

RFP-RH-25-062	Battery Backup Systems 4675 Berwyn Lane Macungie, PA 18062	Batteries Plus 987 31044 Gratot Ave Roseville, MI 48066	DES Electric LLC 11145 East 7 Mile Road Detroit, MI 48234	Exponential Power, Inc. 556 W16665 Ridgewood Dr Menomonee Falls, WI 53051	Power Techniques, Inc. 3210 Coolidge Hwy. Berkley, MI 48072	RESA Power Service LLC 50613 Varsity Court Wixom, MI 48393
Uninterrupted Power Supply (UPS) at Rochester Hills Fire Station #1						
Firm Established:	2020	2022	1999	1915	1984	2013
Years in Business:	5	3	26	110	41	12
Type of Organization:	Corporation	LLC	Corporation	Corporation	Corporation	Corporation
How many employees?	did not answer	7	39	530	13	52
Full Time:	Family Business	3	38	530	10	
Part Time:		4	1	left blank	3	
Year started installing UPS Systems:	2020	2000	1999	2000	1984	2013
Closest support facility/sales office:	PA and CO*	Carol Stream, IL*	Detroit, MI	Carol Stream, IL*	Berkley, MI	Wixom, MI
Company headquarters location:	left blank	Menomonee Falls, WI	Detroit, MI	Menomonee Falls, WI	Berkley, MI	Houston, TX
Number of new UPS installed: 2023	2023	6	50+	50+	20	4
2024	7	50+	17	50+	24	4
2025	10	50+	22	50+	30	6
Are all items quoted F.O.B delivered, freight prepaid and allowed?	Yes	No - est. freight on quote	Yes	No	Yes	Yes
As part of the hosted system, all periodic enhancements/system upgrades to the software will be provided at no add'l charge:	Yes	Yes	Yes	left blank	Yes with OEM service, PM or Ultra Contract	Yes
What is the average response time (hours) for a telephone response to a service call?	6	left blank	3-4 hours onsite	1 hour / 24-7 emergency call phone line available	Depending on service option, 4 hours same day/7 days a week or next business day (no weekends)	1-4 hours
How often are product upgrades or enhancements released?	It depends on the UPS Manufacturer	left blank	Any firmware updates will be done at time of service.	We are not a manufacturer; the upgrade timeline will be established by the manufacturer of the equipment purchased.	Typically software updates are annual and updated during the annual Preventative Maintenance visit.	As needed, it has not been for 4 years
What operating system(s) is proposed for the UPS System software to operation on?	Customer usually connects critical load to the UPS, but you could backup any systems you like.	left blank	SNMP, Bacnet, Modbus, YDN23	provided in manufacturer literature	You do not need a special operating system.	The UPS can be monitored thru the Netman208 which is Windows based on a network connection.
Are any of the implementations services provided by third parties? If Yes, list which ones:	No	No	No	No	UPS will be installed by a licensed electrician which is a partner company to Power Techniques. UPS will be started up by Schneider Electric which is the OEM for the UPS.	no
Describe the security in the system:	provided attachment	left blank	communications hardware and software - IS-UNITY-DP, IntelliSlot Unity Card - Delivers Web, Life Services, Protocol, Environmental Monitoring, SNMP, BACnet IP/MSTP, Modbus TCP/RTU, YDN23, Notifications	provided in manufacturer literature	link to security handbook provided.	No remote-control access, only monitoring through a secure network connection.
Provide a work plan for the services to be performed for the City of Rochester Hills; including a timeline from the date of award.	Upon award of project, we will proceed to place an order and ascertain the delivery date and time, which will then be communicated to the customer. Once the UPS is delivered to the site, we will coordinate with the customer to schedule a date and time for the startup and commissioning.	Lead time is 2-14 weeks from receipt of order. Installation for new UPS per line item 7 on Q105962 and line item 5 on Q105960 (Provided in separate attachments)	Work plan provided in a separate attachment	Once the UPS ships (typical lead time is 18-20 weeks); we immediately begin scheduling. A standard removal and installation is performed during normal business hours with a 3-person crew, and is typically completed within 3-5 business days including startup, testing and close-out documentation.	Receipt and processing of order is 2 days, equipment timing 11-13 weeks, once equipment arrives they will schedule install and startup.	Estimated lead time is 4-6 weeks, precon meeting with RH staff, turn off UPS and bypass panel, open input breakers and lock them out. Disconnect and remove the old UPS and optional external bypass panel. Install the new UPS and optional external bypass panel and make any wiring modifications that may be needed. Remove locks for UPS inputs, start new UPS and perform all startup procedures. Connect new UPS to the system load panel.
Number of hours/days to complete the project once an award has been made:	1 day	3-5 business days	8 hours; up to 3 days	left blank	8-10 hours	8-10 hours
How many clients has your company served with the type of services described in this RFP? Provide listing of at least five (5) recent completed projects including public sector clients:	3 similar projects with Blommer Chocolate Company, Lehigh Cement Company, LLC and 31st Street Studio.	DOT, DOE, DOD support for engineered battery systems and emergency services, turnkey upgrades and testing programs for NFPA readiness.	4 similar projects with GLWA, JEM Tech Group, Lathrup Village Police, Michigan Works	left blank	7 similar projects with Activ, Eastern Michigan University, Consumers Power, Renkim, Cranbrook Educational Community, Auburn Hills Police, City of Rochester Hills	5 similar projects with Motorola Solutions, Ford Rouge Factory Tour, BASF, General Motors Pontiac, General Motors Flint
List outside firms (subcontractors) you propose to use on this project besides those initially listed:	N/A	Exponential Powers will perform all installation and PM.	N/A	left blank	None	Corby Energy - electricians. RESA Power will do actual removal, replacement and startup.
Provide information on warranties:	3-year warranty on parts and labor	Per quotes	30-month parts and labor warranty	left blank	UPS will be covered for a 3-year extended warranty and will get 2 preventative maintenance visits.	Full 3-year warranty on UPS and parts.
Has your company been involved in any litigation during the past five (5) years? If so, provide an explanation:	No	No	N/A	left blank	No	No

RFP-RH-25-062 Uninterrupted Power Supply (UPS) at Rochester Hills Fire Station #1 Due: Tuesday December 2, 2025, 3:00PM	DES Electric LLC 11145 East 7 Mile Road Detroit, MI 48234	Power Techniques, Inc. 3210 Coolidge Hwy. Berkley, MI 48072	RESA Power Service LLC 50613 Varsity Court Wixom, MI 48393
Total Cost of Ownership (TCO)	Lead-Acid Lithium-Ion	Lead-Acid Lithium-Ion	Lead-Acid Lithium-Ion
Uninterrupted Power Source (UPS)	\$86,940.00	\$106,380.00	\$41,147.00
3-year extended Warranty	\$30,000.00	\$30,000.00	\$12,068.00
*Cost to Replace Batteries (12-year)	\$9,200.00	\$12,600.00	\$8,400.00
Total Cost of Ownership (TCO)	\$126,140.00	\$148,980.00	\$61,615.00
*Battery replacement will be quoted separately at the time replacement is determined to be needed.			
	Battery Backup Systems 4675 Berwyn Lane Macungie, PA 18062	Batteries Plus 987 31044 Gratiot Ave Roseville, MI 48066	Exponential Power, Inc. N56 W16665 Ridgewood Dr Menomonee Falls, WI 53051
Total Cost of Ownership (TCO)	Lead-Acid Lithium-Ion	Lead-Acid Lithium-Ion	Lead-Acid Lithium-Ion
Uninterrupted Power Source (UPS)	\$39,600.00	did not provide	\$61,997.50
3-year extended Warranty	\$5,400.00	did not provide	\$18,600.00
*Cost to Replace Batteries (12-year)	did not provide	did not provide	\$34,824.00
Total Cost of Ownership (TCO)	unable to calculate	unable to calculate	\$115,421.50
*Battery replacement will be quoted separately at the time replacement is determined to be needed.	*deemed unresponsive due to nearest support facility outside the required 50 mile radius.	*deemed unresponsive due to nearest support facility outside the required 50 mile radius.	*deemed unresponsive due to nearest support facility outside the required 50 mile radius.