperability

Migration approach: Typical approach, tooling, and effort involved in migrating workloads from existing virtualization or physical platforms.

Interoperability: Interoperability with common hardware, storage, and networking vendors.

4.9 Security, Compliance, and Data Residency

Security features: Security capabilities such as isolation, encryption, micro-segmentation, and patch/update management.

Compliance: Relevant certifications and how the solution supports the security and privacy expectations of a Canadian public-sector organization.

Data residency: Options relevant to Canadian and British Columbia data-residency considerations, where applicable.

4.10 Licensing and Commercial Models

Licensing models: Available licensing and subscription models (for example, per-core, per-socket, per-VM, or capacity-based).

Indicative pricing: General pricing structure and the main cost drivers. Detailed or firm pricing is not required at this stage.

Cost of ownership: Factors that most influence total cost of ownership over a typical multi-year term.

4.11 Support, Services, and Training

Support model: Support tiers, service-level commitments, and support locations/hours.

Professional services: Availability of implementation, migration, and advisory services.

Training and enablement: Training, certification, and knowledge-transfer options for internal staff.

4.12 Product Roadmap and Innovation

Roadmap: A high-level view of your product direction and any major changes anticipated over the next 24–36 months.

Innovation: How you incorporate customer feedback and emerging technology into your roadmap.

5. Vendor Presentation and Demonstration

Following review of written responses, the Regulator may invite selected vendors to present and/or demonstrate their solutions. Presentations are expected to:

- Provide an overview of the vendor's solution and how it addresses the areas in Section 4.
- Include a demonstration of core capabilities where practical.
- Allow time for questions and discussion with Regulator staff.

Invitations to present, along with the format, duration, and logistics, will be issued separately to selected vendors.

6. Response Format and Submission Instructions

1. Responses should be submitted in electronic format (PDF preferred).
2. Responses should follow the structure of Section 4 to aid comparison, and should clearly identify the responding organization and a primary point of contact.
3. Vendors should keep responses concise; marketing material may be included as clearly labelled appendices.
4. Questions and requests for clarification must be submitted in writing to the procurement contact identified in Section 8 by the date shown in the timeline.

Responses must be received by July 31, 2026 and submitted to:

[BCER Procurement \(bc-er.ca\)](https://procurement.bc-er.ca/) (<https://procurement.bc-er.ca/>).

7. Indicative Timeline

The following timeline is indicative only and may change at the Regulator's discretion. Any changes will be communicated to participating vendors.

Milestone	Target Date
RFI issued to vendors	July 10, 2026
Deadline for vendor questions / clarifications	July 27, 2026
Regulator responses to questions issued	As received or by July 27, 2026
Deadline for written RFI responses	July 31, 2026 at 2:00PM PST
Vendor presentations / demonstrations (by invitation)	August 2026

Milestone	Target Date
Evaluation of responses concludes	August 31, 2026

8. Contact Information

All communication regarding this RFI must be directed exclusively to the procurement contact below. Vendors should not contact other Regulator staff regarding this RFI.

Procurement Contact

Bradley Weaver
Contract & Procurement Administrator
Bradley.Weaver@bc-er.ca

9. RFI Terms and Conditions

- This RFI is issued for information-gathering purposes only and does not constitute a Request for Proposals, a tender, an offer, or a commitment to procure any goods or services.
- The Regulator is under no obligation to proceed with any further process as a result of this RFI, and may amend, suspend, or cancel this RFI at any time without liability.
- All costs incurred by vendors in preparing and submitting a response, and in any subsequent presentation, are the sole responsibility of the vendor.
- Information submitted in response to this RFI may be used to inform the requirements and design of a future competitive procurement, should one be undertaken. All vendors will be treated equitably in any such process.
- Responses will be handled in accordance with applicable legislation, including the freedom of information and privacy requirements applicable to the Regulator. Vendors should clearly mark any information they consider to be confidential or proprietary.
- This RFI does not create any contractual or other legal obligation between the Regulator and any vendor. No binding agreement will arise unless and until a formal written contract is executed following a separate procurement process.

End of Request for Information