

# CITY OF HIGH POINT

## AGENDA ITEM



<b>TITLE:</b> Consideration of a Contract with Graybar, Inc.	
<b>FROM:</b> Adam Ward, IT Services Director	<b>MEETING DATE:</b> September 16, 2024
<b>PUBLIC HEARING:</b> No	<b>ADVERTISED DATE/BY:</b>
<b>ATTACHMENTS:</b> Graybar, Inc. Quote Council Recommendation Form	

**PURPOSE:** Purchasing replacement UPS (Battery Backup) unit for Primary Radio Tower Site.

**BACKGROUND:** The IT Services Department recommends the City purchase a replacement UPS unit for the Primary Radio Tower Site. The current UPS unit has reached end of life. The contract includes a 60 kVA UPS unit, required electrical materials, and installation services. The total purchase amount is \$135,764.71. The purchase will occur under the OMNIA US Communities contract.

**BUDGET IMPACT:** Funds are available in the FY 2024-25 budget.

**RECOMMENDATION /ACTION REQUESTED:** The Department of IT Services recommends that the vendor Graybar, Inc. be awarded the contract. We further recommend that City Council approve the contract and that the appropriate City official and/or employee be authorized to execute all necessary documents.





2755 PETERS CREEK PARKWAY  
 WINSTON-SALEM NC 27127-4728  
 Phone: 336-480-3114  
 Fax: 336-723-5678

To: CITY OF HIGH POINT/COMM  
 FINANCE DEPT  
 HIGH POINT NC 27261  
 Attn: Adam Ward  
 Phone: 000-883-3495  
 Fax:  
 Email: zachary.allen@graybar.com

Date: 08/28/2024  
**Proj Name: CITY OF HP RADIO TOWER UPS**  
**GB Quote #: 0246905779**  
 Release Nbr:  
 Purchase Order Nbr:  
 Additional Ref#  
 Valid From: 08/28/2024  
 Valid To: 09/27/2024  
 Contact: Zach Allen  
 Email: Zachary.Allen@graybar.com

### Proposal

We Appreciate Your Request and Take Pleasure in Responding As Follows

**Notes: "BID UNDER OMNIA US COMMUNITIES CONTRACT # EV2370 GUIDELINES"**

**10-11 week lead time ARO**

Item	Item/Type	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100		1 EA	J G BLACKMON		<b>UPS SYSTEM &amp; MATERIALS</b>	\$110,941.18	1	\$110,941.18

\*\*\*Item Note:\*\*\*  
 One (1) 60kVA Nameplate Liebert EXM UPS with the following features:  
 # System Input Voltage of 480V, 60Hz, 3 Phase, 3 wire plus ground  
 # System Output Voltage of 208/120V, 3 Phase, 4 wire plus ground  
 # Fixed Capacity 60kVA/60kW UPS System  
 # Single Input Configuration  
 # One (1) IntelliSlot Unity Dual Protocol Card; P/N: IS-UNITY-DP; Monitoring and configuration of Vertiv products and environmental sensors through stand-alone Web UI or integration with Trellis#, Liebert Nform, LIFE# Services. Supports third-party management systems using SNMP, Modbus or BACnet.  
 # Transformer-Free Architecture - Efficiency up to 95% in double conversion mode  
 # Load Power Factor Support - Supports loads 0.5 lagging to unity without derating  
 # Energy Optimization Mode (Eco-Mode)  
 # 65kAIC Rating - Provides interrupting rating and labeling of 65kA  
 # Active Power Factor Corrected IGBT Input Converter  
 # PWM transistorized (IGBT) inverter  
 # Continuous Duty Static Bypass Switch  
 # Input Contacts - Dry contacts are available for functions including monitoring external breakers, on-generator signal, and other functions  
 # Output Contacts - Dry contacts are available for functions including a permissive signal to maintenance bypass SKRU, to trip external breakers, and other functions  
 # Generator Load Control - Suppresses battery charging reducing power demand by an external signal. Shifts unit from Eco Mode to double conversion (if applicable), and synchronizes the inverter output with the bypass  
 # Automatic retransfer - Provides return to inverter power after an overload  
 # DSP based controls - Provides digital control of power conversion and system operation  
 # Backlit LCD display - Monitors power conversion, UPS operation and utility conditions. Deviations are logged for troubleshooting  
 # Temperature-Compensated Charging/Battery Load Test

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To learn more about Graybar, visit our website at [www.graybar.com](http://www.graybar.com) 24-Hour Emergency Phone#: 1-800-GRAYBAR

This Graybar quote is based on the terms of sale in the EV2370 Master Agreement which can be found by clicking the link found at [https://www.omniapartners.com/hubfs/PUBLIC%20SECTOR/Supplier%20Information/Graybar/EV2370\\_Graybar\\_MAD\\_2017\\_12\\_20.pdf](https://www.omniapartners.com/hubfs/PUBLIC%20SECTOR/Supplier%20Information/Graybar/EV2370_Graybar_MAD_2017_12_20.pdf)

To: CITY OF HIGH POINT/COMM  
FINANCE DEPT  
HIGH POINT NC 27261  
Attn: Adam Ward

Date: 08/28/2024  
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GB Quote #: 0246905779

## Proposal

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- # Top-and-bottom-entry cable access
- # Front only service access
- # Local Emergency Power Off (EPO)
- # IP 20 enclosure
- # Casters and leveling feet
- # UL and cUL Listed to UL Standard 1778 5th Edition
- # One-year factory warranty
- # 24in Front Access Frame Design

- The solution includes One (1) Liebert EXM Battery Cabinet System with the following features:
- # Approximately 60 minutes runtime @ existing load & 9 minutes runtime @ full load
  - # 1 x External Cabinet of ENERSYS HX330-FR Batteries
  - # Four-year battery warranty
  - # Cabinet Mounted Left Attached to Module with connecting cables factory supplied
  - # 24in Front Access Frame Design

- The solution includes One (1) Maintenance Bypass Cabinet with the following features:
- # 3 Switching Devices (BIB, MBB, MIB)
  - # Key Interlock (SKRU)
  - # 480/208V Input Transformer included
  - # Cabinet Mounted Right Attached to Module with connecting cables factory supplied
  - # 24in Front Access Frame Design

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200	1 EA	J G BLACKMON INSTALLATION & STARTUP LABOR	\$24,823.53	1	\$24,823.53
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\*\*\*Item Note:\*\*\*

### Scope of Work

- # Install one (1) new UPS system as specified below
- # Install one (1) 480V, 125A connection from the existing disconnect to the new UPS system
- # Install one (1) 208V, 225A connection from the new UPS system to the existing panel
- # Existing conduit and wiring made available during the demo will be reused to feed the new UPS system and existing sub-panels
- # Demo old UPS system and wiring the day of the shutdown
- # Old UPS to be relocated to the corner of the server room for disposal by owner
- # Install one (1) 100A breaker in the existing MDP panel to feed a temporary UPS
- # Install one (1) 100A breaker in the existing sub-panel to back-feed the rack during the UPS change out
- # Provide rental cables from the existing MDP to the temporary UPS and from the temporary UPS to the existing sub-panel

### Factory Services:

- # Standard Factory Testing with Certified Test Report

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**Startup Services:**  
# UPS Startup Services 7x24  
# Basic operator training provided during startup

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**Total in USD (Tax not included): \$135,764.71**

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Signed: \_\_\_\_\_

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**FORMAL BID RECOMMENDATION  
REQUEST FOR COUNCIL APPROVAL**

DEPARTMENT:

COUNCIL AGENDA DATE:

BID NO.:  CONTRACT NO.:  DATE OPENED:

DESCRIPTION:

PURPOSE:

COMMENTS:

RECOMMEND AWARD TO:  AMOUNT:

JUSTIFICATION:

ACCOUNTING UNIT	ACCOUNT	ACTIVITY	CATEGORY	BUDGETED AMOUNT
501243	527206			\$135,764.71
TOTAL BUDGETED AMOUNT				\$135,764.71

DEPARTMENT HEAD:  Digitally signed by Adam Ward Date: 2024.08.26 19:58:57 -04'00' DATE:

The Purchasing Division concurs with recommendation submitted by the  and recommends award to the lowest responsible, responsive bidder  in the amount of \$ .

PURCHASING MANAGER:  Digitally signed by Candy E. Harmon Date: 2024.08.30 10:57:28 -04'00' DATE:

Approved for Submission to Council  
FINANCIAL SERVICES DIRECTOR:  Digitally signed by Bobby Fitzjohn Date: 2024.08.30 11:01:05 -04'00' DATE:

CITY MANAGER:  DATE: