

JEFFERSON COUNTY BOARD OF EDUCATION  
EQUAL OPPORTUNITY / AFFIRMATIVE ACTION EMPLOYER

BID TABULATION

BID ID: 7955

APPROVAL DATE: March 23, 2021

ITEM(S) QUOTED: UNINTERRUPTIBLE POWER SUPPLIES (UPS) .

DATE BIDS RECEIVED: March 05, 2021

CONTRACT PERIOD: From July 01, 2021 through June 30, 2022

RENEWAL(S): Four (4) renewals at the option of both parties.

COMMENTS: The Board has opted to award Item No. 7.  
An \* indicates an award.

## Vendor Response Terms

Vendor Name	Response Terms	Response Payment Terms
CDW-G		net 30
Encore Technologies, LLC		
Kentucky Educational Development Corporation		
STEP CG	Lots 1-6 are a one-time purchase of requested UPS hardware, software, and services with installation. Lot 7 contains all components of 1-6 as a service.	Payment for lot 1-6 due upon delivery of UPS and completion of installation. Lot 7 is billed monthly for 60 months. Five annual payments are an option if JCPS prefers.
Strategic Communications		
Trace3, LLC	Ts & Cs to JCPS contract language are attached	100% equipment costs upfront, milestone billing for all services with 60 day terms within each segment.
Volta Inc	Volta has no additional Response Terms or Conditions outside the bid as indicated in attachment: 7955 - Volta - SOW for UPSaaS	Payment terms have been calculated on a monthly payment schedule made in arrears, indicated in attachment: 7955 - Volta - Monthly Pricing for UPSaaS. Volta is willing to work with JCPS on other payment schedules if needed.

ITEM NO. 1 - LOT CODE: - 1 - 6 - UPS 1500KVA unit with a three (3) year warranty and network card. Liebert Model  
 #GXT5-1500LVRT2UXLN or equal. 1 - 1.0000 Each Purchase. Estimated Quantity - 75 (2740450-2013307)

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER &amp; PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
Strategic Communications	Vertiv #GXT5-1500LVRT2UXL	848.5200
<b>VENDOR REFERENCE NUMBER:</b>	GXT5-1500LVRT2UXL	
STEP CG	Vertiv #GXT5-1500LVRT2UXLN	941.9200
<b>VENDOR REFERENCE NUMBER:</b>	GXT5-1500LVRT2UXLN	
<b>RESPONSE ITEM NOTES:</b>	VERTIV : Vertiv Liebert GXT5 UPS - 1500VA/1350W 120V, Online Double Conversion Rack Tower Energy Star (GXT5-1500LVRT2UXL)	
CDW-G	Vertiv #GXT5-1500LVRT2UXLN	969.0000
<b>VENDOR REFERENCE NUMBER:</b>	5778189	
Kentucky Educational Development Corporation	TripLite #SU1500RTXCDN	981.9000
<b>VENDOR REFERENCE NUMBER:</b>	812759	
Encore Technologies, LLC	Liebert	991.5000
<b>VENDOR REFERENCE NUMBER:</b>	GXT5-1500LVRT2UXLN	
Volta Inc	Eaton Corporation	1,105.3000
<b>VENDOR REFERENCE NUMBER:</b>	9PX1500RTN	
<b>RESPONSE ITEM NOTES:</b>	Note that the quote states it's valid for 30 days. We have made that the pricing for all is valid thru procurement.	
Trace3, LLC	APC	1,366.0000
<b>VENDOR REFERENCE NUMBER:</b>	SRT1500RMXLA-NC	
<b>RESPONSE ITEM PAYMENT TERMS:</b>	100% upfront upon invoice	
<b>RESPONSE ITEM NOTES:</b>	Part eligible for Gov/Health/EDU rebate on all APC orders	

ITEM NO. 2 - LOT CODE: - 1 - 6 - UPS 2000KVA unit with a three (3) year warranty and network card. Liebert Model  
 #GXT5-2000LVRT2UXLN or equal. 1 - 1.0000 Each Purchase. Estimated Quantity - 452

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER &amp; PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
STEP CG	Vertiv #GXT5-2000LVRT2UXLN	1,192.7200
<b>VENDOR REFERENCE NUMBER:</b>	GXT5-2000LVRT2UXLN	
<b>RESPONSE ITEM NOTES:</b>	VERTIV : Vertiv Liebert GXT5 UPS - 2000VA/1800W 120V ,Online Double Conversion Rack Tower Energy Star (GXT5-2000LVRT2UXL)	
CDW-G	Vertiv #GXT5-2000LVRT2UXLN	1,225.0000
<b>VENDOR REFERENCE NUMBER:</b>	5793907	
Encore Technologies, LLC	Liebert	1,255.5000
<b>VENDOR REFERENCE NUMBER:</b>	GXT5-2000LVRT2UXLN	
Strategic Communications	Vertiv #GXT5-2000LVRT2UXL	1,304.1200
<b>VENDOR REFERENCE NUMBER:</b>	GXT5-2000LVRT2UXL	
Kentucky Educational Development Corporation	Tripp Lite #SU2200RTXLCDN	1,304.2800
<b>VENDOR REFERENCE NUMBER:</b>	809622	
Volta Inc	Eaton Corporation	1,336.0000
<b>VENDOR REFERENCE NUMBER:</b>	9PX2000RTN	
<b>RESPONSE ITEM NOTES:</b>	Note that the quote states it's valid for 30 days. We have made that the pricing for all is valid thru procurement.	
Trace3, LLC	APC	1,565.0000

Note: \* indicates a pending award.

**VENDOR REFERENCE NUMBER:** SRT2200RMXLA-NC  
**RESPONSE ITEM PAYMENT TERMS:** 100% upfront cost on invoice  
**RESPONSE ITEM NOTES:** Part eligible for Gov/Health/EDU rebate on APC

ITEM NO. 3 - LOT CODE: - 1 - 6 - UPS 3000KVA unit with a three (3) year warranty and network card. Liebert Model #GXT5-3000LVRT2UXLN or equal. 1 - 1.0000 Each Purchase. Estimated Quantity - 96

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER &amp; PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
Kentucky Educational Development Corporation	Tripp Lite #Su3000RTXLCD2UN	1,718.9800
<b>VENDOR REFERENCE NUMBER:</b> Non-Stock		
Strategic Communications	Vertiv #GXT5-3000LVRT2UXL	1,855.7600
<b>VENDOR REFERENCE NUMBER:</b> GXT5-3000LVRT2UXL		
STEP CG	Vertiv #GXT5-3000LVRT2UXLN	1,891.4500
<b>VENDOR REFERENCE NUMBER:</b> GXT5-3000LVRT2UXLN		
<b>RESPONSE ITEM NOTES:</b> VERTIV : Vertiv Liebert GXT5 UPS - 3000VA/2700W 120V ,Online Double Conversion Rack Tower Energy Star (GXT5-3000LVRT2UXL)		
CDW-G	Vertiv #GXT5-3000LVRT2UXLN	1,939.0000
<b>VENDOR REFERENCE NUMBER:</b> 5757570		
Encore Technologies, LLC	Liebert	1,991.0000
<b>VENDOR REFERENCE NUMBER:</b> GXT5-3000LVRT2UXLN		
Volta Inc	Eaton Corporation	2,088.9900
<b>VENDOR REFERENCE NUMBER:</b> 9PX3000RTN		
<b>RESPONSE ITEM NOTES:</b> Note that the quote states it's valid for 30 days. We have made that the pricing for all is valid thru procurement.		
Trace3, LLC	APC	2,525.0000
<b>VENDOR REFERENCE NUMBER:</b> SRT300DRMXLA-NC		
<b>RESPONSE ITEM PAYMENT TERMS:</b> 100% upfront cost paid on invoice		
<b>RESPONSE ITEM NOTES:</b> Part eligible for Gov/Health/EDU rebate on APC		

ITEM NO. 4 - LOT CODE: - 1 - 6 - Labor: including installation, configuration, with extended warranty to equal a total of five (5) years on UPS Item Nos. 1 - 3, and removal of old equipment. Liebert Model #PAPGXT-1K3KRMV. Units removed must be returned to C.B. Young, Jr. Service Center, Building #7. Please respond to the following in the VENDOR RESPONSE ITEM NOTES field: Indicate cost of extended warranty. 1 - 1.0000 Each Purchase. Estimated Quantity - 623

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER &amp; PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
Volta Inc	Volta Inc.	588.6500
<b>VENDOR REFERENCE NUMBER:</b> VOLTASVCS		
<b>RESPONSE ITEM NOTES:</b> Note that the quote states it's valid for 30 days. We have made that the pricing for all is valid thru procurement.		
Kentucky Educational Development Corporation	KEDC	959.0000
<b>VENDOR REFERENCE NUMBER:</b> JC7955		
<b>RESPONSE ITEM PAYMENT TERMS:</b> Net45		
<b>RESPONSE ITEM NOTES:</b> Extended Warranty: Tripp Lite-SU1500 5 year total warranty: \$16,797.75 (75 units) Tripp Lite-SU2200 3 year total warrant: \$179,963.80 (452 units) Tripp Lite-SU3000 3 year total warranty: \$28,666.56 (96 units) TOTAL - \$225,428.11 (all units)		
CDW-G	Vertiv #PAPGXT-1K3KRMV	1,210.0000
<b>VENDOR REFERENCE NUMBER:</b> 3227090		

Note: \* indicates a pending award.

STEP CG	Vertiv #PAPGXT-1K3KRMV	1,221.9400
<b>VENDOR REFERENCE NUMBER:</b>	PAPGXT-1K3KRMV	
<b>RESPONSE ITEM NOTES:</b>	Vertiv Power Assurance Package for Vertiv Liebert GXT5 UPS up to 3kVA Includes Installation, Start-Up and Removal of Existing UPS - 24 x 7 - On-site - Maintenance - Parts & Labor - Physical Service	
Encore Technologies, LLC	Liebert	1,222.0000
<b>VENDOR REFERENCE NUMBER:</b>	PAPGXT-1K3KRMV	
Strategic Communications	Vertiv #PAPGXT-1K3KRMV	1,231.4700
<b>VENDOR REFERENCE NUMBER:</b>	PAPGXT-1K3KRMV	
Trace3, LLC	Trace3	325,039.0000
<b>VENDOR REFERENCE NUMBER:</b>	0001	
<b>RESPONSE ITEM PAYMENT TERMS:</b>	Milestone billing paid on invoice	
<b>RESPONSE ITEM NOTES:</b>	To make the installation deadline, we proposed the following: \$75/FTE X2hrs X 623UPS = \$93,450.00 \$150/FTE X2hrs X 623 UPS = \$186900.00 \$160/Project Manager X 160hrs = \$19,200.00 Additional Resource = \$30,289.00	

ITEM NO. 5 - LOT CODE: - 1 - 6 - PDU. Liebert Model #PDU 29396 or equal. 1 - 1.0000 Each Purchase, Estimated Quantity - 537

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER &amp; PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
STEP CG	Vertiv #29396	57.4700
<b>VENDOR REFERENCE NUMBER:</b>	29396	
<b>RESPONSE ITEM NOTES:</b>	VERTIV : Basic, Surge, 15A, 120V, Horizontal, (12) NEMA 5-15R, breakered, 10 ft power cord with 5-15P, Black Powder Coat.	
Encore Technologies, LLC	Liebert	60.5000
<b>VENDOR REFERENCE NUMBER:</b>	29396	
Strategic Communications	Vertiv #29396	60.9700
<b>VENDOR REFERENCE NUMBER:</b>	29396	
<b>RESPONSE ITEM NOTES:</b>	rPDU, Basic Surge, 15A, 120V, 1.4kW, Horizontal, (12) NEMA 5-15R, 10ft power cord with 5-15P, Black Powder Coat.	
CDW-G	Vertiv #29396	62.0000
<b>VENDOR REFERENCE NUMBER:</b>	6447992	
Kentucky Educational Development Corporation	Tripp Lite #DRS-1215	62.2100
<b>VENDOR REFERENCE NUMBER:</b>	246717	
Volta Inc	Eaton Corporation	63.7500
<b>VENDOR REFERENCE NUMBER:</b>	ePBZ83	
<b>RESPONSE ITEM NOTES:</b>	Note that the quote states it's valid for 30 days. We have made that the pricing for all is valid thru procurement.	
Trace3, LLC	GEIST	67.0000
<b>VENDOR REFERENCE NUMBER:</b>	29396	
<b>RESPONSE ITEM PAYMENT TERMS:</b>	100% upfront costs due on invoice	

ITEM NO. 6 - LOT CODE: - 1 - 6 - Temp sensor. Liebert Model #SN-Z01 or equal. 1 - 1.0000 Each Purchase, Estimated Quantity - 582

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER &amp; PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
Trace3, LLC	NA	1.0000
<b>VENDOR REFERENCE NUMBER:</b>	NA	

Note: \* indicates a pending award.

RESPONSE ITEM NOTES: Not required

STEP CG	Vertiv #SN-Z01	67.9200
<b>VENDOR REFERENCE NUMBER:</b>	SN-Z01	
RESPONSE ITEM NOTES:	The Vertiv Liebert SN-Z01 integrated sensor is a temperature sensor with a connected cable and single temperature probe for monitoring conditions in racks and any area.	
Encore Technologies, LLC	Liebert	71.5000
<b>VENDOR REFERENCE NUMBER:</b>	SN-Z01	
Strategic Communications	Vertiv #SN-Z01	71.8100
<b>VENDOR REFERENCE NUMBER:</b>	SN-Z01	
RESPONSE ITEM NOTES:	Integrated cable with single temperature sensors.	
CDW-G	Vertiv #SN-Z01	73.0000
<b>VENDOR REFERENCE NUMBER:</b>	1914937	
Kentucky Educational Development Corporation	Tripp Lite #E2MTHDI	82.9400
<b>VENDOR REFERENCE NUMBER:</b>	871793	
Volta Inc	Eaton Corporation	160.5500
<b>VENDOR REFERENCE NUMBER:</b>	EMPDT1H1C2	
RESPONSE ITEM NOTES:	Note that the quote states it's valid for 30 days. We have made that the pricing for all is valid thru procurement.	

ITEM NO. 7 - UPSaaS (UPS as a Service) Managed service. Include Lotted Item Nos. 1 - 6 above in cost calculation. Please respond to the following in the VENDOR RESPONSE ITEM NOTES field: Indicate billing cycle. 1 - 1.0000 Each Purchase, Estimated Quantity - 1 (2740450-2014781)

ITEM AWARD NOTES: Reject CDW-G - item not properly bid, unable to evaluate valid response of Unit Price. Reject Strategic Communications - item not properly bid, Unit Price annually is unrealistic.

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER &amp; PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
CDW-G	Vertiv #PAPGXT-1K3KRMV	0.1000
<b>VENDOR REFERENCE NUMBER:</b>	3227090	
RESPONSE ITEM NOTES:	Power Assurance Package - Start-up with Removal and Emergency Service Six Hundred and Twenty Three (623) Liebert Power Assurance Package for GXT5-3000LVRT2UXLN consisting of: ? Full-service five (5) year contract term commencing upon the start-up date ? 100% parts coverage, including internal batteries, POD and web card ? 24-Hour Customer Resolution Center via 1-800-LIEBERT ? 100% labor and travel coverage 7 days/week, 24 hours/day ? Removal and disposal of existing UPS equipment, if selected ? Includes Rack construction, installation or re-configuration with UPS accessories ? Installation includes mounting and start-up of new UPS and internal batteries (excludes hardwired applications) ? Services performed by factory trained technician ? Access to Liebert Customer Services Network On-Line Internet portal	
Strategic Communications	Strategic Communications	200.0000
<b>VENDOR REFERENCE NUMBER:</b>	STRAT-UPSAAS	
RESPONSE ITEM NOTES:	Price is fee per unit per year but must commit to a 5 year agreement per unit.	
STEP CG	STEP CG/Vertiv #UPSaaS-60	31,112.7600*
<b>VENDOR REFERENCE NUMBER:</b>	UPSaaS-60	
RESPONSE ITEM PAYMENT TERMS:	Service is for 60 months, billed monthly. Annual	
RESPONSE ITEM NOTES:	UPS as a Service utilizing all Vertiv components and services specified in lots 1-6.	
Volta Inc	Eaton Corporation	36,946.0000
<b>VENDOR REFERENCE NUMBER:</b>	Volta UPSaaS	
RESPONSE ITEM PAYMENT TERMS:	Payment terms have been calculated on a monthly pa	

Note: \* indicates a pending award.

RESPONSE ITEM NOTES: Attached are monthly pricing breakdown and SOW attachments. Rollout, removal of existing devices, 24/7 monitoring, troubleshooting and maintenance is included in the pricing.

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TOTAL BIDS - 1 - 6

<u>VENDOR NAME</u>	<u>TOTAL (\$)</u>	<u>AWARDED TOTAL (\$)</u>
Volta Inc	1,381,715.34	
Kentucky Educational Development Corporation	1,507,333.99	
STEP CG	1,622,992.09	
CDW-G	1,642,129.00	
Encore Technologies, LLC	1,668,392.00	
Strategic Communications	1,672,994.32	
Trace3, LLC	1,035,588,088.00	

Note: \* indicates a pending award.



TOTAL BIDS

<u>VENDOR NAME</u>	<u>TOTAL (\$)</u>	<u>AWARDED TOTAL (\$)</u>
CDW-G	1,642,129.10	
Encore Technologies, LLC	1,668,392.00	
Kentucky Educational Development Corporation	1,507,333.99	
STEP CG	1,654,104.85	31,112.76
Strategic Communications	1,673,194.32	
Trace3, LLC	1,03,588,088.00	
Volta Inc	1,418,661.34	
		<hr/> 31,112.76

Note: \* indicates a pending award.