

MODIFIABLE RFP TEMPLATE & VENDOR Q&A RUBRIC | VNA-RFP-010 | Database X to Database Y

Request for Proposals (RFP): SAP Sybase ASE & SQL Anywhere to Oracle Database 23ai Migration (T-SQL to PL/SQL)

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 SAP / Sybase ASE (12.5 / 15.x / 16.0), SQL Anywhere & Watcom-SQL to Oracle Database 23ai / Autonomous Database, PL/SQL & Oracle APEX
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] T-SQL / Watcom-SQL AST Analyzer & Transpiler: We parse `sysobjects`/`syscomments` exports to build a complete call graph of all Sybase stored procedures, triggers, rules, defaults, and user-defined datatypes.
- [REQ-ARCH-02] Idiomatic Oracle 23ai Refactoring: Sybase `#temp` table anti-patterns are refactored into set-based Common Table Expressions (`WITH` clauses), Global Temporary Tables (GTTs), or Oracle Private Temporary Tables (`ORA\$PTT\_`). Implicit result sets use `DBMS\_SQL.RETURN\_RESULT` so client call signatures remain clean.
- [REQ-ARCH-03] Concurrency & Isolation Model Normalization: Sybase's blocking read locks and `HOLDLOCK` hints are converted to Oracle's non-blocking Multi-Version Concurrency Control (MVCC), eliminating reader-writer deadlocks.
- [REQ-ARCH-04] Automated Data Migration & Row-Hash Reconciliation: High-speed parallel extraction via `bcp` / Python Arrow pipelines into Oracle External Tables / SQL*Loader Direct Path, verified by column-level SHA-256 checksums.

3. Component Conversion & Acceptance Matrix

Legacy Artifact / Workload	Required Target Architecture	Engineering Method & Acceptance Gate
Sybase `#temp` Tables Inside Stored Procedures	Set-Based CTEs (`WITH`), GTTs, or 23ai `ORA\$PTT_` Tables	AST Dataflow Refactoring (Zero Runtime DDL)
T-SQL Stored Procedures Returning Implicit Result Sets	PL/SQL Packages with `DBMS_SQL.RETURN_RESULT` / `SYS_REFCURSOR`	Signature-Compatible Procedure Compiler
Sybase `IDENTITY` Columns & `@@identity`	Oracle 23ai `GENERATED BY DEFAULT ON NULL AS IDENTITY`	Sequence High-Water-Mark Synchronization
T-SQL `@@error` & `RAISERROR` Error Handling	Structured PL/SQL `EXCEPTION` Blocks & `RAISE_APPLICATION_ERROR`	Deterministic Transaction Rollback Mapping
Sybase `TEXT` / `IMAGE` Columns	Oracle SecureFiles `CLOB` / `BLOB` with Deduplication	Parallel Streaming LOB Ingestion

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: Should we convert our Sybase database and PowerBuilder front-end together or in phases?

[Score: ____ / 10]

Reference Evaluation Benchmark: We support both. We can migrate Sybase to Oracle 23ai first (repointing PowerBuilder's database profile from `SYC`/`ASE` to `ORA`) and then convert the PowerBuilder UI to Oracle APEX in Phase 2, or execute a combined vertical-slice cutover.

Vendor Question 2: How do you handle Sybase's case-insensitive or padded string comparisons in Oracle? [Score: ____ / 10]

Reference Evaluation Benchmark: Oracle Database 23ai supports native column-level and schema-level collation (`BINARY\_CI` / `USING\_NLS\_COMP`), allowing exact parity with Sybase sort orders without wrapping indexed columns in `UPPER()` functions.

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

Reference Evaluation Benchmark: The PDF Solution Brief includes the 20-point Sybase-to-Oracle 23ai T-SQL translation guide, the `#temp` table refactoring decision tree, and our GoldenGate CDC cutover architecture.

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%