



Hillsborough County Sheriff's Office
P.O. Box 3371
Tampa, FL 33601

Purchasing Section
Stephanie Douglas, Buyer
813-247-0024

TABULATION

RFP Number: 12-16 UPS and DC Power Systems Scheduled Maintenance and Services Initial Term: Three (3) Years Optional Renewals: Two (2) 2-year terms Opened: 6/30/2016 Awarded: 7/15/2016 Expires: 7/14/2019 1st Renewal expires: 2nd Renewal expires: SHADED AREA INDICATES AN AWARD		Communications International, Inc 7792 Professional Place Tampa, FL 33637 Joe loco PH: 813-887-1888 FX: 813-887-3884 Cell: 813-480-1475 jjoco@ask4ci.com	Diversified Power Solutions 1030 Arlington Ave N St. Petersburg, FL 33705 Nick Pusta PH: 727-823-6447 FX: 727-822-7207 Cell: 727-480-9518 nickpusta@diversifiedpower.com	Jantech Services, Inc. 11315 Challenger Ave Odessa, FL 33556 Jay Nizborski PH: 727-376-9399 FX: 727-376-9499 Cell: 813-917-0690 jay@jantechups.com	Critical Power USA 1539 Tilco Drive Ste. 120 Frederick, MD 21704 Christian Davis PH: 240-772-1701 FX: 240-772-1666 Cell: 301-418-1281 christian@criticalpowerusa.com
	U				
	O				
	M				
Description of Item(s)		1	2	3	4
C-1: Annual Alignment & Scheduled Maintenance					
<i>Site Name and Site Total</i>					
78th Street	EA	\$1,050.00	\$2,446.09	\$1,200.00	\$395.00
Bullfrog Creek	EA	\$1,050.00	\$1,714.63	\$1,050.00	\$395.00
Taylor Road	EA	\$1,050.00	\$1,714.63	\$1,050.00	\$395.00
Pinecrest	EA	\$1,050.00	\$1,714.63	\$1,200.00	\$395.00
Plant City	EA	\$1,050.00	\$1,714.63	\$1,050.00	\$395.00
Wimauma	EA	\$1,050.00	\$1,714.63	\$1,200.00	\$395.00
Himes Avenue	EA	\$1,050.00	\$1,714.63	\$1,050.00	\$395.00
EDOC	EA	\$1,050.00	\$1,714.63	\$1,200.00	\$395.00
EDOC (Backup Radio)	EA	\$795.00	\$669.47	\$600.00	\$140.00
D4 Headquarter	EA	\$1,050.00	\$1,714.63	\$1,050.00	\$395.00
Hurrah	EA	\$1,050.00	\$1,714.63	\$1,050.00	\$395.00
Tampa General Hospital	EA	\$1,050.00	\$1,714.63	\$1,050.00	\$395.00
Gunn Highway	EA	\$1,050.00	\$1,714.63	\$1,200.00	\$395.00
Fire Station 10	EA	\$1,050.00	\$1,714.63	\$1,050.00	\$395.00
Fire Station 20	EA	\$1,050.00	\$2,446.09	\$1,200.00	\$395.00
Cork Knight	EA	\$1,050.00	\$1,714.63	\$1,200.00	\$395.00
SOC	EA	\$1,050.00	\$2,446.09	\$1,200.00	\$395.00
SOC (Backup Radio)	EA	\$795.00	\$669.47	\$600.00	\$220.00
ORJ 18 KVA	EA	\$1,050.00	\$1,045.16	\$1,050.00	\$175.00
ORJ 1.5 KVA	EA	\$1,050.00	\$318.00	\$1,050.00	\$175.00
ORJ 1.0 KVA	EA	\$1,050.00	\$424.00	\$1,050.00	\$175.00
Video Downlink	EA	\$1,050.00	\$106.00	\$1,050.00	\$175.00
Radio Shop	EA	\$1,050.00	\$106.00	\$1,050.00	\$175.00
Spare	EA	\$1,050.00	\$212.00	\$1,050.00	\$175.00
Temple Terrace - Fire Station 1	EA	\$1,050.00	\$1,714.60	\$1,050.00	\$255.00
FRJ MCC - 1.5 KVA (Momentum Console Server)	EA	N/A	\$106.00	N/A	N/A
Total for All Sites (Part C-1)	YR	\$25,740.00	\$35,731.65	\$27,450.00	\$7,985.00
Notes/Additional Information		N/A	N/A	All annual P/M services to be performed M-F 8am-5pm excluding holidays	N/A
C-2: Professions Support Services					
System Technician	HR	\$150.00	\$105.00	See Response	\$95.00
Maintenance Technician	HR	\$150.00	\$105.00	N/A	\$95.00
Maintenance Bench Technician	HR	\$79.00	\$85.00	N/A	\$95.00
Power Engineer	HR	\$150.00	\$315.00	N/A	\$95.00
System Installer	HR	\$89.00	\$105.00	N/A	\$95.00
Emergency Service Rate	HR	\$150.00	\$210.00	N/A	\$125.00
Travel Time	HR	\$120.00	\$50.00	N/A	\$75.00
Expenses		N/A	Actual Costs	Actual Cost	Billed at cost, receipt provided
Lodging		N/A	Actual Costs	N/A	Billed at cost, receipt provided
Per Diem (per HCSO SOP 247)		N/A	HCSO SOP 247	N/A	\$35.00
Regular Service Hours		M-F 8:00 am - 5:00 pm	M-F 8:00 am - 5:00 pm	M-F 8:00 am - 5:00 pm	M-F 8:00 am - 5:00 pm



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		Joe loco	Nick Pusta	Jay Nizborski	Christian Davis
		PH: 813-887-1888	PH: 727-823-6447	PH: 727-376-9399	PH: 240-772-1701
		FX: 813-887-3884	FX: 727-822-7207	FX: 727-376-9499	FX: 240-772-1666
		Cell: 813-480-1475	Cell: 727-480-9518	Cell: 813-917-0690	Cell: 301-418-1281
		jloco@ask4ci.com	nickpusta@diversifiedpower.com	jay@jantechups.com	christian@criticalpowerusa.com
Description of Item(s)		1	2	3	4
Notes/Additional Information		After hours \$225.00 per hour and Holiday hours \$300.00 per hour (includes weekend of the holiday)	An additional \$50.00 per hour will be charged for Professional Services outside of regular service hours (see response)	See attached labor rate schedule for P/M contract customer rates (see response)	Mileage rate: \$0.55 per mile
C-3: Parts and Components					
Discount from List Price					
Toshiba - UPS Spare Parts Kits	%	N/A	10	N/A	N/A
Toshiba - UPS Batteries	%	N/A	10	N/A	N/A
Toshiba - UPS Cooling Fans	%	N/A	10	N/A	N/A
GNB - DC Batteries	%	N/A	10	N/A	N/A
C&D - Liberty Series Batteries	%	N/A	10	N/A	N/A
Newmar - Battery Chargers	%	N/A	10	N/A	N/A
Other Applicable - DC Batteries for 48 Volt Systems	%	N/A	10	N/A	N/A
DPS Buyers Guide - All necessary parts	%	N/A	10	N/A	N/A
Toshiba - UPS Components	%	N/A	N/A	N/A	25
G&B - UPS Battery	%	N/A	N/A	N/A	20
C&D - UPS Battery	%	N/A	N/A	N/A	20
Eltek/PCP - DC Plant Components	%	N/A	N/A	N/A	25
Deka - UPS Batteries	%	N/A	N/A	N/A	20
Markup above Cost					
Toshiba - Parts, Batteries	%	20	N/A	N/A	N/A
C&D Batteries - Battery (All Types)	%	20	N/A	N/A	N/A
GNB Batteries - Battery (All Types)	%	20	N/A	N/A	N/A
All other Batteries - Batteries (Various Types)	%	20	N/A	N/A	N/A
Eltek Corporation - DC Systems Modules	%	20	N/A	N/A	N/A
Newmar Power - DC Systems Modules	%	20	N/A	N/A	N/A
ELTEK - DC Power Systems	%	N/A	12.5	N/A	N/A
Various-DC Batteries for Power Systems when Manufacturer does not publish list price	%	N/A	12.5	N/A	N/A
Other Applicable - DC Power Systems to replace obsolete PCP systems	%	N/A	12.5	N/A	N/A
DPS Buyers Guide - All necessary parts	%	N/A	12.5	N/A	N/A
Toshiba - Circuit Boards	%	N/A	N/A	15	N/A
Misc - Electronic Components	%	N/A	N/A	15	N/A
Misc - Batteries	%	N/A	N/A	15	N/A
Toshiba - UPS Components	%	N/A	N/A	N/A	10
G&B - UPS Battery	%	N/A	N/A	N/A	10
C&D - UPS Battery	%	N/A	N/A	N/A	10
Eltek/PCP - DC Plant Components	%	N/A	N/A	N/A	10
Deka - UPS Batteries	%	N/A	N/A	N/A	10
C-4: Replacement or Additional Equipment					
Discount from List Price					
Toshiba International-UPS, Single and/or Three Phase	%	N/A	10	N/A	N/A
Toshiba International-UPS External Battery Cabinets	%	N/A	10	N/A	N/A
ONEAC - UPS, Single and/or Three Phase	%	N/A	10	N/A	N/A
ONEAC - UPS External Battery Cabinets	%	N/A	10	N/A	N/A



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Description of Item(s)		1	2	3	4
ONEAC - Power Conditioners	%	N/A	10	N/A	N/A
DPS Buyers Guide - All necessary parts	%	N/A	10	N/A	N/A
Toshiba - UPS Systems	%	N/A	N/A	15	N/A
Mitsubishi - UPS Systems	%	N/A	N/A	15	N/A
Alpha - DC Plant Components	%	N/A	N/A	N/A	25
Emerson - DC Plant Components	%	N/A	N/A	N/A	25
Toshiba - UPS Components	%	N/A	N/A	N/A	25
G&B - UPS Battery	%	N/A	N/A	N/A	20
C&D - UPS Battery	%	N/A	N/A	N/A	20
Eltek/PCP - DC Plant Components	%	N/A	N/A	N/A	25
Deka - UPS Batteries	%	N/A	N/A	N/A	20
Markup above Cost					
Toshiba - UPS	%	20	N/A	N/A	N/A
Toshiba Battery Cabinets - Battery Cabinet	%	20	N/A	N/A	N/A
Eltek/PCP Rectifiers - DC Rectifiers	%	20	N/A	N/A	N/A
Newmar Power - DC Systems	%	20	N/A	N/A	N/A
Mitsubishi - UPS and Battery Cabinets	%	20	N/A	N/A	N/A
Power Var/OneAC - UPS and Battery Cabinets	%	20	N/A	N/A	N/A
ELTEK Energy-DC Power Systems, Rectifiers and /or Replacement Parts	%	N/A	12.5	N/A	N/A
Various-DC Batteries for Power Systems when	%	N/A	12.5	N/A	N/A
Other Applicable - DC Power Systems to replace	%	N/A	12.5	N/A	N/A
DPS Buyers Guide - All necessary parts	%	N/A	12.5	N/A	N/A
Toshiba - UPS Systems	%	N/A	N/A	15	N/A
Mitsubishi - UPS Systems	%	N/A	N/A	15	N/A
Alpha - DC Plant Components	%	N/A	N/A	N/A	10
Emerson - DC Plant Components	%	N/A	N/A	N/A	10
Toshiba - UPS Components	%	N/A	N/A	N/A	10
Eltek/PCP - DC Plant Components	%	N/A	N/A	N/A	10
C-5: Other Services, Options, Accessories					
Discount from List Price					
Toshiba-Software Accessories (Remote Eye II) WEB SNMP Adapter	%	N/A	10	N/A	N/A
Toshiba-Environmental Monitor for the Remote Eye II Adapter (above)	%	N/A	10	N/A	N/A
ONEAC-Software Accessories (Mop UPS, Megaget UPS)	%	N/A	10	N/A	N/A
Diversified Power-Surge Suppression Modules for Single, Three phase UPS and Building Entry	%	N/A	10	N/A	N/A
Diversified Power-HVAC Building Controls, Engineering and Hardware	%	N/A	10	N/A	N/A
Diversified Power-Power Consumption/TVSS Analysis of individual sites and TVSS Hardware & Installation	%	N/A	10	N/A	N/A
Diversified Power-UPS StartUp on site (NEW) Fixed cost for large UPS systems		N/A	\$1950.00 Fixed cost for large UPS systems	N/A	N/A
CSSI-Rotary, Wrap-Around UPS Bypass Panels, Single and Three Phase	%	N/A	10	N/A	N/A



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TABULATION

RFP Number: 12-16		Communications International, Inc	Diversified Power Solutions	Jantech Services, Inc.	Critical Power USA
UPS and DC Power Systems		7792 Professional Place	1030 Arlington Ave N	11315 Challenger Ave	1539 Tilco Drive Ste. 120
Scheduled Maintenance and Services		Tampa, FL 33637	St. Petersburg, FL 33705	Odessa, FL 33556	Frederick, MD 21704
Initial Term: Three (3) Years					
Optional Renewals: Two (2) 2-year terms					
Opened: 6/30/2016					
Awarded: 7/15/2016					
Expires: 7/14/2019					
1st Renewal expires:					
2nd Renewal expires:					
SHADED AREA INDICATES AN AWARD					
Description of Item(s)		1	2	3	4
DPS Buyers Guide - All necessary parts		N/A	10	N/A	N/A
Toshiba - UPS Components	%	N/A	N/A	N/A	25
G&B - UPS Battery	%	N/A	N/A	N/A	20
C&D - UPS Battery	%	N/A	N/A	N/A	20
Eltek/PCP - DC Plant Components	%	N/A	N/A	N/A	25
Deka - UPS Batteries	%	N/A	N/A	N/A	20
Markup above Cost					
Toshiba - RemotEye (All Models)	%	20	N/A	N/A	N/A
Toshiba - Environmental Monitor	%	20	N/A	N/A	N/A
Toshiba - Remote Radar	%	20	N/A	N/A	N/A
Toshiba - External MBS (All Types)	%	20	N/A	N/A	N/A
C&C Power - External MBS (All Types)	%	20	N/A	N/A	N/A
Toshiba (All Types) - Spare Parts Kits	%	20	N/A	N/A	N/A
ELTEK-DC Power Supply Spare	%	N/A	12.5	N/A	N/A
ONEAC-DC Power System	%	N/A	12.5	N/A	N/A
ONEAC-DC Power Supply Parts	%	N/A	12.5	N/A	N/A
Other Manufacturer-DC Power Systems & Parts	%	N/A	12.5	N/A	N/A
DPS Buyers Guide - All necessary parts	%	N/A	12.5	N/A	N/A
Electrical - Electrical Install of new UPS Systems	%	N/A	N/A	15	N/A
Alpha - DC Plant Components	%	N/A	N/A	N/A	10
Emerson - DC Plant Components	%	N/A	N/A	N/A	10
Toshiba - UPS Components	%	N/A	N/A	N/A	10
Eltek/PCP - DC Plant Components	%	N/A	N/A	N/A	10
Notes/Additional Information		TVSS & installation, ground testing & grounding, generator compatibility, thermal evaluation of Critical Operation Power Systems	N/A	N/A	N/A
Exceptions		No	No	No	Yes, See Response