

Proposal for Service

Emerson Network Power | Liebert Services

Jan 30, 2013
Lori Leclair
CITY OF COLUMBUS
1601 ARLINGATE LANE
COLUMBUS, OH US , 43228

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Lori Leclair
CITY OF COLUMBUS
1601 ARLINGATE LANE
COLUMBUS, OH US , 43228
Q01892309
Phone: 614.645.0794
Email: LALeClair@Columbus.gov

Dear Lori Leclair,

Thank you for your interest in Emerson Network Power, Liebert Services. We are pleased to submit the following proposal for your review and consideration.

As the rate of change and complexity in your data center increases, Emerson Network Power is the dedicated partner that you need to help you achieve your goals.

Please contact me directly at 614-841-8089 if you have any questions regarding the proposal. I look forward to your response and the opportunity to work together to improve your data center investment.

Sincerely,

JEFF DUMOND

610 Executive Campus Drive
Suite 110
Westerville, OH 43082

PHONE 614-841-8089
FAX (614) 841-2750
EMAIL jeff.dumond@emerson.com

Order Q01892309

Liebert UPS / Power / Battery Services:

- We are the Original Equipment Manufacturer and the experts on Liebert equipment with access to updates and changes, knowledge of engineering specifications, current issues and how to fix them correctly.
- Our factory trained service force is twice the size of the next largest competitor with over 650 customer engineers and field technicians in the United States alone; everywhere in the US the most knowledgeable engineers and technicians available, will cover you.

Solutions Services:

- Reduce daily confusion and demands such as expansion, consolidation and increase your expectations regarding performance and availability through custom solutions.

Standard Maintenance Contracts :

Site #: 39991

| Tag # | Description | Model # | Annual PM Qty. | Coverage Type (Coverage Dates) | Coverage Amount |
|---------|-----------------|-----------------|----------------|--|-----------------|
| 1311111 | SEALED BATTERY | 37BP130XRJABNS | 2 | PREFERRED (4/19/2013) - (4/18/2014) | \$1,012.56 |
| 1311112 | SEALED BATTERY | 37BP130XRJBBNS | 2 | PREFERRED (4/19/2013) - (4/18/2014) | \$1,012.56 |
| 1311113 | SEALED BATTERY | 37BP130XRJABNS | 2 | PREFERRED (4/19/2013) - (4/18/2014) | \$1,012.56 |
| 1311114 | SEALED BATTERY | 37BP130XRJBBNS | 2 | PREFERRED (4/19/2013) - (4/18/2014) | \$1,012.56 |
| 1311115 | NPOWER 100-130 | 37SA130AAA6S913 | 2 | PREFERRED (4/19/2013) - (4/18/2014) | \$7,253.85 |
| 1311116 | NPOWER 100-130 | 37SA130AAA6S912 | 2 | PREFERRED (4/19/2013) - (4/18/2014) | \$7,253.85 |
| 1311536 | STATIC TRNS SWT | STC0250A126921 | 2 | PREFERRED (4/19/2013) - (4/18/2014) | \$1,778.91 |
| 1311537 | PPC 75-125 | PPA075C315S6921 | 1 | PREFERRED (4/19/2013) - (4/18/2014) | \$1,250.20 |
| 1311538 | PPC 75-125 | PPA075C315S6922 | 1 | PREFERRED (4/19/2013) - (4/18/2014) | \$1,250.20 |
| 1311539 | PPC 75-125 | PPA075C3156921 | 1 | PREFERRED (4/19/2013) - (4/18/2014) | \$1,250.20 |
| 1311540 | PPC 75-125 | PPA075C3156921 | 1 | PREFERRED (4/19/2013) - (4/18/2014) | \$1,250.20 |

Standard Maintenance Contracts :

Site #: 106761

| Tag # | Description | Model # | Annual PM Qty. | Coverage Type (Coverage Dates) | Coverage Amount |
|---------|-----------------|-----------------|----------------|--|-----------------|
| 1400757 | NPOWER 100-130 | 37SA100A0C6EA57 | 2 | PREFERRED (4/19/2013) - (4/18/2014) | \$7,062.01 |
| 1400760 | NPOWER 100-130 | 37SA100A0C6EA57 | 2 | PREFERRED (4/19/2013) - (4/18/2014) | \$7,062.01 |
| 1400762 | SEALED BATTERY | 37BP100XUJ1BNL | 2 | PREFERRED (4/19/2013) - (4/18/2014) | \$1,570.75 |
| 1400763 | SEALED BATTERY | 37BP100XUJ1BNL | 2 | PREFERRED (4/19/2013) - (4/18/2014) | \$1,570.75 |
| 1400766 | MBC/SLIM LN CAB | 37MB1000AC61S15 | 1 | PREFERRED (4/19/2013) - (4/18/2014) | \$725.18 |
| 1400767 | MBC/SLIM LN CAB | 37MB1000AC61S15 | 1 | PREFERRED (4/19/2013) - (4/18/2014) | \$725.18 |
| 1400769 | REM DIST CAB | RDC442SB15S9406 | 1 | PREFERRED (4/19/2013) - (4/18/2014) | \$852.13 |
| 1400771 | REM DIST CAB | RDC442SB15S9406 | 1 | PREFERRED (4/19/2013) - (4/18/2014) | \$852.13 |

Liebert Site Scan Preferred Service includes:

- Guaranteed 2-hour telephone response, 7 days/week, 24 hours/day. Remote and on-site service to be scheduled.
- Includes 100% parts, software coverage and Life Extension service of equipment under contract.
- Includes: Monthly and Quarterly remote preventive maintenance inspections and Annual on-site preventive maintenance service scheduled by the customer between 8am-5pm, Monday-Friday (excluding national holidays).
- CRC Remote Monitoring, Alarm Response and Alarm Escalation.
- Includes 100% labor coverage, for hardware and software under contract, 7 days/week, 24 hours/day, within the 48 contiguous states. (Labor coverage includes phone time, email support, remote service and on-site service). Includes 100% travel coverage within 300 miles of a Liebert SiteScan Specialist.
- Includes **Liebert Ntegrity Gateway** communications (Required).
- Includes access to Liebert Customer Services Network On-Line Internet portal.
- Includes upgrades to the latest Site Scan version. All new hardware required is included for installation and implementation.
- Performed by Liebert factory trained SiteScan Specialists.
- All services performed by Liebert factory trained SiteScan Specialists.
- Includes 1-800-LIEBERT Customer Response Center.
- Subject to all Terms & Conditions as noted in the Liebert Maintenance Agreement.

Site ID: 39991 City of Columbus, 1601 Arlingate LN, Columbus, OH 43228

Site ID: 106761 City of Columbus, 1111 E. Broad St., Columbus, OH 43229

Price per year NOT including tax: **\$ 15,722.00**

Total price not including tax: USD \$61,479.79
any tax required must be included in customer purchase order

STATIC TRANSFER SWITCH (STS1 AND STS2) SCOPE OF WORK

PREFERRED SERVICE (2)

- Guaranteed 4-hour on-site emergency response, 7 days/week, 24 hours/day, within 150 miles of a Liebert Services' Service city.
- Includes 1-800-LIEBERT Customer Response Center.
- Includes 100% parts coverage.
- Includes access to Liebert Customer Services Network On-Line Internet portal.
- Includes two Preventive Maintenance Service visits scheduled by the customer at the customer's convenience (excluding national holidays).
- Performed by Liebert factory trained Customer Engineers.
- Includes 100% labor and travel coverage 7 days/week, 24 hours/day, within the 48 contiguous states and Hawaii.
- Subject to all Terms & Conditions as noted in the Liebert Services Terms & Conditions.

SERVICE PERFORMED

Full Preventive Maintenance Service

Perform a complete visual inspection of the equipment, including sub-assemblies, wiring harnesses, contacts, cables and major components.

Check all mechanical connections for tightness and heat discoloration, making corrections where necessary.

Clean any foreign material and dust from internal compartments.

Perform a status check of all alarm circuits. (Applicable to STS1 Only).

Calibration of the equipment to meet manufacturer's specifications. (Applicable to STS1 Only).

Operational checkout of the system to include transfers and proper status indications.

Install or perform Engineering Field Change Notices (FCN) as necessary.

Return unit to operational service with normal load then measure and verify display indications.

Note1: Preventive Maintenance usually requires a shutdown to ensure electrical connection integrity.

UNINTERRUPTIBLE POWER SYSTEMS ALL 3-PHASE MODELS SCOPE OF WORK

PREFERRED SERVICE (2)

- Guaranteed 4-hour on-site emergency response, 7 days/week, 24 hours/day, within 150 miles of a Liebert Services' Service city.
- Includes 100% parts coverage (excluding batteries, air filters, and proactive full bank capacitor replacement.)
- Includes 1-800-LIEBERT Customer Response Center.
- Includes access to Liebert Customer Services Network On-Line Internet portal.
- Performed by Liebert factory trained Customer Engineers.
- Includes 100% labor and travel coverage 7 days/week, 24 hours/day, within the 48 contiguous states and Hawaii.
- Includes one Semi-Annual and one Annual Preventive Maintenance Service scheduled by the customer at the customer's convenience (excluding national holidays).
- Subject to all Terms & Conditions as noted in the Liebert Services Terms & Conditions.

SERVICE PERFORMED

UPS Full Preventive Maintenance Service

Semi-Annual Service

1. Perform temperature check on all breakers, connections, and associated controls. Repair and/or report all high temperature areas.
2. Perform a complete visual inspection of the equipment including subassemblies, wiring harnesses, contacts, cables, and major components.
3. Check module(s) completely for the following (if applicable):
4. Rectifier and inverter snubber boards for discoloration.
5. Check power capacitors for swelling or leaking oil. (if applicable)
6. DC capacitor vent caps that have extruded more than 1/8". (if applicable)
7. Record all voltage and current meter readings on the module control cabinet or the system control cabinet.
8. Measure and record harmonic trap filter currents. (if applicable)

Annual Service Includes the Above, Plus

1. Check the inverter and rectifier snubbers for burned or broken wires.
2. Check all nuts, bolts, screws, and connectors for tightness and heat discoloration.
3. Check fuses on the DC capacitor deck for continuity (if applicable).
4. With customer approval, perform operational test of the system including unit transfer and battery discharge.
5. Calibrate and record all electronics to system specifications.
6. Check or perform Engineering Field Change Notices (FCN) as necessary.
7. Measure and record all low-voltage power supply levels.
8. Record phase-to-phase input voltage and currents.
9. Review system performance with customer to address any questions and to schedule any repairs.

Battery Inspection Service - Performed During the UPS Semi-Annual and Annual PM Services.

1. Check integrity of battery cabinet (if applicable).
2. Visual inspection of the battery cabinet and/or room to include:
 1. Check for NO-OX grease or oil on all connections (if applicable).
 2. Check battery jars for proper liquid level (if flooded cells).

3. Check for corrosion on all the terminals and cables.
 4. Examine the physical cleanliness of the battery room and jars.
-
3. Measure and record DC bus ripple voltage (if applicable).
 4. Measure and record total battery float voltage.

Note1: Preventive Maintenance usually requires a shutdown to ensure electrical connection integrity.

Note2: Customer should check air filters monthly for cleanliness and replace as necessary.

Note3: Above maintenance does not include System Control Cabinet, Power Tie, Breaker Cabinets, Load Bus Sync or Maintenance Bypass Cabinets.

Note4: The Battery Inspection Service listed above is only a visual inspection and is not intended to replace a full preventive maintenance program for the battery system.

STATIONARY BATTERY SYSTEMS VRLA (SEALED) BATTERY SCOPE OF WORK

PREFERRED SERVICE (2)

- Guaranteed 4-hour on-site emergency response, 7 days/week, 24 hours/day, within 150 miles of a Liebert Services' Service city.
- Includes 1-800-LIEBERT Customer Response Center.
- Includes 100% corrective labor and travel coverage 7 days/week, 24 hours/day, within the 48 contiguous states and Hawaii. Does not include labor for full-string replacement.
- Includes access to Liebert Services Customer Services Network On-Line Internet portal.
- Includes battery recycling as required, with documentation meeting EPA requirements.
- Performed by Liebert factory trained Battery Specialist or Customer Engineers.
- Preventive Maintenance Service scheduled by the customer at the customer's convenience (excluding national holidays).
- Single Jar Replacement Service for Lead Acid Batteries: Includes freight, labor, disposal and batteries. Subject to limitations as stated below.
- For 3-Phase UPS customers, includes one Semi-Annual and one Annual PM.
- Subject to all Terms & Conditions as noted in the Liebert Services Terms & Conditions.

SERVICE PERFORMED

****During the initial PM visit, an Annual Service PM must be performed****

Semi-Annual Service

Inspect the appearance and cleanliness of the battery and the battery room. Clean normal jar top dirt accumulation (to be done only with battery off line).
Measure and record the total battery float voltage and charging current.
Measure and record the overall AC ripple voltage.
Measure and record the overall AC ripple current.
Visually inspect the jars and covers for cracks and leakage.
Visually inspect for evidence of corrosion.
Measure and record the ambient temperature.
Verify the integrity of the battery rack/cabinet.
Measure and record 100% of the jar temperatures.
Measure and record the float voltage of all jars.
Measure and record all internal ohmic readings.
Provide a detailed written report noting any deficiencies and corrective action needed, taken and/or planned.

Annual Service Includes the Above, Plus

Re-tighten all battery connections to the battery manufacturer's specifications, if required. Refer to the manufacturer's literature to determine if re-tightening is required.

Measure and record all battery connection resistances in micro-ohms, when applicable.

Corrective Maintenance Performed as Required

Refurbish cell connections as deemed necessary by the detailed inspection report.

Conditions for Single Jar Replacement Service for Lead Acid Batteries

The Customer is covered by an Essential or Preferred Contract.

The battery string is in overall good health as determined by Liebert Services; the battery string is not beyond expected service years or has had excessive single jar replacements that would make the string unstable.

Up to 10% of defective battery jars may be replaced within a 12-month period as exclusively determined by Liebert Services.

Contracts have no cash value for future years or full string battery replacements. Single jar replacement is limited to batteries in the original string.

Subject to Liebert Services Single Jar Replacement for Lead Acid Batteries Guidelines.



SITESCAN LIFE EXTENSION SCOPE OF WORK

PREFERRED SERVICE

- Guaranteed 2-hour telephone response, 7 days/week, 24 hours/day. Remote and on-site service to be scheduled.
- Includes 100% parts, software coverage and Life Extension service of equipment under contract.
- Includes: Monthly and Quarterly remote preventive maintenance inspections and Annual on-site preventive maintenance service scheduled by the customer between 8am-5pm, Monday-Friday (excluding national holidays).
- Includes 100% labor coverage, for hardware and software under contract, 7 days/week, 24 hours/day, within the 48 contiguous states. (Labor coverage includes phone time, email support, remote service and on-site service). Includes 100% travel coverage within 300 miles of a Liebert SiteScan Specialist.
- Includes secure Liebert Ntegrity Gateway communications (Required) appliance
- Includes access to Liebert Customer Services Network On-Line Internet portal.
- Performed by Liebert factory trained SiteScan Specialists.
- Includes 1-800-LIEBERT Customer Response Center.
- Subject to all Terms & Conditions as noted in the Liebert Maintenance Agreement.
- Includes limited remote service and diagnostic support upon customer request. Maximum hour limit based upon contracted terms.

Remote Monthly Preventive Maintenance Service

1. Review alarms for system errors
2. Perform a bindings verification for third party connected devices
3. Verify status information from one monitored Emerson device per module, data and refresh
4. Remotely install required minor patches and updates, if applicable
5. Perform remote back-up function, if applicable

Remote Quarterly Preventive Maintenance Service

1. Update system logic statements, conditions, alarms, if applicable
2. Perform unit name and/or display changes per customer specification
3. Perform minor graphic updates or changes (remote access required)
4. Add or remove units (remote access required)



Annual Preventive Maintenance Service

1. Consultation with facilities personnel on the status of the SiteScan system.
2. Comprehensive inspection of all SiteScan hardware modules covered by contract.
3. Clean and remove dust from assemblies and internal compartments where possible.
4. Test and check 20% of the contact closure points and voltage sense modules for proper alarm annunciation.
5. Verify analog sensors display expected values in appropriate ranges.
6. Verify communications from all Emerson devices connected to the SiteScan Web system.
7. Perform any required Engineering Field Change Notices (FCN).
8. Return system to operational status, ensuring that all equipment being monitored is on-line and the SiteScan Web system is functioning as designed. (Does not include PC equipment not covered by this contract).
9. Leave the work area clean, removing any debris generated while performing required tasks.
10. Schedule software or hardware updates, if applicable.

Software & Hardware Life Extension Service

Liebert Services will provide the following upgrade service at the sole discretion of Liebert Services to ensure proper operation of SiteScan Web systems:

1. Upgrades for non-supported or incompatible SiteScan Web parts/devices
2. Upgrades for non-supported or incompatible SiteScan Web software versions
3. Updates or Upgrades to any modules to ensure compatible operation with Emerson devices



Proposal for Service

Order Number: Q01892309

Purchase Order must be assigned to:
Emerson Network Power, Liebert Services, Inc.
610 Executive Campus Dr
Westerville OH 43082

Payment remittance address:
Emerson Network Power, Liebert Services, Inc.
PO Box 70474
Chicago, IL 60673

FID# 43-1798453

PO should be mailed to:
Emerson Network Power, Liebert Services, Inc.
610 Executive Campus Drive
Suite 110
Westerville, OH 43082
Attn: JEFF DUMOND

Please provide the following information:

Purchase Order Number: _____ *Phone: _____

Billing Contact Person: _____ Fax #: _____

Person Authorizing Payment: _____ Phone: _____

Billing Company Name: _____ Federal Tax ID # _____

Billing Address: _____ Taxable? Yes No

Billing City, ST Zip: _____ If non-taxable, fax copy of tax exempt certificate

IT Contact Person: _____ **Phone: _____

* If a Purchase Order Number is provided, a hard copy must be included.

** IT Contact person required for Network Remote Monitoring contracts.

*** * COVERAGE DETAILS * ***

For equipment not currently under a Service Agreement or for equipment for which the warranty has expired in excess of thirty (30) days, parts required to bring equipment back to manufacturers specifications are the responsibility of the Buyer and billable at the time of the first preventive maintenance visit or Service call. All pricing is valid only for Service coverage stated and is subject to change if this proposal is modified in any way. This proposal is valid for 30 days from the date of this proposal unless otherwise noted. It is understood that if acceptance of this proposal is acknowledged on the Buyer's purchase order, such acceptance will be subject to the terms and conditions of this proposal with the same force and effect as though they were included on the Buyer's purchase order.

Signature of this agreement authorizes Seller to invoice for Services mentioned herein and to utilize the provided purchase order number. If a purchase order number is not used, then the Buyer authorizes and guarantees Seller the payment of such invoices by authority of the signature below.

Thank you for your business.

Proposed By:

Accepted By:

JEFF DUMOND Date

Buyer Signature Required Date

Printed Name Title