



Keep IT Simple

Keeping IT simple since 1988!

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Quote #	12888 v8
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Sales Contact	Matt Eickmann

Prepared for City of Fresno
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ACCEPT QUOTE

03-18-2025 Eaton 90kW Lithium

Fees

Category	Item	Qty	Price	Total
Hardware	Eaton 93PM 208v 90kW INDGW w/EMP 3 breaker MBS	2	\$63,599.74	\$127,199.48
UPS Batteries	Eaton 93PM Lithium Ion Battery Cabinet 486vDC	2	\$49,309.05	\$98,618.10
Hardware	Eaton Seismic Kit Samsung 128S	2	\$1,119.45	\$2,238.90
Hardware	Eaton IDC kW Rating: 120kW, Top Distribution: 225A Top Panel Board Bottom Distribution: 225A Bottom	2	\$13,726.58	\$27,453.16
Warranty	Eaton 93PM Certified Test Data	2	\$200.22	\$400.44†
Hardware	Eaton PREDIUCT PULSE WIRELESS MONITORING	2	\$0.00	\$0.00
Services	Eaton Powerware On-site Flex Service Plan - Extended Service Eaton Powerware On-site Flex Service Plan - Extended Service - Service - 24 x 7 - On-site - Maintenance - Parts & Labor - Physical Extends support to 5 (five) years for the batteries in this Bill of Materials.	8	\$5,044.44	\$40,355.52†
Service	7x24 Major UPS PM, 2 PM per Year 90kW Lithium	4	\$5,342.55	\$21,370.20†
Warranty	Eaton Battery Cabinet Warranty - Lithium Eaton Battery Cabinet - Lithium (Li) <ul style="list-style-type: none">• Ready to connect solution! Offers quick and easy installation with the UPS• Contributes lesser towards pollution, making it more environment-friendly than other batteries	4	\$998.27	\$3,993.08†
Mounting Kits	Eaton Floor Mount for UPS Seismic kit, 93PM 50/100/150 kW Frame UPS 90kW Lithium	2	\$1,004.84	\$2,009.68
Mounting hardware	Eaton Sidecar Floor Mount Brackets	2	\$683.00	\$1,366.00
Hardware	Eaton 60-120kW 93PM Right sidecar bypass seismic 18 inch stand UPS 1&2	2	\$2,787.96	\$5,575.92
Hardware	Eaton IAC-D 208V seismic rated stand 18 inch UPS 1&2	2	\$2,226.05	\$4,452.10
Hardware	Gen 3 Samsung Lithium Cabinet 18 inch stand UPS Battery Cabinet	2	\$2,617.59	\$5,235.18

Power Cords	Eaton Power Cord for Select Eaton Universal PDUs - 8600VA 208/120V WYE 3-Phase, L21-30P Input, 30A Eaton Power Cord for Select Eaton Universal PDUs - 8600VA 208/120V WYE 3-Phase, L21-30P Input, 30A, 10 ft. (3.05 m) - For PDU - 230 V AC30 A - Black - 10.01 ft Cord Length - North America	36	\$181.85	\$6,546.60
PDUs	Eaton Universal-Input Managed PDU G4, 208V and 415/240V, 42 Outlets, Input Cable Sold Separately Eaton Universal-Input Managed PDU G4, 208V and 415/240V, 42 Outlets, Input Cable Sold Separately, 72-Inch 0U Vertical - Managed - Universal Input - 24 x IEC 60320 C13, 18 x IEC 60320 C39 - 230 V AC, 415 V AC - Circuit Breaker - Network (RJ-45) - 0U - Vertical/Toolless - Rack-mountable, Button Mount - Vertical	36	\$2,143.51	\$77,166.36
Environmental Monitoring Systems	Eaton Environmental Monitoring Probe (EMP) Gen 2 for Temperature and Humidity Conditions Eaton Environmental Monitoring Probe (EMP) Gen 2 for Temperature and Humidity Conditions - 1.5" Width x 1.2" Height x 2.3" Length - 1 - Translucent	10	\$221.33	\$2,213.30
Software Licensing	Eaton Brightlayer Distributed IT Performance Management Advanced Device License - Perpetual License Eaton Brightlayer Distributed IT Performance Management Advanced Device License - Perpetual License <ul style="list-style-type: none"> • Real-time reports/trend charts and dashboards • Alerts for critical issues • UPS/PDU performance and lifecycle management • Bulk remote firmware updates and configuration changes • Device response and/or shutdown during critical power events or environmental stress conditions • Warnings and notifications to help prevent equipment failures • Support for physical and virtual assets from VMware/Nutanix and Microsoft HyperV • Tools to speed installation 	65	\$79.32	\$5,155.80[†]
Services	Eaton Technical Support for Distributed IT Performance Mgmt (DITPM) Software Advanced, 1 Year Eaton Technical Support for Distributed IT Performance Management (DITPM) Software Advanced, 1 Year - Technical <ul style="list-style-type: none"> • Annual support for DITPM Advanced, which allows you to monitor, alert, control, and report on rack-mounted UPS and PDUs. 	65	\$15.86	\$1,030.90[†]
Services	Eaton Brightlayer Software Implementation Service - 1 Hour - Service Eaton Brightlayer Software Implementation Service - 1 Hour - Service - Technical <ul style="list-style-type: none"> • Eaton Brightlayer Software Implementation Service for Distributed IT Performance Management (DITPM) or Data Center Performance Management (DCPM) Software 1 Hour • One hour of software implementation service from Eaton for its DITPM or DCPM software/both of which are part of the Brightlayer Data Centers suite. 	16	\$198.27	\$3,172.32[†]

Professional
Services

UPS Installation 90KW only (Criterion Critical Systems, Inc.)

1

\$80,995.00

\$80,995.00†

Scope of Work:

1. Receive, inspect, and Move new UPS equipment into the UPS room.
2. Provide and install a temporary generator.
3. Connect temporary generator to the input of one of the UPSs (Redundant load will be down for approximately 8 hours).
4. While the single UPS is on the temporary generator, replace the Main and two UPS breakers with 100% rated breakers. (Panel LD1C would need to be down for approximately 5 hours)
5. Perform cutover of single UPS during regular business hours by performing the following: (Redundant load will need to be down for approximately 36 hours)
 - a. Shut down old UPS system.
 - b. Demo old UPS, battery cabinet, and maintenance bypass panel.
 1. Equipment will be removed from the site and disposed of in an approved manor.
 - c. Install raised floor stands for the new UPS equipment where the old UPS was located.
 - d. Set UPS equipment onto new floor stands.
 - e. Re-wire existing input feeders into new maintenance bypass panel.
 1. If conductors will not reach, irreversible compression splices will be utilized within the MBP.
 - f. Re-wire existing branch circuits into new distribution panel.
 1. If conductors will not reach, irreversible compression splices will be utilized within the distribution panel.
 - g. Provide electricians assistance for factory startup of new UPS equipment.
 - h. Repeat UPS Replacement steps for second UPS once the customer has confirmed they are back up and running on the first new UPS.

Exclusions & Clarifications

1. Engineering and permits have been excluded.
2. Load Bank testing of the new UPS has been excluded.
3. All labor to be non-union paid at prevailing wages performed during regular business hours unless otherwise stated.
4. All applicable taxes have been included in the quoted price.

Professional Services	Electrical Drawings (Criterion Critical Systems, Inc.) - Optional	0	\$31,007.00	\$0.00[†]
	1. Create Electrical drawings			
	a. Drawings will include the following:			
	i. Single line.			
	ii. Panel Schedules.			
	iii. Electrical Room Layout.			
	iv. Data Center Room floorplan.			
	b. Drawings will not include the following			
	i. Lighting and power outside of the UPS distribution systems.			
	ii. Floorplan of anything outside the data center and electrical room.			
	Exclusions & Clarifications			
	1. Engineering and permits have been excluded.			
	2. Load Bank testing of the new UPS has been excluded.			
	3. All labor to be non-union paid at prevailing wages performed during regular business hours unless otherwise stated.			
	4. All applicable taxes have been included in the quoted price.			

[†] Non-taxable item

Please contact us if you have any questions.

Comments

CMAS #: 3-18-70-2443Q

One-Time Subtotal	\$516,548.04
Estimated Freight	\$3,275.00
Sales Tax (8.35%)	\$30,066.24
Total	\$549,889.28 USD

ACCEPT QUOTE

Cost Breakdown

Category	Fees
Hardware	\$166,919.56
UPS Batteries	\$98,618.10
Warranty	\$4,393.52
Services	\$44,558.74
Service	\$21,370.20
Mounting Kits	\$2,009.68
Mounting hardware	\$1,366.00
Hardware	\$5,235.18
Power Cords	\$6,546.60
PDU's	\$77,166.36
Environmental Monitoring Systems	\$2,213.30
Software Licensing	\$5,155.80
Professional Services	\$80,995.00
Estimated Freight	\$3,275.00
Sales Tax	\$30,066.24
Total	\$549,889.28 USD

Terms and Conditions

A convenience fee of two point nine percent (2.9%) will be applied to credit card purchases.

Unless otherwise stated on the invoice, payment terms are thirty (30) days net from date of invoice. If Buyer fails to pay in accordance with these terms, KIS, at its option, may charge Buyer, and Buyer shall pay KIS (in addition to the price), a delinquent administrative service charge on the unpaid amount at the rate of one and a half percent (1.5%) per month (or such lower rate as may be the maximum allowable by law) from any such date until the date of payment. Should the Buyer become delinquent in the payment of any sum due to KIS, KIS shall not be obligated to continue performance under any agreement with Buyer. In the event of default, collection costs and attorney fees may apply.

Contact



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