

Request for Proposals (RFP): OCI vs. AWS vs. Azure vs. GCP Cost Comparison: Compute, Spot VMs, Block IOPS & BYOL

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 AWS (EC2, EBS, RDS), Microsoft Azure (VMs, SQL), Google Cloud (GCE, Cloud SQL) to Oracle Cloud Infrastructure (OCI Flexible Compute, Preemptible/Spot VMs, NVMe Block, Autonomous DB)
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] Low-Level Infrastructure Benchmarks (Compute, Spot/Preemptible VMs, Block IOPS, Egress): OCI flexible AMD EPYC (`E5.Flex`) and Ampere ARM (`A1.Flex`/`A2.Flex`) shapes allow independent 1-OCPU and 1-GB RAM scaling at uniform global pricing, with flat 50% discounts on Preemptible (Spot) capacity.
- [REQ-ARCH-02] Storage & Network Economics: Every OCI Block Volume includes high baseline IOPS and dynamically scales up to 300,000 IOPS per volume using Performance Units (`VPU`) at a fraction of AWS `io2` pricing, while the first 10 TB/month of outbound internet egress is \$0.00.
- [REQ-ARCH-03] Managed Platform Layer (Kubernetes, Exadata/Autonomous DB, Oracle BYOL Advantage): OCI Container Engine for Kubernetes (OKE) has a \$0 control plane fee. For Oracle Database workloads, OCI's 1 OCPU = 2 vCPUs architectural mapping combined with Bring Your Own License (BYOL) and Support Rewards (\$0.25-\$0.33 per \$1 spent) cuts net database run-rates by 50% to 70%.
- [REQ-ARCH-04] Multi-Cloud Split-Stack Execution: Using the sub-2ms OCI-Azure Interconnect and OCI-Google Cloud Interconnect (with \$0 cross-cloud interconnect egress fees), you can keep front-end apps in Azure/GCP while running data-intensive compute and databases on OCI.

3. Component Conversion & Acceptance Matrix

Legacy Artifact / Workload	Required Target Architecture	Engineering Method & Acceptance Gate
8 vCPU / 32 GB RAM Linux On-Demand VM (730 hrs/mo)	OCI E5.Flex (~\$128/mo) vs AWS m7a.2xlarge (~\$338/mo) vs Azure D8as_v5 (~\$280/mo) vs GCP n2d-standard-8 (~\$252/mo)	54-62% Compute Savings + Exact Core/RAM Sizing
8 vCPU / 32 GB RAM Spot / Preemptible Batch Worker	OCI Preemptible (~\$64/mo Fixed) vs AWS Spot (~\$105-\$140/mo Variable) vs Azure Spot (~\$85/mo) vs GCP Spot (~\$76/mo)	Predictable 50% Flat Preemptible Rate (Zero Price Spikes)
1 TB Block Storage @ 32,000 IOPS & 480 MB/s	OCI Balanced/Higher Perf (~\$59/mo) vs AWS gp3/io2 (~\$265-\$1,600/mo) vs Azure Premium SSD v2 (~\$230/mo) vs GCP Extreme PD (~\$325/mo)	75-95% Lower High-IOPS Storage Cost

10 TB / Month Outbound Internet Data Egress	OCI (\$0.00 Free Tier) vs AWS (~\$900/mo) vs Azure (~\$870/mo) vs GCP (~\$850/mo)	10 TB/mo Included Free + \$0.0085/GB Thereafter
16 vCPU Enterprise Database (HA Multi-AZ)	OCI Base DB / Autonomous BYOL vs AWS RDS Oracle/Postgres vs Azure SQL Business Critical vs GCP AlloyDB	2x Core Licensing Efficiency + OCI Support Rewards

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: How do OCI Preemptible Instances compare to AWS EC2 Spot Instances and GCP Spot VMs?
[Score: ____ / 10]

Reference Evaluation Benchmark: Unlike AWS Spot where market bidding prices can spike unexpectedly toward On-Demand rates during capacity crunches, OCI Preemptible Instances always bill at a flat, predictable 50% discount off the already-low OCI On-Demand rate, making them ideal for CI/CD, Kubernetes batch pools, and data pipelines.

Vendor Question 2: How do Oracle Support Rewards work when we move workloads to OCI? [Score: ____ / 10]

Reference Evaluation Benchmark: For every \$1 of OCI Universal Credits consumed, customers with on-premises Oracle technology licenses earn \$0.25 (or \$0.33 for ULA customers) in rewards that directly pay down their annual Oracle technical support renewal invoice.

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

Reference Evaluation Benchmark: The 6-page PDF Solution Brief contains the complete 2026 4-Cloud Price Benchmark Tables (Compute, Spot/Preemptible, GPU, Block Storage IOPS, Object Storage, Egress, Kubernetes, and Managed DBs), plus our 10-step OCI FinOps Right-Sizing Playbook.

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%