

Request for Proposals (RFP): Oracle to PostgreSQL & AlloyDB Migration vs. Oracle SE2 / ODA License Right-Sizing

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 Database Views, Schemas & Departmental Workloads to PostgreSQL / AlloyDB / Cloud SQL OR Right-Sized Oracle SE2 / ODA
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] Phase 0 Workload & License Reality Audit: We scan `DBA\_FEATURE\_USAGE\_STATISTICS`, PL/SQL package AST complexity, and SQL plan profiles across your fleet to segment databases into: (A) Clean candidates for PostgreSQL / AlloyDB conversion, and (B) High-complexity PL/SQL / APEX workloads where ODA Capacity-on-Demand or SE2 right-sizing delivers higher ROI.
- [REQ-ARCH-02] Automated View & SQL Dialect Refactoring: For workloads moving to PostgreSQL / AlloyDB, our AST engine rewrites Oracle legacy outer joins `(+)`, hierarchical `START WITH ... CONNECT BY` queries into ANSI recursive CTEs (`WITH RECURSIVE`), `MERGE` statements, and materialized views.
- [REQ-ARCH-03] PL/SQL Package Decomposition to Schema-Scoped PL/pgSQL: Oracle Packages are mapped to PostgreSQL schemas with session-scoped GUC variables replacing package globals and connection-pool-safe transaction handlers.
- [REQ-ARCH-04] Bi-Directional CDC & Read-Replica Offload: Using Oracle GoldenGate or SharePlex, we stream real-time changes from Oracle to PostgreSQL / AlloyDB / BigQuery to power external microservices without impacting core ERP transactions.

3. Component Conversion & Acceptance Matrix

Legacy Artifact / Workload	Required Target Architecture	Engineering Method & Acceptance Gate
Oracle Hierarchical Queries (`CONNECT BY PRIOR`)	PostgreSQL / AlloyDB ANSI `WITH RECURSIVE` CTEs	Automated AST Query Rewrite & Cycle Detection
Oracle PL/SQL Packages & Package Body State	PostgreSQL Schemas + `PL/pgSQL` Functions + Custom GUCs	State Decoupling & Procedural Transpilation
Oracle `PRAGMA AUTONOMOUS_TRANSACTION` Audit Logs	PostgreSQL `dblink` / Background Worker or Outbox Pattern	Connection-Pool-Safe Asynchronous Logging
High-Cost EE Databases Using Zero EE Features	Oracle Standard Edition 2 (SE2) or ODA Capacity-on-Demand	Zero-Rewrite License Reduction (60-80% TCO Drop)

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: Why hire an Oracle-specialized engineering firm to help with an Oracle-to-PostgreSQL migration?
[Score: ____ / 10]

Reference Evaluation Benchmark: PostgreSQL specialists rarely understand the subtle semantics of Oracle PL/SQL packages, optimizer hints, `SYS\_CONTEXT`, and date/number implicit conversions. Because our architects know Oracle internals deeply, we spot and solve the 15% of Oracle idioms that break standard `Ora2Pg` migrations.

Vendor Question 2: When should we keep a workload on Oracle instead of converting to PostgreSQL? [Score: ____ / 10]

Reference Evaluation Benchmark: If a database contains 50,000+ lines of tight PL/SQL business logic or powers an Oracle APEX application, rewriting it in Postgres + React costs 5x to 10x more than consolidating it onto an Oracle Database Appliance (ODA) with Capacity-on-Demand licensing.

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

Reference Evaluation Benchmark: The PDF Solution Brief includes the Oracle-vs-PostgreSQL Internals Translation Matrix, the `DBA\_FEATURE\_USAGE\_STATISTICS` right-sizing script, and a TCO model comparing Rewrite-to-Postgres vs. ODA Consolidation.

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%