

MODIFIABLE RFP TEMPLATE & VENDOR Q&A RUBRIC | VNA-RFP-003 | Application Stack X to Application Stack Y

Request for Proposals (RFP): Oracle Forms Modernization: Convert Oracle Forms & Reports (.fmb / .rdf) to APEX 24.2

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 Forms & Reports 6i / 10g / 11g / 12c (.fmb, .mmb, .pll, .rdf) to Oracle APEX 24.2, ORDS, PL/SQL Packages, AOP & AMP
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] Automated FMB/MMB/PLL/RDF XML & AST Analyzer: Using our dedicated FMB Conversion Tool VM and frmf2xml parser, we convert binary .fmb, .mmb, .pll, and .rdf files into structured AST repositories, cataloging every trigger, program unit, LOV, alert, and canvas.
- [REQ-ARCH-02] Trigger Rationalization & Stateful-to-Stateless Refactoring: Chatty UI triggers (POST-QUERY, WHEN-NEW-FORM-INSTANCE, KEY-NEXT-ITEM) are refactored into set-based SQL views, APEX Computations, and Dynamic Actions. Business logic in Program Units and .pll files is promoted into versioned Database PL/SQL Packages.
- [REQ-ARCH-03] Canvas & Multi-Block Modernization: Master-detail Forms blocks and stacked canvases are consolidated into clean Universal Theme 42 APEX pages using Interactive Grids, Faceted Search, and Modal Dialogs that preserve keyboard-first data entry speed for power users.
- [REQ-ARCH-04] Oracle Reports (.rdf) to AOP / BI Publisher: Legacy .rdf reports and Lexical Parameters are converted to APEX Interactive Reports for self-service slicing and APEX Office Print (AOP) or BI Publisher for pixel-perfect PDF/Excel output.
- [REQ-ARCH-05] Query Fan-Out Rationalization & Runtime/Inference Filtering: Instead of migrating cloned reports and DataWindows 1-for-1, our AST SQL parser clusters queries by their canonical core JOIN graph, builds governed Oracle 23ai views only for those core queries, and generates dynamic WHERE clauses, faceted filters, and ad-hoc report variations at runtime and via AI inference (APEX 24.2 Smart Filters & Select AI).

3. Component Conversion & Acceptance Matrix

Legacy Artifact / Workload	Required Target Architecture	Engineering Method & Acceptance Gate
Forms Base-Table Data Block (.fmb)	APEX 24.2 Interactive Grid / Form Region	Automated Block-to-Region Mapping + Optimistic Locking
Attached PL/SQL Libraries (.pll) & Program Units	Database PL/SQL Packages + APEX Application Processes	Automated Package Extraction & Global Variable Refactoring
WHEN-VALIDATE-ITEM / WHEN-VALIDATE-RECORD	APEX Server-Side Validations + PL/SQL Package Calls	Stateless Validation Pushdown

POST-QUERY Lookup Triggers	Set-Based SQL Joins / Shared LOVs (Zero N+1 Queries)	Query Optimizer Rewrite (10x-50x Faster Grid Loads)
Menu Modules (.mmb) & Role Security	APEX Navigation Menu + AMP Authorization Schemes	Centralized RBAC & SSO Integration
Oracle Reports (.rdf) & After-Report Triggers	APEX Interactive Reports + APEX Office Print (AOP)	SQL Extraction + Word/Excel/PDF Template Binding
Cloned Reports / Queries Differing Only by WHERE Clause or Group-By (Query Fan-Out)	Canonical Core SQL View + APEX 24.2 Runtime / AI Inference Filters	AST Join-Graph Clustering (75-90% Report Count Reduction)

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: Do we still need Oracle WebLogic Server licenses after converting Oracle Forms to APEX? [Score: ____ / 10]

Reference Evaluation Benchmark: No. Oracle APEX and Oracle REST Data Services (ORDS) are included at no extra license cost with your existing Oracle Database license and run on Apache Tomcat or standalone Jetty, allowing you to terminate WebLogic Forms & Reports licensing completely.

Vendor Question 2: Will our high-speed keyboard data-entry users lose productivity moving from Forms to a browser? [Score: ____ / 10]

Reference Evaluation Benchmark: No. We configure APEX Interactive Grids with custom keyboard shortcuts, tab-order control, and inline modal LOVs so keyboard-centric accounting and operations clerks can enter rows without touching the mouse.

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

Reference Evaluation Benchmark: The PDF Solution Brief includes the complete Trigger-to-APEX mapping table (covering all 45+ Oracle Forms triggers), the WebLogic license termination checklist, and our automated FMB XML assessment workflow.

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%
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