



City of Phoenix

FINANCE DEPARTMENT

FOR: UNINTERRUPTIBLE POWER SUPPLY
EQUIPMENT, SERVICE AND MAINTENANCE

SOL NO: IFB 25-0535

DUE DATE: March 7, 2025

BUYER: Daniel Haight

Enterprise Network Solutions Inc.

Gruber Power Services

Insight Public Sector, Inc.

Power Quality Professionals LLC

Titan Power Inc.

	1	2	3	4	5		
Group I: Preventive Maintenance (PM) Scheduled Services							
Tier I PM	\$ 30,440.00	\$ 4,200.00	\$ 17,006.40	\$ 11,324.80	\$ 4,400.00		
Tier II PM	\$ 180,800.00	\$ 29,000.00	\$ 85,246.00	\$ 69,348.00	\$ 31,000.00		
Tier III PM	\$ 89,600.00	\$ 23,600.00	\$ 147,503.20	\$ 43,256.80	\$ 41,200.00		
Tier IV PM	\$ 40,000.00	\$ 7,900.00	\$ 30,948.80	\$ 47,200.00	\$ 12,600.00		
Group I Total	\$ 340,840.00	\$ 64,700.00	\$ 280,704.40	\$ 171,129.60	\$ 89,200.00		
Group II: Labor Rates for Non-PM Services							
Reguar Hourly Rate	\$ 535.00	\$ 95.00	\$ 482.00	\$ 175.00	\$ 125.00		
Premium Hourly Rate	\$ 615.00	\$ 105.00	\$ 553.00	\$ 250.00	\$ 187.50		
Emergency Response (Flat Fee)	\$ 1,112.00	\$ 115.00	\$ 1,113.00	\$ 375.00	\$ 125.00		
Group II Total	\$ 2,262.00	\$ 315.00	\$ 2,148.00	\$ 800.00	\$ 437.50		
Group III: New Equipment							
% Discount New Equipment							
Eaton/Powerware Tier I	30%	38%	28%	36%	30%		
Emerson/Liebert Tier I	38%	30%	28%	36%	30%		
Xtreme Power Tier I	30%	38%	20%	36%	30%		
MGE Tier I	30%	25%	22%	36%	30%		
APC Tier I	30%	25%	22%	36%	30%		
Smart APP Tier I	30%	30%	20%	NB	30%		
Eaton/Powerware Tier 2	20%	40%	28%	38%	30%		
Xtreme Power Tier 2	20%	38%	20%	36%	30%		

MGE	Tier 2	20%	25%	22%	36%	30%		
APC	Tier 2	30%	25%	22%	36%	30%		
Toshiba	Tier 2	20%	25%	20%	36%	30%		
Schneider Electric	Tier 2	30%	25%	0%	0%	0%		
Eaton/Powerware	Tier 3	20%	37%	28%	36%	30%		
Xtreme Power	Tier 3	20%	38%	20%	40%	30%		
MGE	Tier 3	20%	26%	22%	35%	30%		
APC	Tier 3	30%	25%	22%	35%	30%		
Toshiba	Tier 3	20%	25%	20%	36%	30%		
Schneider Electric	Tier 3	20%	25%	0%	0%	0%		
Eaton/Powerware	Tier 4	20%	38%	28%	36%	30%		
Xtreme Power	Tier 4	20%	38%	20%	40%	30%		
MGE	Tier 4	20%	26%	22%	36%	30%		
APC	Tier 4	30%	26%	22%	36%	30%		
Toshiba	Tier 4	20%	25%	20%	38%	30%		
%Discount New Parts								
Eaton/Powerware	Tier I	30%	38%	28%	15%	30%		
Emerson/Liebert	Tier I	38%	30%	28%	15%	30%		
Xtreme Power	Tier I	30%	38%	20%	15%	30%		
MGE	Tier I	30%	25%	22%	15%	30%		
APC	Tier I	30%	25%	22%	15%	30%		
Smart APP	Tier I	30%	30%	20%	NB	30%		
Eaton/Powerware	Tier 2	20%	40%	56%	16%	30%		
Xtreme Power	Tier 2	20%	38%	40%	16%	30%		
MGE	Tier 2	20%	25%	44%	16%	30%		
APC	Tier 2	30%	25%	44%	16%	30%		
Toshiba	Tier 2	20%	25%	40%	16%	30%		
Schneider Electric	Tier 2	30%	25%	0%	16%	0%		
Eaton/Powerware	Tier 3	20%	37%	84%	17%	30%		
Xtreme Power	Tier 3	20%	38%	60%	17%	30%		
MGE	Tier 3	20%	26%	66%	17%	30%		
APC	Tier 3	20%	25%	66%	17%	30%		
Toshiba	Tier 3	20%	25%	60%	17%	30%		
Schneider Electric	Tier 3	20%	25%	0%	0%	0%		
Eaton/Powerware	Tier 4	20%	38%	112%	18%	30%		
Xtreme Power	Tier 4	20%	38%	80%	18%	30%		
MGE	Tier 4	20%	26%	88%	18%	30%		
APC	Tier 4	30%	26%	88%	18%	30%		
Toshiba	Tier 4	20%	25%	80%	18%	30%		
Group IV: New Batteries								
Powersonic		22%	42%	35%	45%	25%		

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The city's Procurement Division will post PRELIMINARY bid tabulations within five calendar days of the advertised bid opening. The information on the PRELIMINARY bid tabulations will be posted as it was read during the bid opening. The city makes no guarantee as to the accuracy of any information on the PRELIMINARY tabulation.

CODE KEY: NB = No Bid

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