



East Lansing
Public Schools

509 Burcham Drive, East Lansing, MI 48823
Technology & Media Services Department
(517) 333-7418 Phone

December 17, 2025

MOSS
561 Century Avenue S.W.
Grand Rapids, MI 49503

Please accept this letter as a notice of our intent to accept the MOSS bid for our E-Rate Category 2 UPS Upgrade project. We have opted for the Lithium line-interactive bid for \$70,154.72 and \$14,400.00 for installation. It is understood that the final confirmation is dependent upon E-Rate funding approval and Board of Education approval.

This document represents the intent of East Lansing Public Schools to work with MOSS for the project identified in Form 470 #260005597.

Christian Palasty
Director of Technology & Media Services
East Lansing Public Schools

Ron Spencer
Chief Sales Officer
MOSS

VENDOR	BRAND	MODEL	NIC MGMT	PROJ MGMT	TRAVEL	FREIGHT	INSTALLATION	MATERIAL	TOTAL
MOSS	VERTIV	PSI5 1500/2200					\$14,400.00	\$70,154.72	\$84,554.72
VECTOR	N1C	LX SERIES					\$9,600.00	\$92,944.00	\$102,544.00
ROWAN IT SOLUTIONS	VERTIV	GXT5	YES		\$1,375.00	\$325.00	\$7,680.00	\$177,280.00	\$186,660.00
	VERTIV	GXT5	NO		\$1,375.00	\$325.00	\$7,680.00	\$160,000.00	\$169,380.00
SENTINEL	VERTIV						\$30,618.00	\$89,552.00	\$120,170.00
DOF	ORION	RT1L					\$9,600.00	\$76,944.32	\$86,554.32
CONCOURSE	APC					\$1,489.77	\$20,250.00	\$116,113.16	\$137,852.93
DELTA NETWORK	EATON		YES				\$8,400.00	\$95,001.12	\$103,401.12
	EATON		NO				\$8,400.00	\$79,499.52	\$87,899.52
OPTIMUS	N1C	L SERIES	YES			\$2,500.00	*	\$126,593.60	\$129,093.60
	VERTIV	PSI5/GXT5	NO			\$2,500.00	*	\$149,472.00	\$151,972.00
	APC		NO			\$2,500.00	*	\$167,892.00	\$170,392.00
ELECTRONACA	VERTIV	GXT5			\$1,250.00	\$250.00	\$7,920.00	\$200,000.00	\$209,420.00
DCW	VERTIV	GXT5	YES				*	\$75,232.00	\$75,232.00
AMCOMM	VERTIV						\$15,635.04	\$187,362.24	\$202,997.28
LAKETEC	VERTIV	PSI5					*	\$92,812.80	\$92,812.80
QUESTIVITY	VERTIV	PSI5					*	\$87,148.80	\$87,148.80

MOSS

Making Technology Work

ERate 2026 Category 2 Services - UPS Replacements

QUOTE #347022134 V1

PREPARED FOR
East Lansing Public Schools

PREPARED BY
Ron Spencer

December 10, 2025

ERate 2026 Category 2 Services - UPS Replacements

Quote #347022134 v1

Prepared For:

East Lansing Public Schools
Christian Palasty
501 Burcham Dr
East Lansing, MI 48823-2782

P: (517) 333-7418

E: Christian.Palasty@elps.us

Prepared by:

MOSS

Ron Spencer
561 Century Ave SW
Grand Rapids, MI 49503

P: (616) 726-7035

E: ron.spencer@mosstele.com

Date Issued:

Dec 10, 2025

Expires:

Jan 5, 2026

ERate SPIN #:

143004924

Special Contract Ref. #:

Line Interactive - Lithium-Ion Batteries				
Part #	Description	Price	Qty	Ext. Price
PSI5-1500RT120LI	Vertiv Liebert PSI5 1500, 1350W, 120VAC, Lithium-Ion, RT	\$1,241.31	32	\$39,721.92
PSI5-2200RT120LI	Vertiv Liebert PSI5 2200, 1350W, 120VAC, Lithium-Ion, RT	\$1,902.05	16	\$30,432.80
<i>Note: Each unit ships with a 4-post Mounting Kit. Other mounting options are available as an optional add on as required.</i>				
<i>Note: Standard warranty is 5-years for both the UPS and Battery</i>				
Subtotal:				\$70,154.72

Unit Pricing - Optional 2-post Rack Mount Kit				* Optional
Part #	Description	Price	Qty	Ext. Price
2POSTRMKIT	Vertiv Liebert UPS 2-Post Rack Mount Kit	\$122.68	1	\$122.68
<i>Note: additional mounting options available. Please see the UPS datasheets for additional detail.</i>				
* Optional Subtotal:				\$122.68

Installation and Removal Services				
Part #	Description	Price	Qty	Ext. Price
1_NetworkLabor	Removal of Existing Tripp-Lite UPS System and Installation of a new Vertiv UPS System	\$300.00	48	\$14,400.00
<i>Note: after removal, MOSS will bring all units to a customer designated staging area to allow for proper disposal by the owner.</i>				
Subtotal:				\$14,400.00

Quote Summary		Amount
Line Interactive - Lithium-Ion Batteries		\$70,154.72
Installation and Removal Services		\$14,400.00
Total:		\$84,554.72


*Optional Expenses		One-Time
Unit Pricing - Optional 2-post Rack Mount Kit		\$122.68
Optional Subtotal:		\$122.68

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

E-Signature Confirmation

MOSS

East Lansing Public Schools



Ron Spencer

Signature / Name

12/10/2025

Date

Christian Palasty

Signature / Name Initials

1/1/0001 12:00:00 AM

Date

Purchase Terms and Conditions

East Lansing Public Schools of 501 Burcham Dr, East Lansing, MI 48823-2782 (hereinafter, CLIENT) and MOSS of 561 Century Ave. SW, Grand Rapids, MI 49503 (hereinafter, MOSS) agree that the following terms and conditions will apply to any orders for the sale of equipment and services to the CLIENT by MOSS.

1. **PRICE.** The pricing in this proposal are firm and not subject to change unless CLIENT delays the acceptance for more than thirty (30) days past the date of this MOSS proposal, in which case this proposal may be modified due to a change in MOSS's costs, unless there is written agreement of both parties to extend the initial pricing. In addition, MOSS may assess storage and transportation fees if you do not take or accept delivery within 90 days of product availability. MOSS may also update this quote or above pricing due to duties, freight, tariffs, supplier pricing, surcharges, or exchange rate fluctuations.
2. **ACCESS.** CLIENT shall provide timely access to the areas needed for installation and provide the proper operating environment for the equipment and services, as specified by the manufacturer, including proper electrical and telecommunications connections.
3. **TERMS OF PAYMENT.** Invoices will be rendered on the date of shipment of CLIENT'S Equipment to the work site. Ongoing charges will be invoiced monthly based upon job progress and completed work, and final billing shall be invoiced upon the successful completion of MOSS's standard installation tests and CLIENT acceptance. Payment of invoices shall be by cash, check or electronic transfer and shall be due within twenty (20) days of MOSS's invoice date or incur an additional late fee of one and a half percent (1.5 %) per month on the unpaid balance. Credit card payments will only be accepted with a 3% service charge added.
4. **LIMITED WARRANTY** MOSS represents and warrants to CLIENT that the equipment and workmanship will be free from defects which materially affect the performance of the equipment for a period of one year for equipment and ninety days for labor. This warranty does not include defects or failures caused by customer abuse, misuse or negligence, or failures caused by electrical power surges. Moss does not warrant any third-party software for fitness of purpose or vulnerability to intrusion or attack.
5. **LIMITATION OF LIABILITY.** Without limiting the foregoing warranty, MOSS shall not be liable for any damages resulting from the use or inability to use its products or services, interruptions of service, delays in operation or transmissions or any other failure of performance or business function. Further, except in the event of willful misconduct or gross negligence by MOSS, the maximum liability of MOSS and its directors, officers, employees, agents, or suppliers for loss or damage caused by or arising from its performance under this Agreement, regardless of the form of action, whether in contract, tort, strict liability or otherwise, shall be limited to the purchase price of the Equipment.
6. **FORCE MAJEURE.** Neither party shall be liable for delays, failure to perform or loss or damage due to force majeure conditions including, but not limited to, fire, explosion, power blackout, earthquake, volcanic action, flood, war, government requirement, acts of God or other similar causes beyond its reasonable control. Any party so delayed in its performance shall immediately notify the other and mutually agree to reschedule the remainder of the project.
7. **GOVERNING LAW.** This Agreement shall be governed by and construed in accordance with the laws of the State of Michigan. MOSS shall have all rights and remedies specified herein in addition to those specified in the Uniform Commercial Code as adopted in the State of Michigan. All such rights and remedies are cumulative. MOSS shall be reimbursed by CLIENT for all costs and expenses paid or incurred in enforcing its rights hereunder, including, without limitation, reasonable attorneys' fees and costs.
8. **ASSIGNMENT.** MOSS may subcontract for the performance of any of its obligations under this Agreement and this Agreement is not assignable by either party except with the prior written consent of the other party
9. **ACKNOWLEDGEMENT.** CLIENT acknowledges that it has read this Agreement, understands it, that the person signing on its behalf is authorized to sign on its behalf, and agrees to be bound by its terms and conditions. CLIENT further agrees that this Agreement is the complete and exclusive statement of the agreement between the parties which supersedes all Agreements or prior agreements, oral or written, and all other communications between the parties relating to the subject matter of this Agreement.