

NEW

State of Maine**Master Agreement****Effective Date:** 12/05/17**Expiration Date:** 12/04/20**Master Agreement Description:** APC Uninterruptible Power Supplies (UPS)**Buyer Information**

Justin Franzose 207-624-7337 ext. justin.franzose@maine.gov

Issuer Information

JOAN BOLDUC 207-624-9904 ext. JOAN.BOLDUC@MAINE.GOV

Requestor Information

Jason Box 207-624-9897 ext. jason.j.box@maine.gov

Authorized Departments

ALL

Vendor Information**Vendor Line #:** 1**Vendor ID**

VC1000000491

Vendor Name

ACE OFFICE SUPPLIES

Alias/DBA**Vendor Address Information**

631 TRIUMPH CT

UNIT 5

ORLANDO, FL 32805

US

Vendor Contact Information

BAKUL KAMANI

407-523-6440 ext.

brkamani@hotmail.com

Commodity Information

Vendor Line #: 1

Vendor Name: ACE OFFICE SUPPLIES

Commodity Line #: 1

Commodity Code: 20714

Commodity Description: APC Uninterruptible Power Supplies (UPS)

Commodity Specifications: AS PER THE SPECIFICATIONS ATTACHED AND MADE PART OF THIS MA.

Quantity 0.00000	UOM	Unit Price \$0.00
Delivery Days 15	Free on Board	
Contract Amount \$0.00	Service Start Date	Service End Date
Catalog Name UPS	Discount 0.0000 %	
	Discount Start Date 12/05/17	Discount End Date 12/04/20

VENDOR/CUSTOMER CODE	SUPPLIER PART NUMBER	SUPPLIER NAME	MANUFACTURER N°	MANUFACTURER PART NUMBER	COMMODITY	ITEM DESCRIPTION	EXTENDED DESCRIPTION	UNIT OF MEAS	LIST PRICE	DELIVERY DA
VC100000491	AP9562	ACE OFFICE	APC		20714	APC Rack PDU, Basic	N/A	EA	\$88.99	10
VC100000491	AP9626	ACE OFFICE	APC		20714	APC Step-Down Rack-mountable T	N/A	EA	\$533.10	10
VC100000491	SYOPT12	ACE OFFICE	APC		20714	Two Post Rail Kit	N/A	EA	\$142.39	10
VC100000491	AP9630	ACE OFFICE	APC		20714	APC UPS Network Management C	N/A	EA	\$284.99	10
VC100000491	APCRBC140	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$497.50	10
VC100000491	APCRBC105	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$338.19	10
VC100000491	APCRBC115	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$231.39	10
VC100000491	APCRBC117	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$338.19	10
VC100000491	APCRBC118	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$305.99	10
VC100000491	EDRBC57	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$258.09	10
VC100000491	RBC11	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$311.49	10
VC100000491	RBC24	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$275.89	10
VC100000491	RBC25	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$364.00	10
VC100000491	RBC26	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$213.59	10
VC100000491	RBC27	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$364.00	10
VC100000491	RBC43	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$347.09	10
VC100000491	RBC48	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$88.99	10
VC100000491	RBC55	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$320.39	10
VC100000491	RBC7	ACE OFFICE	APC		20714	APC Replacement Battery Cartridg	N/A	EA	\$142.39	10
VC100000491	SMT1500	ACE OFFICE	APC		20714	APC Smart-UPS 1500VA LCD 120	N/A	EA	\$489.50	10
VC100000491	SMT1500X413	ACE OFFICE	APC		20714	APC Smart-UPS 1500VA Tower UI	N/A	EA	\$550.50	10
VC100000491	SMX1500RM2UNC	ACE OFFICE	APC		20714	APC Smart-UPS X 1500VA Rack/T	N/A	EA	\$10,285.00	10
VC100000491	SMX120RMBP2U	ACE OFFICE	APC		20714	APC Smart-UPS X 120V External E	N/A	EA	\$707.85	10
VC100000491	SMX2000RMLV2UNC	ACE OFFICE	APC		20714	APC Smart-UPS X 2000VA Rack/T	N/A	EA	\$1,400.00	10
VC100000491	SMX3000RMLV2UNC	ACE OFFICE	APC		20714	APC Smart-UPS X 3000VA Rack/T	N/A	EA	\$1,662.50	10
VC100000491	SRT5KRMXLT	ACE OFFICE	APC		20714	APC Smart-UPS SRT 5000VA RM	N/A	EA	\$3,806.25	10
VC100000491	SYBT5	ACE OFFICE	APC		20714	APC Symmetra LX Battery Module	N/A	EA	\$497.50	10

**STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
BUREAU OF GENERAL SERVICES
DIVISION OF PURCHASES**

RFQ # 18B 1708220000000000107

APC Uninterruptible Power Supplies (UPS)

Quotations/Responses Due: 9/01/2017 not later than 4:00 p.m. local time

Note: All questions and responses must be provided via the State of Maine's e-Procurement system: AdvantageME / Vendor Self Service (VSS).

General Instructions on Bidder Questions

It is the responsibility of each Bidder to examine the entire RFQ and to seek clarification by submitting questions through the Q & A List tab on the Solicitation page. Any answers to questions will appear there as well. It is the vendor's responsibility to log in to view all questions and answers posted. Additional information obtained any other way will not be valid.

In the event that you must contact us for any other reasons than the Q & A previously mentioned, only the Buyer listed on the Solicitation page may be contacted from the time this RFQ is issued until award notification is made. No other person/State employee is empowered to make binding statements regarding this RFQ. Violation of this provision may lead to disqualification from the bidding process, at the State's discretion.

Summary

For this competitive Request for Quotations (RFQ) process, the State of Maine Division of Purchases ("Division") is acting on behalf of Office of Information Technology ("Requesting Department"). The Division and the Requesting Department seek quotations (also referred to as "bids" or "responses" herein) to provide the goods/services listed above. This document provides instructions and descriptions of requirements for this competitive process.

RFQ REQUIREMENTS

1. Description of Requirements

The following is a description of the goods and/or services sought by the State of Maine under this RFQ.

- Please see Appendix B

2. Bid Contents Requirements

In addition to the cost, delivery, and other information required in VSS, all bids should contain the following information as attachments, in the Appendices listed below:

- Appendix A: Bid Cover Page
- Appendix B: Detailed Specifications
- Appendix C: Cost Response
- Appendix D: Municipality Participation

3. Master Agreement Term

In addition to any mutually agreed upon delivery dates for purchases of goods, the contract resulting from this RFQ will have a term, or “Period of Performance”, during which the contract is considered to be in effect. The anticipated contract term is defined in the table below. Please note that the dates below are estimated and may be adjusted as necessary in order to comply with all procedural requirements associated with this RFQ and the contracting process. The actual contract start date will be established by the completed and approved contract.

Contract Renewal: Following the initial term of the contract, the Division may opt to renew the contract for two renewal periods of one year each, subject to continued availability of funding and satisfactory delivery/performance.

The term of the anticipated contract, resulting from this RFQ, is defined as follows:

Period	Start Date	End Date
Initial Period of Performance	9/18/2017	9/17/2020
Renewal Period #1		
Renewal Period #2		

4. Submitting a Quotation

- a. **Quotations Due:** Quotations must be received no later than 4:00 p.m. Eastern Standard Time (EST), on the date listed in VSS. Quotations received after the 4:00 p.m. deadline will not be accepted.
- b. **Submission Instructions:** Bidders must submit their bids in the State of Maine's electronic procurement system: Advantage "Vendor Self Service" (VSS). More information on this system can be found at the following internet link:
<http://www.maine.gov/purchases/venbid/rfq.shtml>.
- c. **Multiple Quotations:** Unless specifically prohibited in Section 1 of this RFQ, Bidders are permitted to submit multiple quotations for this RFQ, offering alternative items or pricing for the State of Maine to consider in its best value determination.
- d. **Withdrawal of a Quotation:** Bidders are permitted to withdraw their own quotations up until the due date and time for receipt of quotations. To do so, a Bidder must enter the VSS system (as referenced above), identify and open their submitted quotation located in the Solicitation Responses tab, and click the "Withdraw" button found at the bottom of the screen. Quotations cannot be withdrawn after the due date and time for receipt of quotations.
- e. **Attachments:** Any attachments provided with the Advantage VSS bid submission must be in MS Word, MS Excel, or Adobe (.pdf) format, unless otherwise specified in Section 1 of this RFQ. Vendors are encouraged to submit supporting documentation that aid the requesting department in understanding how the bid conforms to the requirements. **The VSS attachment file size limit is 2Mb.** Please contact the buyer for this RFQ if you must submit attachment files larger than this.
- f. **Vendor specifications:** Unless otherwise stated in this RFQ document, limited specification information will be required upon submission of a bid in response to this RFQ. However, a Bidder's response should include an affirmative statement that their bid complies with all requirements of this RFQ, unless the Bidder specifically addresses how its bid differs from the specifications, and why the differences should be deemed acceptable by the State.

5. General Instructions

- a. The Bidder must submit a cost quotation response that covers the goods and term of the contract, including any optional renewal.
- b. The cost quotation shall include the costs necessary for the Bidder to fully comply with the contract terms and conditions and RFQ requirements.
- c. Failure to provide the requested information may result in the exclusion of the quotation from consideration, at the discretion of the Division.
- d. No costs related to the preparation of the quotation for this RFQ or to the negotiation of the contract with the Department may be included in the quotation.

- e. The State is exempt from the payment of Federal, State and local Taxes on articles not for resale. Please provide quotations that do not include these taxes. Upon application, an exemption certificate can be furnished by the State at the point of contract finalization.

6. Quotation Evaluation and Selection

Evaluation of the submitted quotations shall be accomplished as detailed below:

- a. State of Maine RFQ documents are evaluated on a **Best Value** basis. The term “Best Value” may take into consideration the qualities of the goods or services to be supplied, their conformity with the specifications listed in the RFQ, the purposes for which they are required, the date of delivery, and the best interest of the State. Once the goods or services have been determined to conform to the specifications then the Division will make its award decision based on the lowest price among the Bidders.
- b. At the discretion of the Division, if a Bidder’s submission is deemed to not conform to the specifications listed in the RFQ, or otherwise not conform to the requirements of the RFQ, then that Bidder’s submission may not be considered for contract award.
- c. In the event that no Bidder submission conforms to the specifications of this RFQ, then the Division may choose not to make any award. Alternatively, the Division may make an award to the Best Value Bidder whose specifications *most closely meet* the specifications of this RFQ. For example, if there are five specification requirements, and two responses are received with one Bidder meeting four requirements, and one bidder meeting three requirements, then the Division, at its discretion, may make a contract award to the Bidder meeting four requirements.
- d. If the specifications provided with this RFQ are of a technical nature, then the Division’s RFQ Coordinator, at his or her discretion, may seek to use an evaluation team comprised of subject matter experts, end-users from the Requesting Department, or other State Department representatives. In such a case, the evaluation team will judge the merits of the quotations received in accordance with the best value criteria defined in the RFQ.
- e. **Maine Business Consideration for commodities or services valued at \$50,000 or more**
 - i. Award will be made to Maine Businesses who propose a cost within 5% of the low cost bid submitted by a non-Maine Business, if they have an equivalent specification. Best value considerations may affect the outcome of the bid evaluation.
 - ii. Equivalent specification means that bids being considered meet or exceed specifications provided in the RFQ document including any best value considerations, or are equal in specification as described above in section c.

iii. Definition of a Maine Business

1. A Maine business is one that can certify and show proof of each of the following:

- a. Physical location within the borders of Maine
- b. Employment of at least one Maine resident

- c. Subject to State of Maine taxes such as the following:
 - i. Business Income, or Corporate Income
 - ii. Property
 - iii. Employment – Unemployment, worker’s compensation

- iv. Bidders, who want to be considered a Maine Business for evaluation and award purposes, must certify by their signature on the Proposal Cover page that they meet the definition of a Maine Business. Upon the award of a contract on the basis of this consideration, additional proof may be required from an awarded Maine Business.

- v. The use of this information in making contract award decisions is required in accordance with Executive Order 2017-003, which states “Evaluators of competitive bids for goods and services shall give consideration to the investment in the State by business enterprises as a best-value criterion. Consideration for Maine business enterprises may result in low cost or top scoring bids not being considered as the best-value for the State of Maine.”

7. Negotiations

- a. No Best and Final Offers: The State of Maine will not seek a best and final offer (BAFO) from any Bidder in this procurement process. All Bidders are expected to provide their Best Value pricing with the submission of their quotation.
- b. The Division reserves the right to negotiate with the successful Bidder to finalize a contract at the same rate or cost of goods and services as presented in the selected quotation. Such negotiations may not significantly vary the content, nature or requirements of the quotation or the RFQ to an extent that may affect the price of goods or services requested. The Division reserves the right to terminate contract negotiations with a selected Bidder who submits a proposed contract significantly different from the quotation submitted in response to the RFQ.
- c. In the event that an acceptable contract cannot be negotiated with the highest ranked Bidder, the Division may withdraw its award and negotiate with the next-highest ranked Bidder, and so on, until an acceptable contract has been finalized. Alternatively, the Division may cancel the RFQ, at its sole discretion.

TERMS AND CONDITIONS FOR RFQ AND CONTRACT

PART I GENERAL INFORMATION ON RFQs

A. Purpose and Background

The State of Maine (“State”) Department of Administrative and Financial Services (“Department”), Bureau of General Services (“Bureau”), Division of Purchases (“Division”) acts as the purchasing agent on behalf of all Executive Departments and other agencies within State Government. For this competitive Request for Quotations (RFQ) process, the Division is acting on behalf of the Requesting Department listed on the cover page. The Division and the Requesting Department seek quotations (also referred to as “bids” or “responses” herein) to provide the goods/services as defined above in Section 1 of this document. This document provides instructions for submitting quotations, the procedure and criteria by which the Bidder(s) will be selected, and the contractual terms which will govern the relationship between the State and the awarded Bidder(s). Following Bidder selection and upon reaching a mutual agreement, the State and the selected Bidder will enter into a contract – taking the form of a State of Maine Master Agreement or Buyer Purchase Order (all generally referred to as “contract” herein), as applicable.

B. General Provisions

1. Issuance of this RFQ does not commit the Division or the Requesting Department to issue an award or to pay expenses incurred by a Bidder in the preparation of a response to this RFQ. This includes attendance at personal interviews or other meetings and software or system demonstrations, where applicable.
2. All responses to this RFQ should adhere to the instructions and format requirements outlined in this RFQ and all written supplements and amendments (such as the Division’s answers to the Bidders’ questions submitted through the VSS), as issued by the Division. Responses are to follow the format and respond to all questions and instructions specified above in the “Submitting a Quotation” section of this RFQ.
3. Bidders shall take careful note that in evaluating a quotation submitted in response to this RFQ, the Department may consider materials provided in the quotation, information obtained through interviews/presentations (if any), and internal information of previous contract history between the Division and the Bidder (if any). The Division also reserves the right to consider other reliable references and publicly available information available in evaluating a Bidder’s experience and capabilities, if needed. All responses to this RFQ shall be considered to be authorized to legally bind the Bidder, and if selected for award, shall contain or be considered to contain a statement that the quotation and the pricing contained therein will remain valid and binding for a period of at least 180 days from the date and time of the bid opening.
4. The RFQ and the selected Bidder’s quotation, including all appendices or attachments, may be incorporated in the final contract.
5. Following announcement of an award decision, all submissions in response to this RFQ will be considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA) (1 M.R.S. §§ 401 et seq.).
6. The Division, at its sole discretion, reserves the right to recognize and waive minor informalities and irregularities found in quotations received in response to this RFQ.

7. The Division reserves the right to authorize other State Departments to use the contract(s) resulting from this RFQ, if it is deemed to be beneficial for the State to do so.
8. All applicable laws, whether or not herein contained, shall be included by this reference. It shall be Bidder's responsibility to determine the applicability and requirements of any such laws and to abide by them.

C. Eligibility to Submit Bids

Public agencies, private for-profit companies, and non-profit companies and institutions are invited to submit bids in response to State of Maine Requests for Quotations.

D. Delivery Terms

For the purchase of goods, the Division and selected Bidder will decide upon a delivery date in accordance with the State's requirements and the terms offered in the Bidder's quotation. Unless stated otherwise in Section 1 of this RFQ, all deliveries are expected with shipping terms of "Free on Board (FOB) – Destination". The State intends for this to mean that all goods shall be priced in the bid response to include shipping charges, if any, to the State's desired location. The "FOB – Destination" shipping term is also intended to mean that the State shall not bear any responsibility for the goods in question until the State takes possession of them at the destination point of delivery.

E. Alternate Bids and Approved Equals

When, in bid forms and specifications, an article or material is identified by using a trade name and catalog number of a manufacturer or vendor, the term "or approved equal," if not inserted with the identification, is implied. Any Bidder that seeks to propose an alternate item from what is specified in this RFQ should refer to State of Maine Statute 5 MRSA §1825-B, for "Bids, awards and contracts", found here: <http://www.mainelegislature.org/legis/statutes/5/title5sec1825-B.html>

F. Appeal of Contract Awards

Any person aggrieved by the award decision that results from this RFQ may appeal the decision to the Director of the Bureau of General Services in the manner prescribed in 5 MRSA § 1825-E and 18-554 Code of Maine Rules, Chapter 120 (found here: <http://www.maine.gov/purchases/policies/120.shtml>). The appeal must be in writing and filed with the Director of the Bureau of General Services, 9 State House Station, Augusta, Maine, 04333-0009 within 15 calendar days of receipt of notification of contract award.

If this RFQ results in the creation of a pre-qualified or pre-approved list of vendors, then the appeal procedures mentioned above are available upon the original determination of that vendor list, but not during subsequent competitive procedures involving only the pre-qualified or pre-approved list participants.

PART II CONTRACT ADMINISTRATION AND CONDITIONS

A. Contract Document

The successful Bidder will be required to execute a contract in the form of a State of Maine Buyer Purchase Order, Contract Agreement to Purchase Services or State of Maine Master Agreement.

The Standard Terms and Conditions used with the aforementioned contract types may be found on the Division of Purchases website at the following link:

http://www.maine.gov/purchases/info/forms/BPO_General_Terms.doc

In the event that the State of Maine's Standard Terms and Conditions or RFQ provisions do not otherwise cover contractual scenarios that are specific to the goods or services being purchased under this RFQ, then the State is willing to consider a Bidder's standard terms and conditions. Consideration or use of a Bidder's standard terms and conditions shall only occur under the general agreement that in the event of a conflict, the State of Maine's Standard Terms and Conditions and RFQ provisions shall take precedence.

Other forms and contract documents commonly used by the State can be found on the Division of Purchases website at the following link: <http://www.maine.gov/purchases/info/forms.shtml>

B. Independent Capacity

In providing services and performing under the contract, the successful Bidder shall act independently and not as an agent of the State of Maine.

C. Payments and Other Provisions

The State anticipates paying the selected Bidder for goods and services received, on the basis of net 30 payment terms, upon the receipt of an accurate and acceptable invoice. An invoice will be considered accurate and acceptable if it contains a reference to the State of Maine contract number, contains correct pricing information relative to the contract, and provides any required supporting documents, as applicable, and any other specific and agreed-upon requirements listed within the contract that results from this RFQ.

The State of Maine reserves the right to pay for goods purchased through this solicitation by any of several available means, which include but may not be limited to check, EFT, and/or procurement card. Bidders are advised that state statute precludes sellers from imposing a surcharge on credit or debit card purchases (text follows):

"9-A MRSA §8-303 (2): A seller in a sales transaction may not impose a surcharge on a cardholder who elects to use a credit card or debit card in lieu of payment by cash, check or similar means."

Appendix A

**STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
DIVISION OF PURCHASES**

BID COVER PAGE and DEBARMENT FORM

Bidder's Organization Name: ACE OFFICE SUPPLIES		
Chief Executive - Name/Title: BAKUL R. KAMANI PRESIDENT		
Tel: 407-523-6440	Fax: 407-523-6388	E-mail: BRKAMANI@ACEOFFICESUPPLY.COM
Headquarters Street Address: 631 TRIUMPH COURT, UNIT # 5		
Headquarters City/State/Zip: ORLANDO, FL, 32805		
<i>(provide information requested below if different from above)</i>		
Lead Point of Contact for Bid - Name/Title:		
Tel:	Fax:	E-mail:
Street Address:		
City/State/Zip:		

Are you a Maine Business as defined in this RFQ under RFQ Requirements, Section 6. Quotation Evaluation and Selection?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
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By signing below Bidder affirms:

- Their bid complies with all requirements of this RFQ; and
- This bid and the pricing structure contained herein will remain firm for a period of 180 days from the date and time of the bid opening; and
- That no personnel currently employed by the Department or any other State agency participated, either directly or indirectly, in any activities relating to the preparation of the Bidder's proposal; and
- That no attempt has been made or will be made by the Bidder to induce any other person or firm to submit or not to submit a proposal; and
- The undersigned is authorized to enter into contractual obligations on behalf of the above-named organization.

Name: Bakul R. Kamani	Title: PRESIDENT
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Authorized Signature:

BR Kamani

Date: 08/31/2017

Debarment, Performance, and Non-Collusion Certification

By signing this document I certify to the best of my knowledge and belief that the aforementioned organization, its principals, and any subcontractors named in this proposal:

- a. Are not presently debarred, suspended, proposed for debarment, and declared ineligible or voluntarily excluded from bidding or working on contracts issued by any governmental agency.
- b. Have not within three years of submitting the proposal for this contract been convicted of or had a civil judgment rendered against them for:
 - i. fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state or local government transaction or contract.
 - ii. violating Federal or State antitrust statutes or committing embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
 - iii. are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or Local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and
 - iv. have not within a three (3) year period preceding this proposal had one or more federal, state or local government transactions terminated for cause or default.
- c. Have not entered into a prior understanding, agreement, or connection with any corporation, firm, or person submitting a response for the same materials, supplies, equipment, or services and this proposal is in all respects fair and without collusion or fraud. The above mentioned entities understand and agree that collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards.

- **Failure to provide this certification may result in the disqualification of the Bidder's proposal, at the discretion of the Department.**

To the best of my knowledge all information provided in the enclosed proposal, both programmatic and financial, is complete and accurate at the time of submission.

Name: BAKUL R. KAMANI	Title: PRESIDENT
Authorized Signature: BR Kamani	Date: 8/31/2017

Appendix B

STATE OF MAINE DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES DIVISION OF PURCHASES

DETAILED SPECIFICATIONS

RFQ # 18B 1708220000000000107

APC Uninterruptible Power Supplies (UPS)

The State of Maine, Office of Information Technology (OIT), has chosen APC Uninterruptible Power Supplies (UPS) as its UPS solution for the protection of the State of Maine's distributed voice and data network infrastructure, with an installed base of more than 500 APC UPS's across the State. OIT uses APC UPS equipment and has built its service and status monitoring around that equipment. OIT uses SolarWinds Orion network performance monitoring software to monitor UPS status/performance and to alert when issues arise or replacement is required.

The purpose of this Request for Quotes is to select a vendor to supply APC UPS's, and related parts, software or cabling, for a period of three (3) years. The State is soliciting quotes to get best equipment prices, using global discount level pricing, for APC's line of uninterruptible power supplies. The State of Maine does not seek and will not consider proposals offering other equipment and services. OIT operates two major data centers in Augusta Maine. Data center UPS service and support has been procured separately and is out-of-scope of this agreement.

The State of Maine seeks the best available pricing and service features for this equipment.

Planning and Ordering

OIT will plan and size the UPS needed for each site. OIT will issue purchase orders for equipment. OIT will maintain records of UPS equipment in-service.

Warranty, Maintenance and Support

All product supplied under this agreement should be priced to include standard warranty on APC products.

Disposal

The State of Maine will dispose of batteries through its standard surplus property process unless defective and returned for swap. Batteries, after removal from service, are returned to Augusta, Maine.

Optional Removal and Install Services

The State is considering including services for occasional vendor replacement of UPS equipment at existing State sites. That is, vendor UPS delivery to State location, vendor removal of in-service UPS (or batteries), vendor installation of replacement UPS/batteries, vendor confirmation the equipment is operating properly and vendor drop off of removed equipment at the State of Maine Central Maine

Commerce Center buildings in Augusta, Maine. This work would only be done at in-service/existing sites not new sites. No electrical wiring changes beyond plug/un-plug of equipment would be performed. Vendor staff would be escorted by a State employee to the network closet. These service visits could occur anywhere State offices are located across the State of Maine.

- ❖ Vendor staff replacing equipment may come into contact with confidential information whether in paper, on worker screens, etc. Vendor and vendor personnel shall not disclose such information. Vendor and vendor personnel shall comply with all information security terms of resulting agreement.
- ❖ Vendor staff may be required to pass a finger print based background check, or tax check, if assigned to work on selected sites.

Terms:

- Vendor must be an APC Reseller;
- Provide a certificate/proof that Vendor is an authorized APC Reseller;
- If bidder is using another firm to supply the UPS equipment, vendor shall provide proof that this firm is a certified APC reseller/supplier and provide information on the firm's relationship with the bidder. The State of Maine needs to verify it will receive new APC equipment from a valid channel with equipment warranties valid and in effect.
- The State reserves the right to use the NASPO Value Point Computer Equipment and Peripherals Agreement if pricing is better through that channel;
- Equipment or parts to be delivered within 14 business days from the receipt of an order;
- All shipping and handling costs for delivery to Augusta, Maine must be included at no additional cost;
- If shipping is requested to a non-Augusta, Maine location, the State will pay any additional fees.
- Payment for equipment, parts, etc. after delivery of service/items to the State per standard terms;
- Award will be in the form of a Master Agreement and the contract will be for three (3) years with two (2) one (1) year optional renewal extensions.

Bid Cost Format

- (1) Vendors must specify their global discount as a percentage off manufacturer's suggested retail price (MSRP) for APC's complete line of uninterruptible power supplies and add-ons.
- (2) Vendors must complete table A below and submit it with the bid response.
- (3) Vendor shall provide proof of APC reseller/supplier status or equivalent.

For the purpose of this bid the following rate charts should be completed. OIT has selected some of the more commonly installed products as a basis for evaluating the bids. OIT is not ordering this equipment now but, is selecting a vendor to supply the equipment over three (3) years. OIT may order other UPS equipment not quoted below under the resulting Master Agreement based on its technical requirements. Bidders must complete the following cost table. The APC Smart-UPS X 1500VA Rack/Tower LCD 120V with Network Card pricing is requested with a quantity of 10 because that is the most frequently installed model of UPS.

Table A

Discounted cost for commonly purchased UPS equipment inclusive of all shipping and handling costs to Augusta Maine:

MFG PART #	ITEM DESCRIPTION	QTY	LIST PRICE	% DISCOUNT	DISCOUNTED UNIT PRICE	FINAL PRICE (DISCOUNTED PRICE X QTY)
AP9562	APC Rack PDU, Basic	1	99.99	11	88.99	88.99
AP9626	APC Step-Down Rack-mountable Transformer	1	599.00	11	533.10	533.10
SYOPT12	Two Post Rail Kit	1	159.99	11	142.39	142.39
AP9630	APC UPS Network Management Card	1	319.99	11	284.99	284.99
APCRBC140	<u>APC Replacement Battery Cartridge #140</u>	1	559.00	11	497.50	497.50
APCRBC105	<u>APC Replacement Battery Cartridge #105</u>	1	379.99	11	338.19	338.19
APCRBC115	<u>APC Replacement Battery Cartridge #115</u>	1	259.99	11	231.39	231.39
APCRBC117	<u>APC Replacement Battery Cartridge #117</u>	1	379.99	11	338.19	338.19
APCRBC118	<u>APC Replacement Battery Cartridge #118</u>	1	339.99	11	305.99	305.99
EDRBC57	<u>APC Replacement Battery Cartridge #57</u>	1	289.99	11	258.09	258.09
RBC11	<u>APC Replacement Battery Cartridge #11</u>	1	349.99	11	311.49	311.49
RBC24	<u>APC Replacement Battery Cartridge #24</u>	1	309.99	11	275.89	275.89
RBC25	<u>APC Replacement Battery Cartridge #25</u>	1	409.00	11	364.00	364.00
RBC26	<u>APC Replacement Battery Cartridge #26</u>	1	239.99	11	213.59	213.59
RBC27	<u>APC Replacement Battery Cartridge #27</u>	1	409.00	11	364.00	364.00
RBC43	<u>APC Replacement Battery Cartridge #43</u>	1	389.99	11	347.09	347.09
RBC48	<u>APC Replacement Battery Cartridge #48</u>	1	99.99	11	88.99	88.99
RBC55	<u>APC Replacement Battery Cartridge #55</u>	1	359.99	11	320.39	320.39
RBC7	<u>APC Replacement Battery Cartridge #7</u>	1	159.99	11	142.39	142.39
SMT1500	<u>APC Smart-UPS 1500VA LCD 120V</u>	1	559.00	12.5	489.50	489.50
SMT1500X413	APC Smart-UPS 1500VA Tower UPS 980 Watts	1	629.00	12.5	550.50	550.50
SMX1500RM2UNC	APC Smart-UPS X 1500VA Rack/Tower LCD 120V with Network Card	10	1175.00	12.5	1028.50	10,285.00

MFG PART #	ITEM DESCRIPTION	QTY	LIST PRICE	% DISCOUNT	DISCOUNTED UNIT PRICE	FINAL PRICE (DISCOUNTED PRICE X QTY)
SMX120RMBP2U	APC Smart-UPS X 120V External Battery Pack Rack/Tower	1	809.00	12.5	707.85	707.85
SMX2000RMLV2UNC	APC Smart-UPS X 2000VA Rack/Tower LCD 100-127V with Network Card	1	1600.00	12.5	1400.00	1400.00
SMX3000RMLV2UNC	APC Smart-UPS X 3000VA Rack/Tower LCD 100-127V with Network Card	1	1900.00	12.5	1662.50	1662.5
SRT5KRMXLT	APC Smart-UPS SRT 5000VA RM 208V	1	4350.00	12.5	3806.25	3806.25
SYBT5	APC Symmetra LX Battery Module	1	559.00	11	497.50	497.50
TOTAL PRICE \$				NA	\$	\$24,845.75
		<ul style="list-style-type: none"> • Use the final price above, highlighted in green, for the response to the computer quote request. • Include/attach this completed form with the RFQ response. 				

Minimum Global Discount Percentage from List Price	10%
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- A. Optional Removal and Install Service:
- a. Identify if bidder can provide these services.
 - b. Bidder response shall indicate how charges to the state shall be calculated.
 - i. Travel time if applicable including how determined and minimum/maximum charge and mileage charges.
 - ii. Hourly rate including overtime rates if applicable
 - iii. Minimum time (charge) to be billed per service call.
 - iv. State will consider a flat labor and travel cost per service call.
 - c. Provide a cost quote for the service. This is not a mandatory service. Insert rates below.

Optional UPS Removal / Install Service (add rows as necessary)	Rate/Cost
WILL BE AVAILABLE UPON REQUEST BASED ON CONDITIONS	

The State will select the best value bid respondent based on the bid cost table (A) and establish a 3-year Master Purchase Agreement with that vendor. This agreement may be used by any State of Maine government unit.

Appendix C

**STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
DIVISION OF PURCHASES**

COST RESPONSE

RFQ # 18B 1708220000000000107

APC Uninterruptible Power Supplies (UPS)

All responses to this RFQ will require a cost quotation response, in a format selected by the State of Maine. That format is described below.

Please download this document to your desktop, fill out required sections (Appendix A Bid Cover Page & Debarment Form), and attach to your response in VSS, along with requested documents. For your electronic response in VSS, please put the total price in the unit price field.

Requested documents:

- Appendix A: Bid Cover Page
- Appendix B: Detailed Specifications
- Detailed Itemized Quote
- Product Data/Information Sheets

Appendix D

STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
DIVISION OF PURCHASES

Municipality Political Subdivision and School District
Participation Certification

RFQ # 18B 1708220000000000107

APC Uninterruptible Power Supplies (UPS)

The Division of Purchases is committed to providing purchasing opportunities for **municipalities, political subdivisions and school districts** in Maine by allowing them access, through our vendors, to our contract pricing. A bidder's willingness to extend contract pricing to these entities will be taken into consideration in making awards.

Will you accept orders from political subdivisions and school districts in Maine at the prices quoted?

Yes

Yes with conditions as follows:

No

Name of Company:

ACE OFFICE SUPPLIES

Address:

631 TRIUMPH COURT, UNIT # 5 ORLANDO
FL 32805

Signature:

BR Kamman

Date:

8/31/2017

STATE OF MAINE

GENERAL TERMS AND CONDITIONS FOR GOODS AND/OR SERVICES UNDER BUYER PURCHASE ORDERS (BPOs) AND MASTER AGREEMENTS (MAs)

1. **DEFINITIONS:** The following definitions are applicable to these standard terms and conditions:
 - a. The term “Buyer” or “State” shall refer to the Government of the State of Maine or a person representing the Government of the State of Maine.
 - b. The term “Department” or “DAFS” shall refer to the State of Maine Department of Administrative and Financial Services.
 - c. The term “Bureau” or “BGS” shall refer to the State of Maine Bureau of General Services.
 - d. The term “Division” shall refer to the State of Maine Division of Purchases.
 - e. The term “Contractor”, “Vendor”, or “Provider” shall refer to the organization that is providing goods and/or services through the contract to which these standard terms and conditions have been attached and incorporated.
 - f. The term “Contract” or “Agreement” shall refer to the contract document to which these standard terms and conditions apply, taking the format of a Buyer Purchase Order (BPO) or Master Agreement (MA) or other contractual document that is mutually agreed upon between the State and the Contractor.

2. **WARRANTY:** The Contractor warrants the following:
 - a. That all goods and services to be supplied by it under this Contract are fit and sufficient for the purpose intended, and
 - b. That all goods and services covered by this Contract will conform to the specifications, drawing samples, symbols or other description specified by the Division, and
 - c. That such articles are merchantable, good quality, and free from defects whether patent or latent in material and workmanship, and
 - d. That all workmanship, materials, and articles to be provided are of the best grade and quality, and
 - e. That it has good and clear title to all articles to be supplied by it and the same are free and clear from all liens, encumbrances and security interest.

Neither the final certificate of payment nor any provision herein, nor partial nor entire use of the articles provided shall constitute an acceptance of work not done in accordance with this agreement or relieve the Contractor liability in respect of any warranties or responsibility for faulty material or workmanship. The Contractor shall remedy any defects in the work and pay any damage to other work resulting therefrom, which shall appear within one year from the date of final acceptance of the work provided hereunder. The Division of Purchases shall give written notice of observed defects with reasonable promptness.

3. **TAXES:** Contractor agrees that, unless otherwise indicated in the order, the prices herein do not include federal, state, or local sales or use tax from which an exemption is available for purposes of this order. Contractor agrees to accept and use tax exemption certificates when supplied by the Division as applicable. In case it shall ever be determined that any tax included in the prices herein was not required to be paid by Contractor, Contractor agrees to notify the Division and to make prompt application for the refund thereof, to take all proper steps to procure the same and when received to pay the same to the Division.

4. **PACKING AND SHIPMENT:** Deliveries shall be made as specified without charge for boxing, carting, or storage, unless otherwise specified. Articles shall be suitably packed to secure lowest

transportation cost and to conform to the requirements of common carriers and any applicable specifications. Order numbers and symbols must be plainly marked on all invoices, packages, bills of lading, and shipping orders. Bill of lading should accompany each invoice. Count or weight shall be final and conclusive on shipments not accompanied by packing lists.

5. DELIVERY: Delivery should be strictly in accordance with delivery schedule. If Contractor's deliveries fail to meet such schedule, the Division, without limiting its other remedies, may direct expedited routing and the difference between the expedited routing and the order routing costs shall be paid by the Contractor. Articles fabricated beyond the Division's releases are at Contractor's risk. Contractor shall not make material commitments or production arrangements in excess of the amount or in advance of the time necessary to meet delivery schedule, and, unless otherwise specified herein, no deliveries shall be made in advance of the Division's delivery schedule. Neither party shall be liable for excess costs of deliveries or defaults due to the causes beyond its control and without its fault or negligence, provided, however, that when the Contractor has reason to believe that the deliveries will not be made as scheduled, written notice setting forth the cause of the anticipated delay will be given immediately to the Division. If the Contractor's delay or default is caused by the delay or default of a subcontractor, such delay or default shall be excusable only if it arose out of causes beyond the control of both Contractor and subcontractor and without fault of negligence or either of them and the articles or services to be furnished were not obtainable from other sources in sufficient time to permit Contractor to meet the required delivery schedule.

6. FORCE MAJEURE: The State may, at its discretion, excuse the performance of an obligation by a party under this Agreement in the event that performance of that obligation by that party is prevented by an act of God, act of war, riot, fire, explosion, flood or other catastrophe, sabotage, severe shortage of fuel, power or raw materials, change in law, court order, national defense requirement, or strike or labor dispute, provided that any such event and the delay caused thereby is beyond the control of, and could not reasonably be avoided by, that party. The State may, at its discretion, extend the time period for performance of the obligation excused under this section by the period of the excused delay together with a reasonable period to reinstate compliance with the terms of this Agreement.

7. INSPECTION: All articles and work will be subject to final inspection and approval after delivery, notwithstanding prior payment, it being expressly agreed that payment will not constitute final acceptance. The Division of Purchases, at its option, may either reject any article or work not in conformity with the requirements and terms of this order, or re-work the same at Contractor's expense. The Division may reject the entire shipment where it consists of a quantity of similar articles and sample inspection discloses that ten (10%) percent of the articles inspected are defective, unless Contractor agrees to reimburse the Division for the cost of a complete inspection of the articles included in such shipment. Rejected material may be returned at Contractor's risk and expense at the full invoice price plus applicable incoming transportation charges, if any. No replacement of defective articles of work shall be made unless specified by the Division.

8. INVOICE: The original and duplicate invoices covering each and every shipment made against this order showing Contract number, Vendor number, and other essential particulars, must be forwarded promptly to the ordering agency concerned by the Vendor to whom the order is issued. Delays in receiving invoice and also errors and omissions on statements will be considered just cause for withholding settlement without losing discount privileges. All accounts are to be carried in the name of the agency or institution receiving the goods, and not in the name of the Division of Purchases.

9. ALTERATIONS: The Division reserves the right to increase or decrease all or any portion of the work and the articles required by the bidding documents or this agreements, or to eliminate all or any portion of such work or articles or to change delivery date hereon without invalidating this Agreement. All such alterations shall be in writing. If any such alterations are made, the contract amount or amounts shall be adjusted accordingly. In no event shall Contractor fail or refuse to continue the performance of the work in providing of articles under this Agreement because of the inability of the parties to agree on an adjustment or adjustments.

10. TERMINATION: The Division may terminate the whole or any part of this Agreement in any one of the following circumstances:

- a. The Contractor fails to make delivery of articles, or to perform services within the time or times specified herein, or
- b. If Contractor fails to deliver specified materials or services, or
- c. If Contractor fails to perform any of the provisions of this Agreement, or
- d. If Contractor so fails to make progress as to endanger the performance of this Agreement in accordance with its terms, or
- e. If Contractor is adjudged bankrupt, or if it makes a general assignment for the benefit of its creditors or if a receiver is appointed on account of its insolvency, or
- f. Whenever for any reason the State shall determine that such termination is in the best interest of the State to do so.

In the event that the Division terminates this Agreement in whole or in part, pursuant to this paragraph with the exception of 8(f), the Division may procure (articles and services similar to those so terminated) upon such terms and in such manner as the Division deems appropriate, and Contractor shall be liable to the Division for any excess cost of such similar articles or services.

11. NON-APPROPRIATION: Notwithstanding any other provision of this Agreement, if the State does not receive sufficient funds to fund this Agreement and other obligations of the State, if funds are de-appropriated, or if the State does not receive legal authority to expend funds from the Maine State Legislature or Maine courts, then the State is not obligated to make payment under this Agreement.

12. COMPLIANCE WITH APPLICABLE LAWS: Contractor agrees that, in the performance hereof, it will comply with applicable laws, including, but not limited to statutes, rules, regulations or orders of the United States Government or of any state or political subdivision(s) thereof, and the same shall be deemed incorporated herein by reference. Awarding agency requirements and regulations pertaining to copyrights and rights in data. Access by the grantee, the subgrantee, the Federal grantor agency, the Comptroller General of the United States, or any of their duly authorized representatives to any books, documents, papers and records of the Contractor which are directly pertinent to that specific contract for the purpose of making audit, examination, excerpts, and transcriptions. Retention of all required records for three years after grantees or subgrantees make final payments and all other pending matters are closed. Compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h), section 508 of the Clean Water Act, (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15). (Contracts, subcontracts, and subgrants of amounts in excess of \$100,000). Mandatory standards and policies relating to energy efficiency which are

contained in the state energy conservation plan issued in compliance with Energy Policy and Conservation Act (Pub. L. 94-163, 89 Stat. 871).

13. INTERPRETATION: This Agreement shall be governed by the laws of the State of Maine as to interpretation and performance.

14. DISPUTES: The Division will decide any and all questions which may arise as to the quality and acceptability of articles provided and installation of such articles, and as to the manner of performance and rate of progress under this Contract. The Division will decide all questions, which may arise as to the interpretation of the terms of this Agreement and the fulfillment of this Agreement on the part of the Contractor.

15. ASSIGNMENT: None of the sums due or to become due nor any of the work to be performed under this order shall be assigned nor shall Contractor subcontract for completed or substantially completed articles called for by this order without the Division's prior written consent. No subcontract or transfer of agreement shall in any case release the Contractor of its obligations and liabilities under this Agreement.

16. STATE HELD HARMLESS: The Contractor agrees to indemnify, defend, and save harmless the State, its officers, agents, and employees from any and all claims and losses accruing or resulting to any and all contractors, subcontractors, material men, laborers and other persons, firm or corporation furnishing or supplying work, services, articles, or supplies in connection with the performance of this Agreement, and from any and all claims and losses accruing or resulting to any person, firm or corporation who may be injured or damaged by the Contractor in the performance of this Agreement.

17. SOLICITATION: The Contractor warrants that it has not employed or written any company or person, other than a bona fide employee working solely for the Contractor to solicit or secure this Agreement, and it has not paid, or agreed to pay any company, or person, other than a bona fide employee working solely for the Contractor any fee, commission, percentage, brokerage fee, gifts, or any other consideration, contingent upon, or resulting from the award for making this Agreement. For breach or violation of this warranty, the Division shall have the absolute right to annul this agreement or, in its discretion, to deduct from the Agreement price or consideration, or otherwise recover the full amount of such fee, commission, percentage, brokerage fee, gifts, or contingent fee.

18. WAIVER: The failure of the Division to insist, in any one or more instances, upon the performance of any of the terms, covenants, or conditions of this order or to exercise any right hereunder, shall not be construed as a waiver or relinquishment of the future performance of any such term, covenant, or condition or the future exercise of such right, but the obligation of Contractor with respect to such future performance shall continue in full force and effect.

19. MATERIAL SAFETY: All manufacturers, importers, suppliers, or distributors of hazardous chemicals doing business in this State must provide a copy of the current Material Safety Data Sheet (MSDS) for any hazardous chemical to their direct purchasers of that chemical.

20. COMPETITION: By accepting this Contract, Contractor agrees that no collusion or other restraint of free competitive bidding, either directly or indirectly, has occurred in connection with this award by the Division of Purchases.

21. INTEGRATION: All terms of this Contract are to be interpreted in such a way as to be consistent at all times with this Standard Terms and Conditions document, and this document shall take precedence over any other terms, conditions, or provisions incorporated into the Contract.