

CITY OF CAPE CORAL REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: ITS

Vendor Name: Vertiv

Address: 6775 Meadow Lane, Alpharetta, GA 30005

Phone: 727-573-8441 E-Mail: jsprague@joepowell.com

Price: \$ 176,221.08

Description of item to be procured:

UPS System Replacement

*- secondary unit
Primary purchased on 8/22/23*

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

To ensure top performance, reliability, and duration of equipment, Vertiv is the only authorized service provider for the Liebert power product line (uninterruptible power supply/battery, static transfer switch, power distribution units, and monitoring products). In order to meet the objective of providing the highest level of service possible, Vertiv has in the very best individuals to create the strongest support organization in the industry.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

The manufacturer of the current hardware that requires direct manufacturer installation to maintain a valid warranty. Cost/effort to replace the current solution would not be fiscally responsible at this time.

3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:

ITS will continue to monitor the performance and reliability of the current solution and also research new and other solutions as they become available to their effectiveness as a replacement.

Department Director's Signature: *Michelle J. Hoff*

Date: 02/16/2024

Approval: Procurement Manager *Wanda Roop* (not to exceed \$50,000.00) Date: 2/16/24

Approval: City Manager *Louise Brown* (not to exceed \$100,000.00) Date: 2/21/24


Council authorization required if exceeding \$100,000.00

Revised 1/6/2020- Per Ordinance #52-19, Article VII: Purchase and Sale of Real and Personal Property. Adopted 12/02/2019

*General
Resolution 266-23 - Line Item 32,33
Approved by council on 10/4/23*

MEMORANDUM
CITY OF CAPE CORAL
INFORMATION TECHNOLOGY SERVICES

TO: Mark Mason, Financial Services Director
Wanda Roop, Procurement Manager

FROM: Michelle Hoffmann, ITS Director *myh*
Matthew Vilord, ITC Manager 

DATE: February 6, 2024

SUBJECT: Request to purchase replacement UPS System in the City Data Center for \$176,221.08

This memo is to request payment for the replacement of the UPS System (unit 2 of 2) in the City Data Center.

The Liebert system is used to monitor and supply conditioned power to the data center. This includes the city's core data and networking infrastructure, as well as the dispatch centers 911 telephone and mobile radio infrastructure. The current system was installed when the building was built and has reached end of life. The manufacturer is no longer supporting the equipment and replacement parts are becoming scarce.

This replacement is an upgrade to the current solution in that lithium-ion battery technology will be used provided longer battery life and longer intervals in battery replacement.

A sole source letter from Vertiv and the required Procurement form accompanies this request. This is single source purchase, in accordance with the City of Cape Coral Code of Ordinances Chapter 2, Article VII, Division 1, Section 2-144(c)(2)(b) When the purchase of an item or service results in a "best value" in that research has shown that use of another brand or service would not be reasonable and would cause undue hardship to the city, would cause the city to incur additional expense, or would require modification to a present system or process.

This purchase was approved by Counsel Resolution 266-23 line 33 with the remainder needed from line 32 and is budgeted in the ITS FY2024 budget in 001-17005-552121-17-51-516030-000-000.



6775 Meadow Lane
 Alpharetta, GA 30005
 PH: (727) 573-1199
 (727) 572-8441

COMPANY:	City of Cape Corral	PROPOSAL #:	CPQ-629394
ATTN:	Matthew	PAGES:	5
VALID TO:		DATE:	02/06/2024
FROM:	Jason Sprague		
PROJECT:	UPS B Side Replacement Project		

We are pleased to provide our Quotation for the following Vertiv products and services:

The Following Product Sets are referenced on GSA Schedule 56 Criteria EXM

Line	Part Number	Description	Quantity	Net Price	Ext. Net price
1.0	51SA100EAA00-CPQ33184101	"Liebert EXM 480V"	1	\$32,432.40	\$32,432.40
1.1	51MBE32AA0R1SQ6	"Liebert MBC"	1	\$6,965.00	\$6,965.00
1.2	51X100BCAPHASK6	"Liebert EXM 480V Distribution Cabinet"	1	\$18,413.50	\$18,413.50
1.3	VAS-ACPIInstall	"Value Added Service - Installation Support "	1	\$26,790.00	\$26,790.00
1.4	SUEXM480-100U7	"S/U 7x24 EXM 480V 100kVA"	1	\$2,808.40	\$2,808.40
2.0	568155G1	"ASSY JUNCTION BOX HPL OPTION"	2	\$910.00	\$1,820.00
2.1	UPSIBIBR-LIB	"EXTERNAL LIB BIB EXM"	1	\$371.00	\$371.00
2.2	3P26A22S3PB0NNN	"BATT CAB 6 MOD HPL UL9540A"	2	\$38,115.00	\$76,230.00
2.3	2027-042	"SOFTWARE KEY BXE LI-ION MODULE"	1	\$981.75	\$981.75
2.4	SUHPLITHU72	"HPL STARTUP 24X7 2CAB"	1	\$3,093.30	\$3,093.30
Sub Total - Not including Freight or Tax					USD \$169,905.35
Total Freight Charges					\$6,315.73
Total Proposal Pricing – Including Feight but not Sales Tax.					\$176,221.08

1.0 Liebert EXM 480V

Liebert EXM Single Module UPS System each consisting of the following: Two (2) model 51SA75EAA00SI4, with the following features:

- System Input Voltage of 480V, 60Hz, 3 Phase, 3 wire plus ground
- System Output Voltage of 208/120V, 3 Phase, 4 wire plus ground
- Fixed Capacity 75kVA UPS System

- 480V Native Output Voltage
- Single Input Configuration
- One (1) IntelliSlot Unity Dual Protocol Card; P/N: IS-UNITY-DP; Monitoring and configuration of Vertiv products and environmental sensors through stand-alone Web UI or integration with Trellis™, Liebert Nform, LIFE™ Services. Supports third-party management systems using SNMP, Modbus or BACnet.
- Transformer-Free Architecture - Efficiency up to 96% in double conversion mode
- Unity Power Factor Rating - Delivers more usable power per kVA
- Load Power Factor Support - Supports loads 0.5 lagging to unity without derating
- Energy Optimization Mode (Eco-Mode)
- 65kAIC Rating - Provides interrupting rating and labeling of 65kA
- Active Power Factor Corrected IGBT Input Converter
- PWM transistorized (IGBT) inverter
- Continuous Duty Static Bypass Switch
- Input Contacts - Dry contacts are available for functions including monitoring external breakers, on-generator signal, and other functions
- Output Contacts - Dry contacts are available for functions including a permissive signal to maintenance bypass SKRU, to trip external breakers, and other functions
- Generator Load Control - Suppresses battery charging reducing power demand by an external signal. Shifts unit from Eco Mode to double conversion (if applicable), and synchronizes the inverter output with the bypass
- Automatic retransfer - Provides return to inverter power after an overload
- DSP based controls - Provides digital control of power conversion and system operation
- Backlit LCD display - Monitors power conversion, UPS operation and utility conditions. Deviations are logged for troubleshooting
- Temperature-Compensated Charging/Battery Load Test
- Bottom cable entry to UPS, top cable entry through matching bypass or optional wiring cabinet
- Front only service access
- Local Emergency Power Off (EPO)
- LIFE™ Services for the 1st year
- IP 20 enclosure
- Casters and leveling feet
- UL and cUL Listed to UL Standard 1778 5th Edition
- The battery is provided with a 3 year full warranty

The solution includes **Two (2) Maintenance Bypass Matching Cabinet(s), model 51MBE32AA0R1SQ6** with the following features:

- 3 Switching Devices (BIB, MBB, MIB)
- 175 Amp Breaker Trip Rating
- Key Interlock (SKRU)
- Cabinet Mounted Right Attached to Module with connecting cables factory supplied
- 200 MM - 7.9 inches Frame Size
- Top or Side Access required for MBC Installation.

- Front Access service design
- SNMP Communication

The solution includes **One (1) Distribution Cabinet(s), model 51X100BCAPHASK6** with the following features:

- 600 MM - 24 inches Frame Size
- K01 Output Transformer Included
- Input Voltage of 480V, 60Hz, 3 Phase, 3 wire plus ground
- Output Voltage of 208/120V, 3 Phase, 4 wire plus ground
- Cabinet Mounted Right Attached to Module with connecting cables factory supplied
- No Input Breaker
- Distribution
 - H: 1x Subfeed (250-600A): Distribution Options
 - P: 350A: Subfeed One
 - 80% Subfeed breaker rating
- Monitoring
 - SNMP Communication
- Front Access service design
- Distribution Cabinet Startup is included

Each UPS module is supplied with a Vertiv HPL Lithium Ion Battery System consisting of **Two (2)**, Liebert model number **3P26A22S3PA0NNN**.

- The battery system is sized to support a **75kVA / 75kW** critical load for **55 minutes** minute(s) of operating time at the start of life and **44 minutes** minute(s) of operating time at the end of life with Ambient Operating Temperature of 25

Each battery system is provided with the following features:

- Conduit connection box for each cabinet
- Interface to UPS module

Startup Services

The battery system is provided with **Startup Services** part number, **Startup 24x7**, and will include the following:

- One site trip by a factory trained Liebert factory trained Customer Engineer. Visit to be scheduled at the customer's convenience, (excluding national holidays).
- Inspect the battery cabinets perviously installed by the others.
- Unpack and inspect the battery system components.
- Measure and record voltage and impedance for each battery module.
- Install the battery system components in the racks and connect all internal control cabling.
- Verify and adjust all equipment parameters.
- Perform a startup and shutdown of equipment to verify proper operations.
- Perform discharge test (if permitted).
- Verify all FCN's have been performed (if applicable).
- Conduct training with customer on equipment operation.

The following Startup Services are provided:

- Startup Services 7/24

Value Added Services:

- Turnkey Installation Services to include Electrical & Rigging.
- Engineering and Permit by others if required.

Raw Materials Escalation Clause. Seller warrants that the prices set forth in the quote are complete and that no additional charge will be added without Buyer's consent, except to the extent that Seller's costs to procure raw materials for the goods increase or decrease (by at least +/- 5% for any such individual raw materials) as compared to such costs listed on the London Metal Exchange (www.lme.com) for such materials at the time of Seller's proposal or quotation, in which case the parties agree that Seller's invoice may adjust prices (up or down) proportionate to the amount of such increase or decrease for affected raw materials.

- Please address Purchase Orders to:

Joe Powell & Associates
6775 Meadow Lane
Alpharetta, GA 30005
PH: (727) 573-1199
(727) 572-8441

Jason Sprague
Sales Representative

Terms & Conditions:

- Quotation Valid for 30 days
- Freight terms Ex Works (EXW)/FOB Origin
- Price does not include tax
- Price does not include freight unless explicitly listed on the quote
- Terms are NET30 Days, subject to manufacturer's approval



SOLE SOURCE SERVICE PROVIDER

Liebert Power Products

With your purchase of Liebert power products, you now have the best critical support equipment available. As you choose the appropriate level of service support for this equipment, please consider the following.

To ensure top performance, reliability and duration of its equipment, Liebert Corporation recognizes Vertiv Services, Inc., ("Vertiv Services") as the *only* authorized service provider for the power product line (UPS/Battery, Static Transfer Switch, Power Distribution Units, and Monitoring Products). In order to meet the objective of providing the highest level of service possible, Vertiv Services has invested in the very best individuals to create the strongest support organization in the industry. With over 800 technical experts and support personnel located in 80 major cities across the US, a 24/7/365 fully staffed Customer Resolution Center, multi-level parts distribution system, and 24/7 available Technical Support Group, Vertiv Services offers the most comprehensive power product service program in existence today.

There are distinct advantages in having the Original Equipment Manufacturer (OEM) perform the service. These are specific to the proprietary information, materials and expertise maintained solely by the OEM, and is the basis for Sole Source Qualification. Below is a summary of those exclusive advantages.

- **Factory Training**
 - Vertiv Services Customer Engineers ("CE") are the only service technicians who are required to have 450 hours of training by Liebert to service Liebert Products before ever touching customer equipment. Their level of training is kept up to date by participation in at least 20 hours of new and refresher training courses each year.
 - No other organization is authorized to have their field technicians participate in Liebert maintenance training programs.
- **Start up Services**
 - Liebert standard factory warranty for 3-Phase UPS is active for 12 months from date of startup and is only valid with start up by a Vertiv Services CE.
 - Start up performed by an outside service organization reduces equipment warranty to 90 days parts only.
- **Maintenance and Troubleshooting Information**
 - Vertiv Services CEs have instant access to TKO – Technical Knowledge Online. This database includes the latest in maintenance and troubleshooting techniques specific to Liebert equipment.
 - The information available through TKO is only accessible to the Vertiv CE and includes proprietary information like equipment schematics.
- **Part Availability**
 - Part support is available to all customers and service providers.
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- **Field Modifications – Field Change Notice (“FCN”)**
 - The Vertiv FCN process is managed by the PTS Group and Vertiv factory personnel and is not available to outside service organizations.
 - The FCN process allows for engineering improvements to be made to the equipment as soon as an enhancement has been identified. These FCN’s enhance the safety and reliability of Vertiv’s critical power systems.
 - Safety related FCNs are distributed to the Vertiv customer contact on file. *Vertiv contract customers are automatically notified and scheduled for installation.*
 - Technical FCN enhancements are only available, at no charge, to Vertiv contract customers.

Vertiv's wide range of offerings for system startup, preventive maintenance, emergency service, battery management, project management and customer training are available through your local Vertiv Representative - Joe Powell Services, or by calling 1-800-LIEBERT.

Joe Powell Services:

Vertiv Corporation is the certified service arm for all Liebert/Vertiv equipment and offers the only factory authorized service available for Liebert Air systems, UPS, and power products. As the exclusive Vertiv Corporation representative in the Florida Panhandle, Northeast and Southwest Gulf coast of Florida, Joe Powell Services is the only service contract provider for these areas.

We look forward to serving you in the future.

A handwritten signature in black ink that reads "Angie Stokes".

Angie Stokes - Service Contract Manager