

## QUESTIONS AND ANSWERS

### RFP 201206 - UPS Replacement for Vernon McDaniel Building

The following questions have been submitted concerning the RFP shown above. All questions received by the posted deadline of 5:00 PM, CST, Wednesday, October 14, 2020 are provided verbatim from what was received and have been answered, which are highlighted.

It will be the responsibility of the proposer to determine what, if any, information from the Questions and Answers provided herein will be applicable in the submission of a proposal. As stated in Section III (Special Conditions), Letter O (Miscellaneous): "The submission of a Proposal shall be prima facie evidence that the Responder has full knowledge of the scope, nature, quantity and quality of work to be performed; the detailed requirements of the specifications; and the conditions under which the work is to be performed."

**No Amendment to the Proposal will be issued and the Opening date remains unchanged.**

#### **Vendor 1:**

1. I am looking for someone that can direct me in the right direction to get the draws for the Vernon McDaniel Building.

**Initial Response:** Good morning! Thank you for reaching out to me regarding **RFP 201606 - Computer and Peripheral Repair Services**. I have received your question and will be responding to them based on the RFP schedule. However, the drawings are provided at the end of the proposal, pages 59 and 60.

I apologize for the error in my last response. Nothing has changed with my response except it should state the correct RFP, RFP 201206 - UPS Replacement for Vernon McDaniel Building.

2. I don't see any HVAC scope of work. Is there not going to on this project?

**Initial Response:** I have received your question and in order to ensure fair and equal treatment for all participating Responders, your questions will be answered on or before Monday, September 28, 2020 at or before 5:00 p.m., CST. Alternatively, you may ask questions at the Mandatory Pre-Proposal Conference on Wednesday, September 16, 2020 from 11:00am to 12:00pm, Central Time. Please be advised that answers received during the conference are subject to change and only the answers provided via posting to the District's website on September 28, 2020 will be considered "Final".

**Response:** This project is a turnkey solution specifically for the replacement of our current UPS system. We will not be fixing or replacing any HVAC systems in this bid.

## **Vendor 2:**

1. I wanted to follow up to see if the pre bid meeting for the above referenced project was cancelled?

**Initial Response:** This project has not been canceled.

**Response:** Yes, the initial pre-proposal conference, scheduled for September 16, 2020 was canceled due to hurricane Sally.

2. and if the meeting has been rescheduled?

**Initial Response:** The mandatory pre-proposal conference has been postponed and will be rescheduled for a later date.

**Response:** Yes, the meeting was rescheduled for October 8, 2020. Amendment 1 was posted on Tuesday, September 14, 2020 stating the meeting will be rescheduled and Amendment 2 posted on Monday, September 28, 2020 laying out all of the new dates for the calendar of events. The new Pre-Proposal Conference was also posted in the Pensacola News Journal on Sunday, October 4, 2020.

3. being present be waived? If the meeting was not cancelled can the requirement attending at the meeting in person be waived due to the hurricane in the area?

**Initial Response:** The mandatory pre-proposal conference will not be waived but will be rescheduled for a later date.

**Response:** Presence will not be waived for the Pre-Proposal Conference.

4. Please advise if drawings and specifications can be accessed online.

**Initial Response:** Drawings and specifications can be found on the RFP as Attachment G from the Escambia County School District website. You can find updated information for all of our current bids on the [Current Bid Activity page](#). [Amendment 1](#) has been posted and a second amendment will follow when things start to normalize and schedules solidify.

### **Vendor 3:**

1. Underneath the current UPS, is there a structure or is it a plate to evenly distribute the weight on the floor?

**Response:** The floor is a raised floor with panels which can be removed for cable management and the metal plate currently under the UPS is in place for weight distribution.

2. Would using a different brand for the UPS need to be approved prior to the bid?

**Response:** No, the brand of UPS device does not need to be approved prior to the bid however, if you could provide us with a cut sheet, detailing the specifications, we would appreciate the advanced information.

3. Are we reusing all of the UPS Battery banks?

**Response:** Yes, unless it is deemed not an option to reuse the current UPS Batteries. If your company recommends the replacement of the UPS batteries, please list it as an option.

4. Are we happy with the configuration of the battery banks?

**Response:** Yes

5. Where is the entrance?

**Response:** Yes, the exterior door is on the West side of the building in the employee parking lot. The doors are large double doors with a removable bar in the center.

6. Who do I schedule a second visit with?

**Response:** The contractor may schedule a second visit by contacting David Romero, [DRomero@ecsdf.us](mailto:DRomero@ecsdf.us), and may bring additional support personnel in order to answer more specific questions.

7. During the site visit it was determined that the feeds from the battery bank do not have a shunt trip feature to disconnect the battery voltage. This is required and can be achieved by changing out the fused disconnects in the UPS room to enclosed circuit breakers with the 48VDC shunt trip option. Is this method acceptable?

**Response:** Yes, this is acceptable.

8. The question came up regarding the 540VDC potentially being too high for the Ups. The ups is designed for 480VDC. 540V divided by 240 cells is 2.25V per cell. That is perfectly fine, 2.25V per cell just means that each cell is fully charged. Please confirm that there are 240 cells.

**Response:** There are a total of 480 DDM-50-17 Batteries (there are two banks of batteries which each bank consists of 240 batteries). Voltage and wiring configuration of the existing batteries to be verified by prospective bidder.

9. Existing Ups is 31.5"D x 129"L x 75.7"H. Proposed Eaton Ups is 42"D x 83"L x 74.7"H. Is this acceptable?

**Response:** Yes, provided code required clearances and working spaces are met as discussed on-site and provided the new UPS system is supported structurally as required per the manufacturer's specifications and recommendations.

### **Specification Section 16460 Questions:**

1. 1.3.2.B. ECO-MODE: Eaton will supply Eco-mode style high efficiency system for an adder on base quotation as discussed in walk-through. Is this acceptable?

**Response:** Yes, you can add this option to the price proposal as an "adder". Please make sure it is clearly marked as an adder/option.

2. 1.3.2.E. There will be an internal (static) bypass in the unit and the external bypass will be part of the Tie Cabinet. Is this acceptable?

**Response:** Yes.

3. 1.3.4.A. Input of Eaton system will be 3 wire in and 3 wire out. Each Ups will have dual input per the existing wiring and there will be an additional input feed for the bypass/tie cabinet so that both units can be bypassed if necessary. The specification calls for 3wire in and 3 wire out in two areas but in one it mentions a 3 wire in and 4 wire out. Please confirm that 3 wire in and 3 wire out is acceptable.

**Response:** Yes, 3 wire in and 3 wire out is acceptable.

4. 1.3.4.B. Eaton voltage range is +10 AND -15% Is this acceptable?

**Response:** Yes.

5. 1.3.5.G. Eaton overvoltage standards match the specification at 100% continuous, but differ elsewhere: 102-110% at 10 minutes and 126-150% for 10 seconds. Is this acceptable?

**Response:** Yes.

6. 1.6.1. Eaton will warrant the unit for 24 months with (1) extra PM visit after start up date. Is this acceptable?

**Response:** We would like to see a three (3) year warranty as specified in Section VIII.B.4. of the RFP. In addition to the three (3) year warranty, we would also like to see an extended warranty adder/option to begin after the initial warranty period.

7. 1.7.2. Will Virtual Witness Testing be acceptable? Please note that Factory Witness Testing includes full testing but only temporary load testing at half and full load. The extended load bank testing will be done on site. Please confirm.

**Response:** Yes.

8. 1.7.3. Eaton standard load bank testing lasts for 2 – 4 hours. Please see attached SOW for Load Bank Testing and advise if acceptable. Attachment #1.

**Response:** Yes, SOW for Load Bank Testing is acceptable provided if additional cabling is required beyond the 50' mentioned in the SOW, then it will be included in the bid.

9. 1.7.3. Certified Tests will be available upon shipment of the Ups. Is this acceptable?

**Response:** Yes.

10. 2.1.1. Eaton Ups will be proposed in place of the Liebert Ups. Is this acceptable?

**Response:** Yes.

11. 2.3.7.A. In place of Life Services and in addition to a Web/SNMPM connectivity device, Eaton can include Predict Pulse which is a service where Eaton monitors the Ups and advises customer of potential upcoming issues using predictive analytics. Predict Pulse will be included in the base cost for one year of monitoring. Is this acceptable?

**Response:** No, you can add this option to the price proposal as an “adder”. Please make sure it is clearly marked as an adder/option.

12. 2.3.7.B. Eaton will supply an all-in-one style communications portfolio that includes web card + Modbus RTU and TCP with additional dry contacts for customer input contacts. Is this acceptable?

**Response:** Yes.

13. 2.3.8. Battery Disconnect. Per the site visit and question #1, Eaton will supply this Ups with (2) battery disconnect devices, part number BDS600-48 with shunt trip to be installed in the place of the two existing fused disconnect in the UPS room. Is this acceptable?

**Response:** Yes.

14. 3.0. The UPS is not being provided with a stored energy system ( batteries). We will be connecting the new UPS into the existing Battery banks on site. Is this acceptable?

**Response:** Yes.

15. Without changing out the existing battery banks, We the Contractor, will not be able to warrantee any part of the battery system except the new work we performed such as the UPS and the new shunt trip battery breakers.

**Response:** Agreed that the Contractor will only warranty new work performed on the existing battery bank system.

16. 4.1 and 4.2. See Eaton's start up SOW attached in attachment #2. Please advise if there are additional testing/training requirements.

**Response:** The UPS Manufacturer shall provide training on the O&M of the new UPS System to ECSD personnel after successful startup and load bank testing. Provide a minimum of 2 hours of on-site training to be scheduled with ECSD personnel. The training session can be scheduled to occur on the same day as start-up provided ECSD personnel are contacted in advance and approve of the date and time for training.

17. 4.3.B. Automated Site Monitoring is included under our Predict Pulse Service as detailed in attachment #4. This adder is included in the base price for the 1st year. Is this acceptable?

**Response:** No, you can add this option to the price proposal as an "adder". Please make sure it is clearly marked as an adder/option.

18. 4.3.B. Spare parts are available on request but are not necessary as the unit is under coverage for both parts and labor for 2 years per 1.6.1. Spare parts can be purchased when the original 2 year warranty expires. Is this acceptable?

**Response:** No, spare parts should be negotiated for purchase at the time of need, if necessary, when the initial three (3) warranty has expired.

19. In section VIII – Questionnaire & response – B (4) states a 3-year warranty is required however in specification section 16460 – 1.6.1 the required warranty is 2 years. The Eaton UPS comes with a 2-year parts and labor warranty. Is this acceptable?

**Response:** We would like to see a three (3) year warranty as specified in Section VIII.B.4. of the RFP. In addition to the three (3) year warranty, we would also like to see an extended warranty adder/option to begin after the initial warranty period.

## **Vendor 4:**

1. How are the units tied together?

**Response:** The Units are tied together in a parallel fashion from two (2) banks of batteries.

2. Lifespan of the batteries?

**Response:** UPS Battery Systems 480VDC - C/O 240 Cells Model DDm50-17 Enersys Mfgr. Nominal 8 Hour capacity of 400 AH at 77Degrees UL94 V-O/L F/R 100% Capacity out of the box and UBC Zone 4 Racing - All connections are Tin-Plated Copper - 20 Year Warranty.

3. Are they DDM batteries?

**Response:** Yes, description provided in the above question.

4. What is the warranty on your batteries?

**Response:** Our current batteries were purchased in 2014 and have a twenty (20) Year Warranty - three (3) Year full warranty and seventeen (17) year prorated warranty.

5. Are the dimensions listed in the RFP for a single unit or both units?

**Response:** The dimensions listed in the RFP is for the entire unit.

6. Have we checked the load currently being used?

**Response:** Yes.

7. Will it mess us up if we go from 31.6 to 42 inches deep?

**Response:** The 42 inch deep UPS is acceptable provided code required clearances and working spaces are met as discussed on-site and provided the new UPS system is supported structurally as required per the manufacturer's specifications and recommendations.

8. Is there another mechanism between the DDM batteries and the current disconnect?

**Response:** No, it was determined during the second site visit that there is no secondary mechanism between the batteries and the UPS system.

9. Is there an exterior door to this room? (UPS Room)

**Response:** Yes, the exterior door is on the West side of the building in the employee parking lot. The doors are large double doors with a removable bar in the center.

10. Are we wanting to standardize with an ECO mode system? (Energy saver system/Not usually standard and not recommended based on our current load)

**Response:** Provide a separate price (adder) for the ECO mode system.

11. Are we interested in Life Services? Alert system for the UPS, one way communication from the UPS System to Eaton in addition to the simple network management protocol (SNMP).

**Response:** Yes, you can add this option to the price proposal as an “adder”. Please make sure it is clearly marked as an adder/option.

## Evaluation Team:

1. Can I be present as well with him and answer questions?

**Response:** Yes, all evaluation team members are invited to participate in all meetings with the potential bidders.

2. Do we know of any drawings for the UPS Battery replacement?

**Response:** Anya, Brian, Ron, and myself have all looked for previous drawings of the UPS system and the batteries. No drawings have been found for the UPS system or the batteries.

3. The system says 540 volts, is this correct?

**Response:** Yes, upon further investigation we found that batteries are a combined 540 DC Volts. This was confirmed on the current UPS panel and by using a voltage meter.

4. Does the battery bank meet all code requirements?

**Response:** Existing battery bank is to remain as is and there are no modifications to the existing battery bank itself in the SOW for this project.

5. Is there fire suppression in the room with the battery bank?

**Response:** There is currently no fire suppression in the battery bank room that we are aware of.

6. Award date?

**Response:** December 17, 2020 is the anticipated award date due to this project needing to be approved by the School Board. We would like to have the install date in March during the student’s Spring Break. We do have the possibility, pending approval, to issue a Letter of Intent, if deemed necessary, to assist with initial steps for the project.

7. How soon can we get a letter of intent?

**Response:** Upon a successful conclusion of the evaluation, awardee needs will be discussed to determine appropriate steps.

8. Is the one (1) week period sufficient time for installation?

**Vendor Response**



9. Is it possible to have batteries in the UPS and a secondary battery bank?

**Vendor Response**

10. Deadline for questions and answers?

**Response:** Deadline for questions is now listed in Amendment 2, Wednesday, October 14, 2020 @ 5:00 pm CST. The deadline for answers to submitted questions is Monday, October 19, 2020 @ 5:00 pm CST and will be posted on or before this date and time on our webpage, [Current Bid Activity page](#).

11. How do vendors add options for the proposal?

**Response:** Additional adders/options presented to us can be listed in your price proposal. Ensure it is clearly marked as an option to purchase.