REQUEST FOR PROPOSALS

Enterprise Cloud Migration & Managed Services

Issuing Organization: Meridian Healthcare Group
RFP Reference: MHG-2026-CLOUD-001
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Submission Deadline: March 15, 2026, 5:00 PM CET

1. INTRODUCTION AND BACKGROUND

Meridian Healthcare Group (MHG) is a leading European healthcare provider operating 12 hospitals and 45 clinics across France, Germany, and Belgium. MHG currently operates a hybrid IT infrastructure with approximately 60% of workloads running on-premises across two data centers (Paris and Frankfurt) and 40% on AWS. MHG seeks a qualified vendor to migrate remaining on-premises workloads to the cloud, consolidate its multi-cloud strategy, and provide ongoing managed services for a minimum of 3 years.

2. SCOPE OF WORK

2.1 Cloud Migration

The selected vendor shall:

- Conduct a comprehensive assessment of all on-premises workloads (~350 applications, 1,200 VMs)
- Design and implement a migration strategy (rehost, replatform, refactor as appropriate)
- Migrate all workloads within an 18-month timeline with zero unplanned downtime
- Ensure HIPAA and GDPR compliance throughout the migration process
- Provide detailed runbooks and rollback procedures for each migration wave

2.2 Managed Services

- 24/7 infrastructure monitoring and incident response (SLA: 15-min response for P1)
- Monthly cost optimization reviews with documented savings
- Quarterly security assessments and penetration testing
- Capacity planning and auto-scaling management
- Disaster recovery with RPO < 1 hour and RTO < 4 hours

2.3 Security and Compliance

- All data must remain within EU boundaries (data residency requirement)
- SOC 2 Type II certification required for the managed services team
- ISO 27001 certification required
- Annual compliance audit reports provided at no additional cost

3. TECHNICAL REQUIREMENTS

Req ID	Category	Requirement	Priority
T-001	Technical	Support for multi-cloud (AWS + Azure or GCP)	Mandatory
T-002	Technical	Kubernetes orchestration for containerized workloads	Mandatory
T-003	Technical	Infrastructure-as-Code (Terraform preferred)	Mandatory
T-004	Technical	CI/CD pipeline integration with GitLab	Important
T-005	Technical	Database migration (Oracle, PostgreSQL, MongoDB)	Mandatory
T-006	Technical	Network architecture: SD-WAN integration	Desirable
T-007	Technical	Observability stack (Datadog or equivalent)	Important
T-008	Technical	Zero-trust security architecture implementation	Mandatory
T-009	Compliance	GDPR data processing agreement	Mandatory
T-010	Compliance	HIPAA BAA execution	Mandatory
T-011	Organizational	Dedicated account manager based in EU	Mandatory
T-012	Organizational	Minimum 5 certified cloud architects on the team	Important
T-013	Financial	Fixed-price migration with milestone-based payments	Mandatory
T-014	Financial	Managed services: monthly billing with annual commitment	Important
T-015	Technical	Legacy application modernization (COBOL/mainframe)	Desirable

4. VENDOR QUALIFICATIONS

- Minimum 10 years of experience in enterprise cloud migration
- At least 5 completed healthcare industry migrations of similar scale
- AWS Advanced Tier Partner and/or Azure Expert MSP certification
- European offices with at least 50 cloud engineers in EU
- Annual revenue exceeding EUR 50 million
- Provide 3 references from healthcare organizations

5. EVALUATION CRITERIA

Criterion	Weight
Technical capability and approach	35%
Healthcare domain experience	20%
Team qualifications and certifications	15%
Pricing and commercial terms	20%
Innovation and value-added services	10%

6. BUDGET

Indicative budget: EUR 4-6 million for migration and EUR 80,000-120,000/month for managed services.