



509 Burcham Drive, East Lansing, MI 48823  
Technology & Media Services Department  
(517) 333-7418 Phone (517) 333-7404 Fax

**East Lansing**  
Public Schools

January 24, 2025

To: Board of Education  
From: Christian Palasty, Director of Technology & Media Services

**Subj: INFORMATION ITEM – Purchase of UPS Devices**

As part of the district technology replenishment cycle and in compliance with federal E-Rate funding, it is the intent to request approval to fund the upgrade of the district's Uninterruptible Power Supplies (UPS). These devices provide battery backup for the building technology closets and protect the network infrastructure hardware in the event of power fluctuations.

The federal E-Rate program provides discounts to assist schools and libraries in the United States to obtain affordable services. The discounts are based on free and reduced data and ELPS qualifies for 60% discounts on eligible services and hardware.

ELPS published requests for pricing for the upgrade of the district UPS's and the devices being replaced were purchased in 2012 using funds from the Technology Bond project.

We received multiple bid options from six (6) vendors and after extensive research and review we are selecting a proposal from MOSS in the amount of \$101,022.54, which includes \$19,800 in installation. The E-Rate program would pay for 60% of the project, leaving ELPS eligible for \$40,409.02.

This project would be paid for using Sinking Fund dollars and has been on the schedule and budgeted for in coordination with Richard Pugh and Lisa Allen, Directors of Finance.

Attached to this Information Item please find the letter of intent to USAC/E-Rate and to MOSS along with the original quote from MOSS.

Thank you.



**East Lansing**  
Public Schools

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January 24, 2025

TO: Ron Spencer

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, non-webcard bid for \$81,222.54 and \$19,800.00 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 #250009724.



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

**MOSS**

Making Technology Work

## **ELPS UPS Upgrade E-Rate FY 2025**

QUOTE #347018961 V1

### **PREPARED FOR**

East Lansing Public Schools

### **PREPARED BY**

Ron Spencer

January 13, 2025

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**ELPS UPS Upgrade E-Rate FY 2025**

**Quote #347018961 v1**

**Prepared For:**  
**East Lansing Public Schools**  
 Christian Palasty  
 501 Burcham Dr  
 East Lansing, MI 48823-2782  
  
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**Prepared by:**  
**MOSS**  
 Ron Spencer  
 561 Century Ave SW  
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**P:** (616) 726-7035  
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**Date Issued:**  
**Jan 13, 2025**  
**Expires:**  
**Jan 17, 2025**  
**ERate SPIN #:**  
 143004924  
**Special Contract Ref. #:**

| Option 1A - Online Double Conversion - Lead Acid Batteries   |   |            |     |                    |
|--|---|------------|-----|--------------------|
| Part #   | Description   | Price      | Qty | Ext. Price         |
| GXT5-1500LVRT2UXL  | Vertiv Liebert GXT5 1500, 1350W, 120VAC, Rack/Tower | \$1,036.10 | 48  | \$49,732.80        |
| GXT5-2000LVRT2UXL  | Vertiv Liebert GXT5 2000, 1800W, 120VAC, Rack/Tower | \$1,360.68 | 18  | \$24,492.24        |
| <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 3-years for both the UPS and Battery, optional 2-year extended warranty is available for additional cost</i> |   |            |     |                    |
| Subtotal:  |   |            |     | <b>\$74,225.04</b> |

| Option 1B - Online Double Conversion - Lead Acid Batteries   |   |            |     |                    | * Optional |
|--|---|------------|-----|--------------------|------------|
| Part #   | Description   | Price      | Qty | Ext. Price         |            |
| GXT5-1500LVRT2UXLN   | Vertiv Liebert GXT5 1500, 1350W, 120VAC, Rack/Tower, SNMP Webcard | \$1,253.45 | 48  | \$60,165.60        |            |
| GXT5-2000LVRT2UXLN   | Vertiv Liebert GXT5 2000, 1800W, 120VAC, Rack/Tower, SNMP Webcard | \$1,578.03 | 18  | \$28,404.54        |            |
| <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 3-years for both the UPS and Battery, optional 2-year extended warranty is available for additional cost</i> |   |            |     |                    |            |
| * Optional Subtotal:   |   |            |     | <b>\$88,570.14</b> |            |

| Option 2A - Line Interactive - Lead Acid Batteries  |   |            |     |                    | * Optional |
|---|---|------------|-----|--------------------|------------|
| Part #  | Description                                       | Price      | Qty | Ext. Price         |            |
| PSI5-1500RT120  | Vertiv Liebert PSI5 1500, 1350W, 120VAC, RT, SNMP | \$596.50   | 48  | \$28,632.00        |            |
| PSI5-2200RT120  | Vertiv Liebert PSI5 2200, 1920W, 120VAC, RT, SNMP | \$1,000.78 | 18  | \$18,014.04        |            |
| <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 2-years for both the UPS and Battery, optional 1 and 3 year extended warranty available for additional cost</i> |   |            |     |                    |            |
| * Optional Subtotal:  |   |            |     | <b>\$46,646.04</b> |            |

| Option 2B - Line Interactive - Lead Acid Batteries |   |          |     |             | * Optional |
|--|---|----------|-----|-------------|------------|
| Part #   | Description                                       | Price    | Qty | Ext. Price  |            |
| PSI5-1500RT120N                                    | Vertiv Liebert PSI5 1500, 1350W, 120VAC, RT, SNMP | \$777.63 | 48  | \$37,326.24 |            |

| Option 2B - Line Interactive - Lead Acid Batteries  |   |            |     |             | * Optional         |
|---|---|------------|-----|-------------|--------------------|
| Part #  | Description                                       | Price      | Qty | Ext. Price  |                    |
| PSI5-2200RT120N   | Vertiv Liebert PSI5 2200, 1920W, 120VAC, RT, SNMP | \$1,181.90 | 18  | \$21,274.20 |                    |
| <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 2-years for both the UPS and Battery, optional 1 and 3 year extended warranty available for additional cost</i> |   |            |     |             |                    |
| * Optional Subtotal:  |   |            |     |             | <b>\$58,600.44</b> |

| Option 3A - Online Double Conversion - Lithium-Ion Batteries   |   |            |     |             | * Optional          |
|--|---|------------|-----|-------------|---------------------|
| Part #   | Description   | Price      | Qty | Ext. Price  |                     |
| GXT5LI-1500LVRT2UXL  | Vertiv Liebert GXT5 LI-ION 1500VA UPS 120VAC 2U RCK/TWR | \$1,955.18 | 48  | \$93,848.64 |                     |
| GXT5LI-2000LVRT2UXL  | Vertiv Liebert GXT5 LI-ION 2000VA UPS 120VAC 2U RCK/TWR | \$2,269.41 | 18  | \$40,849.38 |                     |
| <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>   |   |            |     |             |                     |
| * Optional Subtotal:   |   |            |     |             | <b>\$134,698.02</b> |

| Option 3B - Online Double Conversion - Lithium-Ion Batteries   |   |            |     |              | * Optional          |
|--|---|------------|-----|--------------|---------------------|
| Part #   | Description   | Price      | Qty | Ext. Price   |                     |
| GXT5LI-1500LVRT2UXLN   | Vertiv Liebert GXT5 LI-ION 1500VA UPS 120VAC 2U RCK/TWR, SNMP Webcard | \$2,193.23 | 48  | \$105,275.04 |                     |
| GXT5LI-2000LVRT2UXLN   | Vertiv Liebert GXT5 LI-ION 2000VA UPS 120VAC 2U RCK/TWR, SNMP Webcard | \$2,507.46 | 18  | \$45,134.28  |                     |
| <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>   |   |            |     |              |                     |
| * Optional Subtotal:   |   |            |     |              | <b>\$150,409.32</b> |

| Option 4A - Line Interactive - Lithium-Ion Batteries   |  |            |     |             | * Optional         |
|--|--|------------|-----|-------------|--------------------|
| Part #   | Description  | Price      | Qty | Ext. Price  |                    |
| PSI5-1500RT120LI   | Vertiv Liebert PSI5 1500, 1350W, 120VAC, Lithium-Ion, RT | \$1,074.68 | 48  | \$51,584.64 |                    |
| PSI5-2200RT120LI   | Vertiv Liebert PSI5 2200, 1350W, 120VAC, Lithium-Ion, RT | \$1,646.55 | 18  | \$29,637.90 |                    |
| <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>   |  |            |     |             |                    |
| * Optional Subtotal:   |  |            |     |             | <b>\$81,222.54</b> |

| Option 4B - Line Interactive - Lithium-Ion Batteries   |  |            |     |             | * Optional         |
|--|--|------------|-----|-------------|--------------------|
| Part #   | Description  | Price      | Qty | Ext. Price  |                    |
| PSI5-1500RT120LIN  | Vertiv Liebert PSI5 1500, 1350W, 120VAC, Lithium-Ion, RT, SNMP Webcard | \$1,255.80 | 48  | \$60,278.40 |                    |
| PSI5-2200RT120LIN  | Vertiv Liebert PSI5 2200, 1350W, 120VAC, Lithium-Ion, RT, SNMP Webcard | \$1,827.67 | 18  | \$32,898.06 |                    |
| <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>   |  |            |     |             |                    |
| * Optional Subtotal:   |  |            |     |             | <b>\$93,176.46</b> |

| 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:   |  |          |     | <b>\$122.68</b> |

| Option - Installation and Removal Services   |   |          |     | * Optional         |
|--|---|----------|-----|--------------------|
| 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 | 66  | \$19,800.00        |
| <i>Note: after removal, MOSS will bring all units to a customer designated staging area to allow for proper disposal by the owner.</i> |   |          |     |                    |
| * Optional Subtotal:   |   |          |     | <b>\$19,800.00</b> |

| Quote Summary  | Amount             |
|--|--------------------|
| Option 1A - Online Double Conversion - Lead Acid Batteries | \$74,225.04        |
| Total:   | <b>\$74,225.04</b> |


| *Optional Expenses   | One-Time            |
|--|---------------------|
| Option 1B - Online Double Conversion - Lead Acid Batteries   | \$88,570.14         |
| Option 2A - Line Interactive - Lead Acid Batteries           | \$46,646.04         |
| Option 2B - Line Interactive - Lead Acid Batteries           | \$58,600.44         |
| Option 3A - Online Double Conversion - Lithium-Ion Batteries | \$134,698.02        |
| Option 3B - Online Double Conversion - Lithium-Ion Batteries | \$150,409.32        |
| Option 4A - Line Interactive - Lithium-Ion Batteries         | \$81,222.54         |
| Option 4B - Line Interactive - Lithium-Ion Batteries         | \$93,176.46         |
| Unit Pricing - Optional 2-post Rack Mount Kit                | \$122.68            |
| Option - Installation and Removal Services                   | \$19,800.00         |
| Optional Subtotal:   | <b>\$673,245.64</b> |

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  
 01/13/2025  
 \_\_\_\_\_  
 Date

Christian Palasty  
 \_\_\_\_\_  
 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 unless there is written agreement of both parties to extend the initial pricing. Any changes to this proposal will require a change order with adjusted costs.
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.