



Englewood Schools  
Belong and Thrive

# Request for Proposal

Uninterruptible Power Supply (UPS) Replacement

## **Table of Contents**

1. Overview of the Englewood School District
2. Background of network
3. Services Requested
4. E-rate and General Requirements
5. Proposal Process
6. Estimated Building UPS Capacities
7. UPS Model
8. Exhibit A

Englewood School District Request for Uninterruptible Power  
Supplies (UPS) Proposal  
for E-rate Year 2020 (July 1, 2020 – June 30, 2021)

The Englewood School District operates a network refresh program that requires the replacement of aging Uninterruptible Power Supplies (UPS) deployed at each Englewood High School, Englewood Middle School, Englewood Leadership Academy and Colorado's Finest High School of Choice. This program needs to address basic equipment obsolescence, and to the extent possible, provide the network infrastructure to support new ways for collaborative education to share resources and provide the network infrastructure to support the latest standards for our district to share resources and provide online services. The Englewood School District Request for Uninterruptible Power Supplies (UPS) Proposal for E-rate Year 2020, requests bids for Uninterruptible Power Supplies (UPS). The Uninterruptible Power Supplies (UPS) needs to be replaced in E-rate Year 2020 which covers the period from July 1, 2020 through June 30, 2021. The Englewood School District Uninterruptible Power Supplies (UPS) replacement program's goal is to provide services to the district that will support Englewood School District's vision of collaborative education serving the needs over the next five years.

The Englewood School District provides wired and wireless services for student, faculty, and public access during district events. The need for a more reliable Uninterruptible Power Supplies (UPS) allowing greater visibility on operations is of crucial importance with the greater number of online tools and resources, including a 1:1 environment, and more internally managed computers connecting to a secure wired and wireless network.

## **1. Overview of the Englewood School District**

The Englewood School District operates and administers technologies, and related support services for education to the public students from K-12. The Englewood School District consists of 4 elementary schools, 1 middle school, 2 high schools and 1 Early Childhood Education.

The shared technologies and services administered and supported by Englewood School District include:

- 1:1 program with Chromebooks (2708) at our high school
- 3000 students and 300 faculty
- Management of 1000 devices for students and faculty.
- Management of 1247 tablets and iPads for students and faculty.
- Electronic collaboration system(s) including Google Apps for Education.
- Wide Area Network connecting 7 school buildings, and 2 non-instructional facilities. School buildings are connected to central administration at 10 Gbp Local Area Network linking a total of 29 closets between the 9 buildings and connecting a wide variety of devices to the Internet.

### 3. Services Requested

The purpose of this RFP is to secure Uninterruptible Power Supplies (UPS) to address the following;

- a. Replace older Uninterruptible Power Supplies (UPS) to support 1 hour or more off-grid time for wired & wireless devices.
- b. Implement solutions that enhance management capabilities and support future technologies and services;
- c. Anticipate life cycles of product and technologies that could have an impact on a program over the next 5 years.

Our major goals include:

a. Equipment (Standard Obsolescence)

The program should offer products that replace the older Uninterruptible Power Supplies (UPS). The new equipment must support the following standard features:

- Mounting brackets
- Capacity for closet to remain self-sustained for a period of time of at least 60 minutes.
- Minimum of 10% growth capacity on power usage maintaining the 60 minutes of load time.
- Ethernet Network Interface card (SNMP & email communication)
- Double conversion Uninterruptible Power Supplies (UPS) (Voltage and Frequency)
- Identify warranties, and if an option exists for extended warranties covering 3 years (Option 1) and 5 year (Option 2) terms.
- Equipment should be only new not refurbished or reconditioned.
- Software and firmware updates for 5 years bundled (if separate)

b. Centralized Management

The Englewood School District seeks additional tools and technologies to better support the Uninterruptible Power Supplies (UPS) purchased through this RFP process.

Centralized management of proposed Uninterruptible Power Supplies (UPS), including:

- Configuration management
- Auditing of power events
- Email notification on power related events
- Temperature readings and notifications

#### 4. E-rate and General Requirements

Englewood School District intends to apply for Category 2 E-rate funding for eligible Uninterruptible Power Supplies (UPS) and services. Bidders must meet the following terms and conditions and all E-rate requirements.

- a. Bidders must have an understanding of the E-rate modernization program, and E-rate Category 2 requirements specifically.
- b. The Bidder must have a valid Service Provider Identification Number (SPIN) and Federal Communications Commission Registration Number (FCCRN) and include this information in the bid. The Englewood School District will not consider any proposals without a valid SPIN.
- c. Bidders must indicate their current status with the FCC and whether they have previously violated any E-rate requirements or have been “red-lighted” and if so, explain why.
- d. Bidders must submit their proposed contract with the bid response and must certify understanding that all services and terms of the final contract will be negotiated.
- e. Bidders must make known the terms of agreements or those dependencies the bidder has with any third party that could potentially prevent them from providing the products and/or service levels being proposed.
- f. Contracts may be dependent on the Englewood School District’s ability to secure funding through the Federal Universal Service Fund (E-rate) program.
- g. The Bidder must agree to comply with all other requirements of the Federal Universal Service Fund (E-rate) program. Any program violations that are the fault of the Bidder, and not the Englewood School District, will be the responsibility of the Bidder to resolve and the Bidder agrees to be solely responsible for any costs related to such violations.
- h. The Englewood School District will consider partial bids and reserves the right to unbundle any or all proposals and award multiple contracts based on price, availability, and products when, in Englewood School District’s judgment, it best serves the district. The Englewood School District reserves the right to seek additional or fewer quantities than provided in this RFP.
- i. This RFP is made without any previous agreement with any other person, firm or corporation making a bid for the same purpose, and is in all respect fair and without collusion or fraud.
- j. The Englewood School District reserves the right to alter or cancel the Englewood School District Request for Uninterruptible Power Supplies (UPS) Proposal for E-rate Year 2020 at any time.
- k. The Englewood School District reserves the right to reject any and all proposals for any reason.
- l. Proposals submitted in response to this RFP shall become the property of Englewood School District. All proposals received shall remain confidential, with the exception of any information disclosed through the E-rate program, or when Englewood School District is legally required.

**5. Proposal Process**

a. Proposal Delivery

- a. RFPs should be submitted no later than 4:00 PM ET on March 20, 2020.
- b. In an effort to limit the impact on our natural resources, we ask that all RFPs be submitted via email to:

Marv Carmack  
Englewood School District  
Information Technology Coordinator  
[mailto:marvin\\_carmack@engschools.net](mailto:marvin_carmack@engschools.net)  
cc: [mailto:mary\\_hensley@engschools.net](mailto:mary_hensley@engschools.net)

- b. For questions or comments regarding this RFP process or the RFP documents, please submit your questions or comments in email. A walk thru can be obtained for more detailed information, walkthroughs may be scheduled up to and including March 17, 2020. Requests for walkthroughs past March 17th will be denied. A walkthrough will only be scheduled during normal business hours, 8:00 AM until 3:30 PM Monday through Friday. You may submit requests for information and/or clarification in writing until 4:00 pm Friday, March 17, 2020. If it becomes necessary for Englewood School District to revise any part of this RFP, or to provide clarification or additional information after the documents are released, Englewood School District will post addendums to the EPC Portal and the Englewood Schools Website <http://englewoodschoools.net/>. Please submit questions via email to:

Marv Carmack  
Englewood School District  
Information Technology Coordinator  
[mailto:marvin\\_carmack@engschools.net](mailto:marvin_carmack@engschools.net)  
cc: [mailto:mary\\_hensley@engschools.net](mailto:mary_hensley@engschools.net)

- c. This RFP is referenced by its Form 470 Application Number 200026472. This application number should be included in the subject line of all inquiries and RFP submissions.

d. **Proposal Preparation Instructions**

I. **Cover Letter** (maximum 1 page)

II. **Proposal Summary**

Please summarize your response and your company's qualifications. Additionally, you may use this section at your discretion to articulate why your company's products and services are uniquely suited for enterprise networking.

### III. Services Requested

Response to the goals outlined under section Services Requested. These include:

- Creation of a program to replace the Uninterruptible Power Supplies (UPS) for the Englewood School District. This program is currently estimated to replace the current Uninterruptible Power Supplies (UPS). The total number of Uninterruptible Power Supplies (UPS)s will be finalized at time of contract signing, as quantities and locations may change.
- Additional features and functionality of proposed products that enhance the delivery of existing or new services. (As Options)
- Monitoring tools and ongoing maintenance should also be included in responses.
- Documentation supporting the estimated life cycle of proposed products and product families, warranties and maintenance contracts, and any other information that would support an ongoing replacement program.
- This particular 470/RFP does NOT seek to replace the Uninterruptible Power Supplies (UPS) currently deployed, whereas the proposals should focus on the actual capacity needed for each closet, and their management.
- Vendor must remove and dispose of existing Uninterruptible Power Supplies (UPS) being replaced with new equipment.
- UPS assembly, staging, and applying migrated configurations (can be provided upon request)
- The plan for equipment must include new, not refurbished or remanufactured equipment
- Provide remote fine tuning
- Documentation supporting the estimated life cycle of proposed products and product families, warranties and maintenance contracts, and any other information that would support an ongoing replacement program.
- Installation and configuration of Uninterruptible Power Supplies (UPS) must be completed by the vendor and configured to Englewood School District standards.

### IV. Cost Proposal

Pricing tables must be included for services as proposed by the vendor. Additionally, the cost proposal should address the following points:

- Vendors should provide separate pricing schedules for each component you are responding to: Uninterruptible Power Supplies (UPS), software, Installation, etc. **It is the Englewood School District's expectation that proposed prices will be honored throughout the term of a negotiated agreement.**
- Vendors may choose to respond to partial or complete solutions. The Englewood School District welcomes cost-effective alternatives to products or designs which the vendor deems to be worthy of consideration. In cases where an alternative is being suggested, we request that you provide the rationale for the alternative.
- Please list all one-time charges and fees, such as for installation.

- Please list any corrective or preventive maintenance that needs to be done to the UPS during a period of 5 years including costs.
- Please describe your preferred pricing strategy for the products and services you would propose.
- For extended warranties lists covering 3 years (Option 1) and 5 year (Option 2) terms.
- Please identify if you are bidding on any other services from an Englewood School District 470 application for E-rate Year 2019, and if there is any impact on how you priced your response to this RFP.
- Please list any optional or supplementary products or services you are proposing and the benefit to the Englewood School District, and how they would be priced.
- Please indicate the assumptions you used to develop the pricing strategy, or any other part of your proposal.

**V. Requirements**

Response to each of the terms and conditions identified in the section *E-rate and General Requirements*

**VI. Client References**

The Englewood School District would like 3 references from the vendor. Please supply the following information for each reference:

- Name of company.
  - Number of employees.
  - Contact name and phone number.
  - Approximate number of locations.
  - Approximate number of computers.
  - Vendor products currently in use.

- e. **Basis of Award** - Awards will be granted to the most cost-effective solution(s) that best meet the goals of a developing network equipment replacement program. In keeping with the guidelines of E-rate, price will be the most heavily weighted factor, but not the sole factor in evaluating proposals. Other factors of consideration may include, but are not limited to service scalability, reliability, management capability, industry position, and flexibility of terms and arrangements. The customer does not guarantee any award of contract by submitting a RFP.
- f. The Englewood School District will not be liable in any way for any costs incurred by Vendors in the preparation of their proposals in response to this RFP nor for the presentation of their proposals and/or participation in any discussions or negotiations.
- g. Vendors must submit proposals that are complete, thorough and accurate. Brochures and other similar material may be included, but should be relevant to the RFP.



## 6. Estimated Building UPS Capacities

Building	Rooms total W	Rack Layout	Plugs	Total Watts @ Full power	Watts @ 60%	Runtime
TEC - 2149	5,180 W	Slot A	4	2,960 W	1,776 W	60 minutes
TEC - 2117	14,760 W	Slot A	7	5,980 W	3,588 W	60 minutes
		Slot B	10	8,780 W	6,708 W	60 minutes
TEC - 1305	1,480 W	Slot A	2	1,480 W	888 W	60 Minutes
TEC - 2007	5,920 W	A	4	2,960 W	1,776 W	60 minutes
		B	4	2,960 W	1,776 W	60 Minutes
TEC - 1209	2,220 W	A	3	2,220 W	1,332 W	60 Minutes
TEC - 2120	740 W	Network Cabinet	2	740 W	444 W	60 Minutes
CFHSC - 104	4,440 W	A	3	2,220 W	1,332 W	60 Minutes
		B	3	2,220 W	1,332 W	60 Minutes
CFHSC - MDF	6,740 W	A	7	3,940 W	2,364 W	

		B	7	<b>2,800 W</b>	<b>1,680 W</b>	
CFHSC - 118	<b>3,700 W</b>	A	6	<b>3,700 W</b>	<b>2,220 W</b>	60 Minutes
CFHSC - Gym	<b>800 W</b>	A	3	<b>800 W</b>	<b>480 W</b>	60 Minutes
CFHSC - Terrys Office	<b>800 W</b>	A	2	<b>800 W</b>	<b>480 W</b>	60 Minutes

## 7. UPS Models

UPS Models should be like, or equal to the models listed below

OL6KRTHD ( UPS ) + BP144VL2U01 ( Extended Battery) For MDF of Tec

OL5KRTHD ( UPS ) + BP144VL2U01 ( Extended Battery) For Mid-Range of power

OL3000RTXL2UHVN( UPS ) + BP72V60ART2U ( Extended Battery) for lower wattage

(See Exhibit A)

**Exhibit A: Breakdown of Equipment Needed:**

**We are seeking bids on like models, or equal to the following**

PDU <https://www.cyberpowersystems.com/product/pdu/basic/pdu15b12r/>

OL6K <https://www.cyberpowersystems.com/product/ups/hardware/ol6kstf/>

- **30AMP L6-30r conversion Need to power**

Step Down Transformer <https://www.cyberpowersystems.com/product/ups/hardware/ol6kstf/>

Battery Pack for 5k/6k <https://www.cyberpowersystems.com/product/ups/extended-battery-modules/bp144vl2u01/>

OL5k <https://www.cyberpowersystems.com/product/ups/smart-app-online/ol5krthd/>

- **30AMP L6-30r conversion Need to power**

OL3k <https://www.cyberpowersystems.com/product/ups/smart-app-online/ol3000rtxl2un/>

Battery Pack for 3k <https://www.cyberpowersystems.com/product/ups/extended-battery-modules/bp72v60art2u/>

**-30AMP L6-20r conversion Need to power**

OL1500 <https://www.cyberpowersystems.com/product/ups/smart-app-online/ol1500rtxl2u/>

EBM for 1500 <https://www.cyberpowersystems.com/product/ups/extended-battery-modules/bp36v60art2u/>

Quantities:

10 – OL6K

3 – OL5K

54 – EBM

8 – SDC

11 – PDU

4 – OL3K

5 – OL1500