



Powering Business Worldwide

Proposal #: POBU-14-P-523

Proposal Type: Firm Fixed Pricing (FFP)

Quote Date December 10, 2014

Quote Expires February 8, 2015

Eaton Corporation

Project Operations - Mission Critical

8609 Six Forks Rd

Raleigh, NC 27615

(Ph) (210) 307-6328 / (Fx) (919) 870-3191

TO:

Webb County
Gustavo Ornelas
gornelas@webbcountytx.gov

Reference: Webb County

Sales Point of Rob Burrell

Contact: Government Sales Engineer
Ph: (210) 307-6328
email: RobertBurrell@eaton.com

Order Support: Please submit purchase orders to the following:
email: EESSProjectOrders@eaton.com
email: RobertBurrell@eaton.com

Proposal is based on terms and conditions of

Fed Tax ID: 34-0196300
DUNS: 038006110
CCR CAGE - 31795

Eaton Corporation is pleased to offer this proposal for your consideration on the subject project. Eaton's Electrical Sector is a global leader in power distribution, power quality, control and automation, and monitoring products. When combined with Eaton's full-scale engineering services, these products provide customer-driven PowerChain™ solutions to serve the power system needs of the data center, industrial, institutional, public sector, utility, commercial, residential, IT, mission critical, alternative energy and OEM markets worldwide. PowerChain solutions help enterprises achieve sustainable and competitive advantages through proactive management of the power system as a strategic, integrated asset throughout its life cycle, resulting in enhanced safety, greater reliability and energy efficiency. For more information, visit www.eaton.com/electrical.

Located in Raleigh, NC, Eaton Corporation's Project Operations Business Unit (POBU) within the Electrical Services & Systems (EESS) division is responsible for submitting this proposal. Eaton's POBU offers unique solutions for the power protection marketplace through our design/build services, which can encompass an entire power system or a single integration or upgrade. Our in-house design, project engineering, and program management staff, coupled with our equipment supplier, OEM, and installation contractor relationships, enables us to assemble a proficient team to quickly assess and implement power protection needs.

Bid Qualification:

The price set forth in Seller's quotation is based upon costs associated with copper and other electrical-grade raw materials that were in effect on date of Seller's quotation. If the costs of such electrical-grade raw materials should increase at time of order placement, then the parties will negotiate in good faith an adjustment of the prices to an appropriate level.

Restriction on Disclosure and Use of Data:

This proposal or quotation includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed - in whole or in part - for any purpose other than to evaluate this proposal or quotation. If, however, a contract is awarded to this offeror as a result of - or in connection with - the submission of this data, the Government shall have the right to duplicate, use or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in all pages that carry the legend of FAR 52.215-1(e).



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SIN	Qty	Description	Unit Price	Extended Price	Totals
412-14	1	Eaton's 9355 UPS 208V in / 208V out 3Ph 5W, 60 Hz Double Conversion UPS (30kVA) 9 Modes of Protection 0.9 power factor Hardwire input & output N+1 Capable (4 units @ 120kVA max for capacity) 66.0"H x 20.0"W x 34.1"D 1,160 lbs. Includes 5x8 UPS Start-Up service	\$ 14,316.40	\$14,316.40	
	1	Eaton's Power Xpert Gateway UPS Card Provides Web/SNMP and Modbus functionality	\$ 315.00	\$315.00	
	3	Eaton's 9355 UPS Extended Battery Module 72 internal batteries (3) EBM's extend runtime to 108 minutes at full load 66.0"H x 20.0"W x 34.1"D 2,060 lbs.	\$ 7,499.52	\$22,498.56	
	1	Eaton's 9355 30kVA Wall-Mounted Parallel Tie Cabinet with MIS Breaker (350A MBP, 350A MIS, & (4) 110A MOBs) 208V in / 208V out 57.0"H x 24.0"W x 11.3"D 235 lbs. *Will accommodate additional 9355 30kVA UPS module for system growth	\$ 4,101.44	\$4,101.44	
				412-14 Total	\$41,231.40
412-50	LOT	Project Engineering		\$1,456.00	
	LOT	Project Management		\$8,400.00	
	LOT	Installation of 9355 30kVA UPS and one Extended Battery Module		\$10,462.20	
	LOT	Installation of remaining 2 Extended Battery Modules		\$2,372.56	
	LOT	Installation of 100A, 4 wire circuits - From Input Panel to Transformer Input Breaker - From Transformer Input Breaker to transformer - From Wall-Mounted Parallel Tie Cabinet to Output Distribution Panel		\$7,549.14	
	LOT	Installation of Square D branch circuit breaker in existing input panel		\$2,649.86	
	LOT	Installation of Transformer Input Breaker		\$2,649.86	
	LOT	Installation of 225A Output Distribution Panel		\$2,759.84	
	LOT	Installation of Wiremold Tele-Power Poles		\$2,640.46	
				412-50 Total	\$40,939.92
Open Market	1	Eaton's General Purpose Dry Type Transformer 480V in / 208V out 3PH, 5W, 60Hz 75kVA rating Aluminum windings Taps: 2@+2.5%, 4@-2.5% 150C Temperature Rise with 220C Insulation System NEMA 2 (N3R w/ optional weather shield) Energy Efficient design *Will accommodate additional 9355 30kVA UPS module for system growth	\$ 2,206.56	\$2,206.56	
	1	Transformer Lug Kit	\$ 73.14	\$73.14	



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SIN	Qty	Description	Unit Price	Extended Price	Totals
	1	Transformer Input Enclosed Circuit Breaker Factory Assembled Enclosed Circuit Breaker, 480 Volts, 100 Amps, 3 Pole, 22 KAIC.	\$ 930.64	\$930.64	
		Qty List of Materials 1- Factory Assembled Enclosed Thermal Magnetic Circuit Breaker 1 - Molded Case Circuit Breaker with Standard Terminals 2 - Circuit Breaker Line and Load Terminals - 14AWG-4/0 1 - Circuit Breaker Enclosure - Nema 1 Surface Mounted 1- Enclosure Neutral Kit Dimensions: 10"W x 5.20"D18.8"H			
	1	Output Distribution Panel 42 Circuits, 125A, Fully Rated, 208Y/120V 3Ph 4W, Copper Bus, 22k AIC, 225A, Main Lugs Only [Top Fed], Surface Mounted	\$ 451.88	\$451.88	
		Qty List of Materials 1- 225A, Main Lugs Only 42- 1P QBHW Branch Provision Only 1- Copper Main Bus, 225 Amps 1- Std. Bolted Al Ground Bar (Al/Cu Cable) 1- Panel Nameplate - White with Black Letters 1- Type 1 Enclosure: EZB2042R 1- EZ Trim, Door in Door, Concealed Hardware: EZT2042S Dimensions: 20" W x 5.75" D x 42"H			
	4	Wiremold 30TP Series Steel Tele-Power Poles (2) Duplex Receptacles	\$ 349.16	\$1,396.66	
	1	Square D 100A, 480V AC, 18kAIC, Thermal Magnetic, Bolt-on Circuit Breaker	\$ 315.59	\$315.59	
LOT		Eaton Project Manager Flight to Laredo, Tx		\$563.15	
LOT		Car Rental		\$295.51	
LOT		Per Diem		\$921.23	
				Open Market Total	\$7,154.34
				Total	
				Subtotal	\$89,325.66
412-50	LOT	UPS FLEX Coverage, 7x24, 8-hr Res ponse		\$1,299.90	
	LOT	2nd Year Battery Labor Coverage		\$686.70	
				412-50 Total	\$1,986.60
Open Market	LOT	Distribution Equipment 2nd Year Warranty		\$155.27	
				Open Market Total	\$155.27
				Option Total	\$2,141.87
412-50	LOT	UPS FLEX Coverage, 7x24, 8-hr Res ponse		\$1,299.90	
	LOT	Battery PM (SEE NOTE 4 BELOW)		\$1,729.42	
				412-50 Total	\$3,029.32
Open Market	LOT	Distribution Equipment 2nd Year Warranty		\$232.91	
				Open Market Total	\$232.91
				Option Total	\$3,262.23



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SIN	Qty	Description	Unit Price	Extended Price	Totals
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General Notes

FOB Destination (within 48 states)

Lead Time Equip. 8 Weeks (ARO)

Services 2 Weeks prior notice before requested start-up date (ARE)

Total
\$ 92,587.89

Base Bid	\$89,325.66
Option #1	\$2,141.87
Option #2	\$3,262.23

Notes

- 1) Startup services and warranty contracts will be billed at the time of equipment delivery. Startup funds are valid for 18-months from shipment or 12-months from installation, whichever occurs first. Refunds will not be provided for startup services that are not scheduled within this timeframe.
- 2) Taxes are not included
- 3) Installation includes installation of a single UPS and batteries with up to 30ft. input and output cables and conduit. Includes all labor and material for connection to properly sized input and output panelboards with breakers. Input and output feeders will terminate at a single point without multiple taps. Includes connection of matching battery cabinet in a line-up and match configuration. The path between all termination points shall be unobstructed with up to three 90 degree turns. All cabinets will be sized for full capacity of the rated UPS including UPS upgrade capacity. Wall-Mounted Parallel Tie Cabinet shall be within 10' of UPS - Covers the installation of customer purchased MBP within 25' in either direction of the input and output power source. Additional Cable Runs - Includes additional (above standard installation) cable, conduit and labor in 50 ft. increments for connection to existing power panels. All work will be done in accordance with the National Electrical Codes, Local Standards, and Federal facilities.
- 4) Battery warranty is for 2-years, therefore a battery PM is offered for the 3rd year. Based on the PM service the service engineer will provide a report to the customer detailing the battery health and whether a battery change out is required.
- 6) Certain equipment SIN's are currently under contract negotiations with the General Services Administration and are no longer part of the GS-07F-9460G contract. Therefore they are listed as "Open Market - Eaton" items, but priced in accordance with the previously approved GSA contract.