

State of West Virginia Request for Department of Administration Quotation **Purchasing Division** 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

Request for

ISCL0048

ADDRESS CORSESSION DENGES OVARRENTION GROW

KRISTA FERRELL 304-558-2596

RFQ COPY TYPE NAME/ADDRESS HERE AMERICAN POWER + LTG. SYS. CHARLESTON LEV 25303

DEPARTMENT OF ADMINISTRATION IS&C - COMMUNICATIONS 1900 KANAWHA BLVD. E. BUILDING 5, 10TH FLOOR CHARLESTON, WV 25305 304-558-5472

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State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

Request for p

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ADDRESS:CORRESSONDENCESTO A STENTION OF KRISTA FERRELL 304-558-2596

DEPARTMENT OF ADMINISTRATION 1900 KANAWHA BLVD. E. CHARLESTON, WV

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State of West Virginia Department of Administration Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

Request for Quotation

ISCL0048

PAGE 3

KRISTA FERRELL
304-558-2596

DEPARTMENT OF ADMINISTRATION
IS&C - COMMUNICATIONS
1900 KANAWHA BLVD. E.
BUILDING 5, 10TH FLOOR
CHARLESTON, WV
25305 304-558-5472

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State of West Virginia nequest for
Department of Administration Quotation
Purchasing Division
2019 Washington Street East

Post Office Box 50130

Charleston, WV 25305-0130

nequest for SCL0048

NO. 0629

KRISTA FERRELL
304-558-2596

American Power & Lighting Systems P O Box 8341 South Charleston WV 25303 DEPARTMENT OF ADMINISTRATION
SIS&C - COMMUNICATIONS
1900 KANAWHA BLVD. E.
BUILDING 5, 10TH FLOOR
CHARLESTON, WV
25305 304-558-5472

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State of West Virginia
Department of Administration Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

WV PURCHASING ACA SECT Fax 304-558-4115 Jan 11 2011 02:35pm P001 Quotation

ISCL0048

KRISTA FERRELL 304-558-2596

American Power P Q Box 8341 So Charleston WV 25303 DEPARTMENT OF ADMINISTRATION IS&C - COMMUNICATIONS 1900 KANAWHA BLVD. E. BUILDING 5, 10TH FLOOR CHARLESTON, WV 25305 304-558-5472

01/10/2011 BEOPENBORE 01/20/2011 ADDENDUM NG. 2 THIS ADDENDUM IS ISSUED TO: 1.) PROVIDE A COPY OF THE MANDATORY PRE-BID ATTENDEE LIST, 2.) PROVIDE CLARIFICATION AS STATED BELOW, "THE ISOLATION TRANSFORMER MUST BE SUPPLIED BY THE VENDOR AS STATE IN THE PRE-BID CONFERENCE ON 01/05/2011." 5.) PROVIDE ANSWERS TO ALL TECHNICAL QUESTIONS SUBMITTED IN ACCORDANCE WITH THE PROVISIONS OF THE ORIGINAL REQUEST FOR QUOTATION, ISCLOOMS. BID OPENING DATE REMAINS: 01/20/2011 BID OPENING TIME REMAINS: 1:30 PM ***********************************	DATE PRIV	<u> 10000,000,000,000,000,000,000,000,000,0</u>	FIMS OF SALE	SHIP VIA	FOB	FACIGHT TEAMS
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By signing below, vendor certifies that all specifications will be followed, that vendor meets all criteria, and will adhere to the schedule if awarded the purchase order.

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Vendors N	ame		

Page 2 of 5

Lynn Associates, Inc. Quote # CEB201012015

Eaton 9390 Executive Summary

Understanding the challenges today's executives face – system availability requirements, control infrastructure expenses, minimize operating costs to meet profit objectives – was key in the design and development of the Eaton 9390. Capitalizing on over 40 years of research and development excellence, industry experience, customer interviews and web surveys, this patented new product was designed to integrate all of Eaton's awarding-winning technology, software and service capabilities into a single module capable of supporting critical server, ISP, telecommunications or process control equipment from 40 - 160kVA.

POWER PERFORMANCE

The innovative design of the Eaton 9390 delivers the highest level of power protection by isolating supported equipment from the "raw", unprotected, utility. Combine this with the incredibly high system efficiency (94%), minimized input current distortion (<4.5%), and the extremely high input power factor (0.9) and the result is unmatched *Power Performance*.

The dollars and cents value of such performance is lower initial investment, lower installation cost and long-term operational expense is lower. Plus the Eaton 9390 does not effect the operation of existing facility equipment. That means no added expense to install additional expensive filters that reduce or minimize "harmonic" interference.

POWER DENSITY

The Eaton 9390 has the smallest footprint in the industry by over 40% and its transformerless design dramatically reduces equipment weight. The result is the highest *Power Density* available today. That means reduced shipping costs, reduced installation costs and reduced space requirements in a facility. The Eaton 9390 also requires only front access for servicing and allows for either top or bottom entry of power cables. The result is an incredibly small, light weight UPS system that can installed in a back corner or other out of the way location, not commanding valuable computer room real estate.

SCALABILITY

One of the most challenging aspects of purchasing equipment is determining whether investing in just what is needed is the most cost effective solution or sizing the equipment to meet potential growth requirements makes the most sense. Both have their benefits.

The upside to purchasing equipment that meets today's requirements is a smaller initial capital investment and the performance of the equipment is optimized, lower costs all around. The down side is having to reinvest and replace the system down the road, added expense to remove, reinstall and re-start.

If purchasing for future growth you don't have additional expense of purchasing and redeploying a new system down the road. However the operation of the equipment may cost more because the performance is not optimized.

The Eaton 9390 changes all that with its Scalability. The 9390 can be purchase to meet your protection needs today, and can be upgraded, in the field, to meet your needs tomorrow. Not only that, but the Eaton 9390, utilizing patented Eaton Hot SyncTM technology, field upgradeable, enabling the addition of system redundancy or additional capacity should the need arise. With the Eaton 9390 there is no penalty for purchasing what you need when you need it, there is just peace of mind knowing that when your needs change your infrastructure can change with you.

Page 3 of 5

Lynn Associates, Inc. Quote # CEB201012015

BATTERY MANAGEMENT

Baton's extensive experience in the UPS industry has taught them that a UPS system is only as good as the batteries that support it and effective Battery Management extends the life of the batteries. The integral and critical nature of the battery system lead Eaton to the development of their patented Advanced Battery Management® that optimizes battery life as well and battery recharge time. This integrated technology:

- Performs system tests and monitors battery health that provide indications of potential problems
- Monitors battery temperature with optional temperature-compensated charging to extend battery life
- Eaton's patented three-stage charging that essentially doubles service life and optimizes recharge time, is a major component in the Eaton 9390
- Enables remote monitoring of the UPS and the battery system

An additional cost savings advantage of the Eaton 9390 battery system is its Variable Battery Bus. This allows battery times to be sized to exact requirements and enables the seamless increase or decease of battery support time as needed. There is no need to purchase more battery time than need or to be stuck with insufficient battery protection. The Eaton 9390 can also utilize a legacy battery system, if available, because of this feature, a significant cost savings.

SERVICEABILITY

The Serviceability of the Eaton 9390 is unmatched. With a modular design, should the 9390 require service, the repair time is less than 30 minutes. All the power modules as well as the fan tray are field replaceable. With fast and easy front access, no side or rear clearance is required, the unit can be installed and serviced in place.

WARRANTY

The Eaton 9390 comes with a one-year limited factory warranty.

- A one-year limited factory warranty on parts and labor for the UPS
- One year of secure monitoring by Eaton experts
- A one year service protection plan that includes initial start-up of the UPS, a performance check and one
 year of battery replacement labor coverage
- A 3 year limited factory warranty on parts for the battery parts

The Eaton 9390 provides optimum performance, unmatched reliability and the most comprehensive watranty and service plans available.

BILL OF MATERIALS:

100kVA Reverse Transfer System Configuration, including:

Item #1: One (1) 60Hz, Eaton 9390-120/100 UPS Module rated at:

Output Rating: 100kVA at .9pf (90kW) leading or lagging

UPS Input Voltage: 208V 3-Phase, 4-Wire plus ground 208V 3-Phase, 4-Wire plus ground 208V 3-Phase, 4-Wire plus ground

Includes:

1 Eaton 9390, Model 120 - 100kVA/90kW, 208V input, 208V output

- Double Conversion Topology
- Redundant Logic Power Supplies
- Local Emergency Power Off (EPO)
- Load Power Factor Range- .9 lagging to .9 leading
- Scalable Architecture (parallel capability up to 8 modules)
- Advanced Battery Management Technology (ABM)
- LCD Multi-Language Display Page
- Low Input Harmonic Distortion (<4.5% THD)
- English Display and Manual

Page 4 of 5

Lynn Associates, Inc. Quote # CEB201012015

- Upgradeable to 120kVA via firmware
- 208V In / 208V Out
- Software Suite CD
- 9390 100-160kVA Install and Operation Manual, Incl.
- Reverse Transfer Configuration
- ConnectUPS-X Communications Card
- 9390 IBC Battery Cab Install and Oper. Manual, Incl.
- Bracket Kit for line-up and match installation

2 Integrated Battery Cabinet

- Line up and Match and Remote Configuration
- Valve Regulated, Lead Acid Battery, Flame Retardant Enclosures
- Includes Internal DC Disconnect and Interconnect Cables
- Modular Battery Tray Design for Easy Serviceability
- Battery Runtime at Specified load of 80kVA: 71 minutes
- Battery Runtime at full load of 100kVA: 53 minutes
- Supports Custom Configurations
- Pay as You Grow Scalability

1 Integrated Accessory Cabinet – Bypass, 65kAIC

- Line-up and match
- Four-Breaker MBP (MOB, MIS, BIB)
- Aux 2A/2B, Shunt Trips, Solenoid with KK Locks

Services:

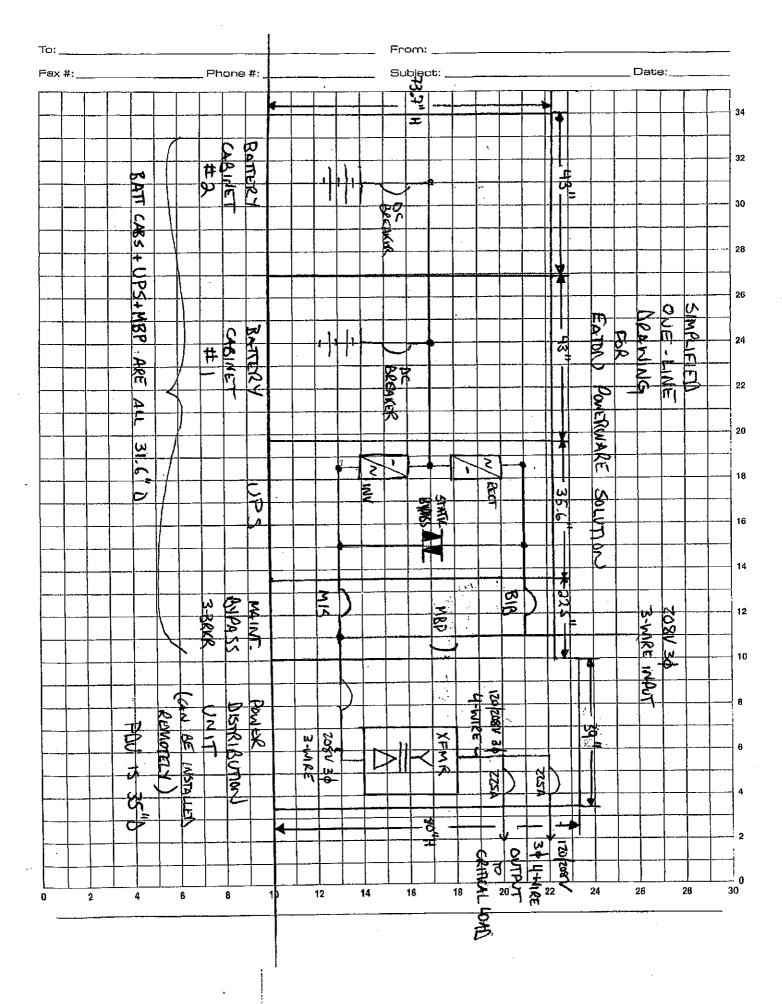
- 1 Service Protection Plan, 7x24 Cov, 8hr Resp
- 1 Standard Start-up Package, 5x8 Coverage

Other:

1 Freight, Dock-to-Dock, to First Destination in West Virginia

Item #1: One (1) 125kVA Power Distribution Unit (PDU)

- Next Generation Eaton PDU
- UL Listed
- 208V 3-Phase, 3-Wire, 60Hz Input
- Isolation Transformer, K-13
- 120/208V 3-Phase, 4-Wire, 60Hz Output
- 200% Rated Neutral
- EMS Premium System Level Metering with Sub-Feed Breaker Monitoring
- Summary Alarm Contact
- Main Door
- Locking Door Latches
- Top & Bottom Entry
- 65kAIC Main Input Breaker with Lock-out Tag
- Front Facing Main Chassis includes Pow-R-Line 3 Sub-feed Breaker Chassis with two (2) 225A 3-Pole Sub-Feed Breakers, each with Lock-out Tags
- Provisions for an additional two (2) Sub-feed Breakers
- Factory Start-up 5x8
- 2700 pounds installed weight and the dimensions are 39"W x 35"D x 80"H



Over 40 years experience in battery & charger systems for every application.



DUAL LITE

Emergency Lighting

Replacement Batteries & Parts For All Brands

- CONTROLS

 Globe Union
 Batteries & Chargers
- UPS:

\3857

EMIERSON Computer Power

PM Programs
 & Diagnostic on-site
 Testing

1.19.11

REF: RFQ ISCL =048

FOLLOWING ALTERNATE UPS UNIT FOR YOUR CONSIDERATION:

- 1) EATON POWERWARE MODEL 9390-100 KVA, FLELD UPGRADEABLE TO 120 KVA, AS REQUESTED
- 2) 71 MINUTE FULL LOAD RUNTING @ 80 KVA (66 MINUTE RUNTING REQUESTED IN RFQ)
- 3) ISOLAMON TRANSFORMER ON INDUT NOT REGURED BECAUSE POWERWARE UNIT ACCEPTS 208 VAC POWER DIRECTLY. THE LIEBERT UPS UNIT REGURDS 480 VAC INPUT POWER & THERE FORE MUST HAVE A TRANSFORMER TO STEP UP THE VOLTAGE, WE DID NOT QUOTE A ISOLATION TRANSFORMER FOR THIS REASON.
- 4) ALL OTHER REQUIREMENT CRITERIA FOR THIS REFE IS FULFILLED.

PLEASE FEEL FREE TO CONTACT US IF WE MAY AUSWER MY QUESTIONS OR CONCERNS.

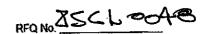
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State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with **West Virginia Code**, §5A-3-37. (Does not apply to construction contracts). **West Virginia Code**, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

<u>1./</u>	Application is made for 2.5% resident vendor preference for the reason checked: Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or, Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or, Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,				
2.	Application is made for 2.5% resident vendor preference for the reason checked: Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,				
3.	Application is made for 2.5% resident vendor preference for the reason checked: Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifles that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,				
4.	Application is made for 5% resident vendor preference for the reason checked: Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,				
5.	Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,				
6.	Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.				
require agains or ded	understands if the Secretary of Revenue determines that a Bidder receiving preference has falled to continue to meet the ements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty st such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency such from any unpaid balance on the contract or purchase order.				
By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.					
Under penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately. Bidder: Auxilian Pouri Lag. Sis. Signed:					
	1.19.11 Title:				
Date:	any combination of preference consideration(s) indicated above, which you are entitled to receive.				



STATE OF WEST VIRGINIA **Purchasing Division**

PURCHASING AFFIDAVIT

West Virginia Code \$6A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the

DEFINITIONS:

"Debi" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, manlage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (West Virginia Code §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

WITNESS THE FOLLOWING SIGN	TURE PART TO A	LTG. SYSTEMS
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State of WV	<u>) </u>	
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Taken, subscribed, and sworn to bet	ore me this $\frac{20}{20}$ day of $\frac{\sqrt{2}}{20}$	huary 2011.
My Commission expires AD	ril 26,20	<u>l</u> H
1		7 lining themt
AFFIX SEAL HERE	NOTARY	PUBLIC COCCATATION (1997)
OFFICIAL SEAL LOWER BY THE) 	
STATE CONTROL VERGINA] 	
South Chalanda, V/V 25903	, } }	

Purchasing Affidavit (Revised 12/15/09)