



To: Nampa School District Board of Trustees  
From: Peter Jurhs, Information Services Director  
Scott Jacobsen, Budget/Purchasing Supervisor  
Date: January 8, 2018  
Re: UPS Proposal Award Recommendation

On November 27, 2018 District Information Services accepted proposals for the supply of Uninterruptible Power Supply units with associated installation hardware, plus an option for professional installation.

We received proposals from nine respondents and evaluated each proposal against the specifications provided. Three proposals were set aside from consideration as the each of them failed to offer the necessary minimum number of units; each of these also suffered from other defects (the evaluation grid includes notes regarding these three set-asides).

Following the acceptance of proposals, Information Services determined that the UPS units would preferably be networkable, requiring the addition of a “card” to each unit to accommodate such functionality. Respondents offering the six proposals retained for evaluation were contacted and asked to provide pricing for those networking cards, and the costs of those cards added to the proposal cost for the purposes of final evaluation. Because networkability of the UPS units is the desired solution, no evaluation for award was done using the non-networked solution proposal costs, though these totals are included in the evaluation summary grid.

From the five offered solutions deemed to fit District needs, a lowest-cost proposal for each of two categories was identified:

|  |                         |              |
|--|-------------------------|--------------|
| Equipment + Hardware, Networked, No Installation | Ednetics, Inc.          | \$260,343.60 |
| Equipment + Hardware, Networked, Installed       | SHE International Corp. | \$291,194.54 |

The cost difference between these two category lowest-cost offers effectively identifies the added installation cost for the project, approximately \$31,000. Information Services can perform the installation, including necessary training and oversight, at a lower cost than this potential additional contracted cost.

We seek to award the purchase and installation agreement to Ednetics, Inc., including the UPS equipment, installation hardware, and added network cards for the proposed amount \$260,343.60. The proportion of the full amount actually paid by the District will be determined by the actual E-Rate coverage available to the District, at the building level.

A copy of the evaluation grid is included with this memorandum for your review. Please contact us if you wish to review additional materials related to the request for proposals or the evaluation process.

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**November 2018--Information Services Uninterruptible Power Source RFP Evaluation**

| Specification<br>↓   | Respondent →  | Coeur d'com      | CompuNet Inc.    | Coast to Coast<br>Computer Pdcts | Ednetics Inc.    | Electronaca Inc. | Micro K12        | NetDiverse       | SHI International<br>Corp | Tek-Hut |
|--|---------------|------------------|------------------|----------------------------------|------------------|------------------|------------------|------------------|---------------------------|---------|
|  | UPS Brand →   | Liebert          | CyberPower       | CyberPower                       | APC              | APC              | TrippLite        | CyberPower       | TrippLite                 | APC     |
| USAC Approved  | X             | X                | X                | X                                | X                | X                | X                | X                | X                         | X       |
| SPIN number  | Provide       | 143020349        | 143049281        | 143008534                        | 143035753        | 143007476        | 143036067        | 143012572        | 143025617                 |         |
| Proposal included adequate number of UPS & auxiliary battery devices | X             | No               | No               | X                                | No               | X                | X                | X                | X                         |         |
| Proposal included requested/required installation hardware           | X             | X                | No               | X                                | X                | X                | No               | X                | No                        |         |
| Proposal includes shipping & other added transfer costs              | X             | X                | X                | X                                | X                | X                | X                | X                | X                         |         |
| No taxes/exempt add on costs   | X             | X                | X                | X                                | X                | X                | X                | X                | X                         |         |
| Proposal included optional installation costs                        | X             | No               | No               | X                                | X                | No               | X                | X                | X                         |         |
| Pricing guaranteed one year  | Not indicated | No<br>12-1-2018  | No<br>8-31-2019  | X                                | Not indicated    | Not indicated    | Not indicated    | No<br>11-30-2018 | X                         |         |
| Bid signed   | X             | X                | X                | X                                | No               | X                | X                | X                | X                         |         |
| MDF power draw average ≥ 1400 watts                                  | X             | X                | X                | X                                | X                | X                | X                | X                | X                         |         |
| Type 1 IDF power draw average ≥ 800 watts                            | X             | X                | X                | X                                | X                | X                | X                | X                | X                         |         |
| Type 2 IDF power draw average ≥ 1400 watts                           | X             | X                | X                | X                                | X                | X                | X                | X                | X                         |         |
| Nominal run time ≥ 120 minutes                                       | X             | X                | X                | X                                | X                | X                | X                | X                | X                         |         |
| Nominal input 120V @ 20 watts  | X             | X                | X                | X                                | X                | X                | X                | X                | X                         |         |
| Nominal input 50/60 Hz +/- 3, auto sensing                           | X             | X                | X                | X                                | X                | X                | X                | X                | X                         |         |
| Battery life ≥ two years from date of purchase                       | Not indicated | Not indicated    | Not indicated    | 3 years                          | Not indicated    | Not indicated    | Not indicated    | Not indicated    | Not indicated             |         |
| Capacity surplus ≥ 10% of average power draw                         | X             | X                | X                | X                                | X                | X                | X                | X                | X                         |         |
| Expandable on a per unit basis                                       | X             | X                | X                | X                                | X                | X                | X                | X                | X                         |         |
| All equipment is new/never used                                      | X             | X                | X                | X                                | X                | X                | X                | X                | X                         |         |
| Equipment is networkable <sup>1</sup>                                | Yes           | Yes              | Yes              | Yes                              | Yes              | Yes              | Yes              | Yes              | Yes                       |         |
| Solution fits District needs?  | Yes           | No<br>See Note 2 | No<br>See Note 3 | Yes                              | No<br>See Note 4 | Yes              | No<br>See Note 5 | Yes              | Yes                       |         |

| Criteria<br>↓  | Respondent → | Coeur d'com         | CompuNet Inc. | Coast to Coast<br>Computer Pdcts | Ednetics Inc.       | Electronaca Inc. | Micro K12                    | NetDiverse          | SHI International<br>Corp | Tek-Hut             |
|--|--------------|---------------------|---------------|----------------------------------|---------------------|------------------|------------------------------|---------------------|---------------------------|---------------------|
|  | UPS Brand →  | Liebert             | CyberPower    | CyberPower                       | APC                 | APC              | TrippLite                    | CyberPower          | TrippLite                 | APC                 |
| Proposal equipment cost                                      |              | \$291,172.24        | See note 2    | See note 3                       | \$205,544.04        | See note 4       | \$238,086.00                 | \$219,303.00        | \$250,274.73              | \$316,350.00        |
| Added cost, installation hardware                            |              | \$0.00              |               |                                  | \$36,759.96         |                  | \$11,907.00                  | \$6,628.50          | \$0.00                    | \$48,285.00         |
| Optional installation services cost                          |              | \$527,621.04        |               |                                  | \$40,830.00         |                  | No quote                     | \$56,401.86         | \$20,294.51               | \$9,000.00          |
| <b>Equipment + Hardware<br/>No Installation</b>              |              | <b>\$291,172.24</b> |               |                                  | <b>\$242,304.00</b> |                  | <b>\$249,993.00</b>          | <b>\$225,931.50</b> | <b>\$250,274.73</b>       | <b>\$364,635.00</b> |
| <b>Equipment + Hardware<br/>Installed</b>                    |              | <b>\$818,793.28</b> |               |                                  | <b>\$283,134.00</b> |                  | No install quote<br>provided | <b>\$282,333.36</b> | <b>\$270,569.24</b>       | <b>\$373,635.00</b> |
| Optional cost add, Network cards                             |              | \$16,632.00         |               |                                  | \$18,039.60         |                  | \$19,800.00                  | \$13,352.40         | \$20,625.30               | \$22,860.00         |
| <b>Equipment + Hardware, Networkable<br/>No Installation</b> |              | <b>\$307,804.24</b> |               |                                  | <b>\$260,343.60</b> |                  | <b>\$269,793.00</b>          | <b>\$239,283.90</b> | <b>\$270,900.03</b>       | <b>\$387,495.00</b> |
| <b>Equipment + Hardware, Networkable<br/>Installed</b>       |              | <b>\$835,425.28</b> |               |                                  | <b>\$301,173.60</b> |                  | No install quote<br>provided | <b>\$295,685.76</b> | <b>\$291,194.54</b>       | <b>\$396,495.00</b> |

<sup>1</sup>Networking capability was not specified originally, but is a desirable feature.

<sup>2</sup>CompuNet proposal did not include adequate UPS quantities to satisfy request; proposal indicated expiration date contrary to specified one-year minimum price guarantee.

<sup>3</sup>Coast to Coast proposal did not include adequate UPS quantities to satisfy request; proposal indicated expiration date contrary to specified one-year minimum price guarantee.

<sup>4</sup>Electronaca bid was not signed. Proposal included wrong (insufficient) quantities; full cost not verifiable based on proposal provided.

<sup>5</sup>NetDiverse proposal installation solution does not fit with existing District hardware installation infrastructure.