

Proposal for Service

Vertiv Services, Inc.

May 29, 2018

Texas A&M University
Teague Building
College Station, TX 77843



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Texas A&M University, a member of The Texas A&M
Teague Building University System, an agency of
College Station, TX 77843 the State of Texas

Thank you for your interest in Vertiv Services, Inc.. We are pleased to submit the following proposal for your review and consideration.

As the rate of change and complexity in your critical infrastructure increases, Vertiv is the dedicated partner that you need to help you achieve your goals.

Please complete all required fields on the signature page and attach your purchase order to assist timely order processing. Should you have any questions regarding the proposal, feel free to contact me directly at (713) 664-5462. I look forward to your response and the opportunity to work together to improve your critical infrastructure investment.

Sincerely,

CARLY HALIK

P.O. Box 218
5010 Terminal, 77401
Bellaire, TX 77402

PHONE: (713) 664-5462
FAX: (713) 664-5158
EMAIL: carlyhalik@bgasales.com

Proposal Q02694188

We are pleased to submit the following proposal for replacement of your batteries for your consideration. Please refer to the Scope of Work for specific coverage information. Below is a summary of the services included in this quote.

Site ID: 12849, Texas A&M University, Teague Building, College Station, TX 77843

Line Item	Line Item Pricing
Lead Credit	(\$4,749.00)
90 Replace existing 180 Cells C&D XTLC-19 with 3 strings 180 cells/string Enersys HX540	\$26,939.22
6 VRLA BAT RACK, 3 TIER 5 WIDE Z4 VRLA BATTERY RACK, 3 TIER, 5 BATTERY WIDE, ZONE 4, HOLDS 15 BATTERIES, SHIPS PRE-ASSEMBLED. USED FOR 200 WPC TO 800 WPC 6 AND 12 VOLT TOP TERMINAL BATTERIES. 2 RACKS REQUIRED PER STRING	\$4,835.17
3 500A CIRCUIT BREAKER WITH WALL MOUNT ENCLOSURE	\$8,987.87
6 CABLE KIT WITH DOUBLE 1/0 CABLE, INTER-JAR AND INTER-TIER CABLES INTER-RACK CABLE ASSEMBLY, 1/0 GAGE WIRE, 26" LENGTH, 1/4" DIAMETER	\$6,542.33
90 Environmental Tax	\$270.00
Freight	\$2,450.00
Subtotal	\$45,275.59

Select One Option:

- ☐ Normal Hours (M-F 8am to 5pm)
- ☐ After Hours (M-F 5pm to 8am, and/or all day Saturday)
- ☐ Sunday/Holiday

Installation	Total
\$30,145.26	\$75,420.85 ✓
\$45,137.29	\$90,412.88
\$55,938.00	\$101,213.59

(NOT including tax: any tax required must be included in customer purchase order amount)

Payment Terms: Net 30 Days

Site specific Requirements for Full String Replacement for VRLA Batteries

1. Standard dock delivery that accommodates a standard size semi-truck with an onsite forklift or pallet jack(at least 4,000 lb capacity)
2. Inside staging area large enough for the batteries being installed and removed.
3. Inside, staging area must be within 50' of the dock area.
4. Battery room/cabinets must be within 200' of the staging area.
5. Doorways at least 34" in width.
6. Elevators within easy access and be rated for at least 4,000 lbs.
7. In the event that the customer needs a service or has a site requirement that falls outside of the Basic Installation Services or Basic Site Requirements, Liebert Services will provide the customer with an additional quote for said Special Installation Services or in response to said Special Site Requirements, and if agreed to by the customer, the customer shall be separately invoiced the additional amounts set forth in the quote. Please notify your salesperson if you require Special Installation Services or have any other Special Site Requirements for which there will be an additional charge.
8. Special Installation Services and Special Site Requirements for which there will be additional costs and charges include, but are not limited to:
 1. Inside delivery
 2. Ground Delivery
 3. Floor Protection
 4. Floor Loading Limitations
 5. Delivery Path Includes Stairways, Ramps or Other Obstructions
 6. Use of Cranes
 7. Exclusive labor requirements installations
9. If Alber battery monitoring is present, access to the Central computer must be provided at the time of the battery installation for commissioning and developing of the new database. If access is not provided at the time of installation and a return trip is required to commission the Alber Monitor, there will be additional charges applied.

Note1: If the Alber monitor is not commissioned at the time of the battery installation there could be nuisance alarms generated, until the system is properly commissioned.

SCOPE OF WORK

FLOODED CELLS & 20-YEAR SEALED CELL BATTERIES FULL STRING REPLACEMENT

SERVICE SUMMARY

Feature	Detail
Customer Support	Includes access to the Customer Resolution Center (1-800-543-2378) and the Vertiv Customer Services Network Online Internet portal.
Service Professional	Performed by Vertiv factory trained and authorized technician. Vertiv Services is the OEM service provider for Liebert products.
Battery Recycling	Includes battery recycling as required, with documentation meeting EPA requirements.
Alber Commissioning	Includes commissioning of Alber battery monitoring hardware, if battery monitoring is present.

SERVICE PERFORMED

1. Ensure the battery system is disconnected from UPS and battery system is safe to be worked on.
2. Verify the integrity of the battery rack.
3. Inspect the room appearance for cleanliness.
4. Verify the battery rooms eyewash and/or shower are properly working
5. Verify the battery room has adequate ventilation per the manufacturers' and local code requirements
6. Remove all flame arrestors and replace with shipping plugs.
7. Remove all the old cells/units and prepare for recycling and transportation.
8. Inspect all the new cells/units for any leaks, cracks, or any deficiencies.
9. Measure and record all open circuit voltages for all the new cells to ensure they can be placed in the string(s) and online.
10. Measure and record the specific gravity of each cell.
11. Inspect all electrolyte levels to ensure they are not above the mid level line.
12. Clean and neutralize the racks from any possible leaking batteries.
13. Replace with new units in the exact same orientation as the old units.
14. Replace cables/ hardware if supplied with the new batteries. If not supplied, inspect, clean and neutralize the existing cables/hardware.
15. Add a thin coat of anti-corrosion inhibitor to the face of the connector and to the contact surface of the battery terminal or as directed by the battery manufacturer.
16. Install tab washers for battery monitoring senses leads.
17. Torque all connections to the specific "inch pound" requirement specified by the manufacturer of the battery.
18. Measure and record all intercell, inter-tier, inter-aisle connection resistances.
19. Ensure all battery monitoring wires are connected properly, if battery monitoring is present.
20. Verify that no ground faults exist prior to energizing the battery.
21. Return the battery system to normal float per the manufacturer's guidelines.
22. Measure and record the total battery float voltage (at the battery).

23. Measure and record charging current.
24. Measure and record the overall AC ripple voltage.
25. Measure and record the overall AC ripple current.
26. Measure and record the ambient temperature.
27. Measure and record 100% of the jar temperatures.
28. Measure and record the float voltage of all cells.
29. Commission the Alber monitor (if present) following the standard commissioning procedures.
30. Provide the battery the proper Freshening/initial charge per the manufacturer's guidelines.
31. Clean the site of any foreign materials left behind.
32. Provide a detailed written report.

Site specific Requirements for Full String Replacement for VLA Batteries

1. Standard dock delivery that accommodates a standard size semi-truck with an onsite forklift or pallet jack(at least 4,000 lb capacity)
2. Inside staging area must be able to accommodate the size and weight of the batteries being installed and removed.
3. Inside, staging area must be within 50' of the dock area.
4. Battery room/cabinets must be within 200' of the staging area.
5. Doorways at least 34" in width.
6. Elevators within easy access and be rated for at least 4,000 lbs.
7. In the event that the customer needs a service or has a site requirement that falls outside of the Basic Installation Services or Basic Site Requirements, Vertiv Services will provide the customer with an additional quote for said Special Installation Services or in response to said Special Site Requirements, and if agreed to by the customer, the customer shall be separately invoiced the additional amounts set forth in the quote. Please notify your salesperson if you require Special Installation Services or have any other Special Site Requirements for which there will be an additional charge.
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 6. Use of Cranes
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9. If Alber battery monitoring is present, access to the Central computer must be provided at the time of the battery installation for commissioning and developing of the new database. If access is not provided at the time of installation and a return trip is required to commission the Alber Monitor, there will be additional charges applied.

ASSUMPTIONS AND CLARIFICATIONS

If the Alber monitor is not commissioned at the time of the battery installation there could be nuisance alarms generated, until the system is properly commissioned. The data from an un-commissioned Alber Monitor cannot be used for warranty purposes.



CUSTOMER RESPONSIBILITIES

In order to provide timely, accurate and thorough execution of the services described herein, Vertiv requests the following:

- Point of Contact: Provide an authorized point of contact(s), specific for the scope of work, for scheduling and coordination purposes.
- Scheduling: Make dates available for scheduling service. All visits must be requested 10 business days in advance of need by contacting the Vertiv Services Customer Resolution Center at 1-800-543-2378.
- Site Access: Prior to time of scheduled work, provide site access including any customer required escort, security clearance, safety training and badging for Vertiv service personnel.
- Equipment Access: Convenient access to the equipment covered by the Scope of Work. Prior to scheduled time of work, notify Vertiv service personnel of any special requirements for equipment access including lifts, ladders, etc.
- Shutdown: Service may require shutdown of load to ensure electrical connection integrity.
- Notification: If for any reason the work cannot be performed during scheduled time, notify Vertiv service personnel 24-hours prior to scheduled event.

TERMS AND CONDITIONS

~~Subject to all Terms & Conditions as noted in the Vertiv Services Terms & Conditions or the terms of a Master Agreement between the parties, if any, shall apply.~~

Master Agreement with addendum negotiated between the parties and executed September 7, 2016.



Proposal Number: Q02694188

Purchase order must be assigned to:

Vertiv Services, Inc.
610 Executive Campus Dr
Westerville OH 43082

Payment remittance address:

Vertiv Services, Inc.
PO Box 70474
Chicago, IL 60673

FID# 43-1798453

PO should be e-mailed or faxed with signed proposal to:

Vertiv Services, Inc. c/o CARLY HALIK
Attn: CARLY HALIK
Email: carlyhalik@bgasales.com
Fax: (713) 664-5158

Please complete the following information (All fields are required):

Purchase Order Number: _____ Purchase Order attached: ☐ Yes ☐ No

If PO **NOT** attached, please specify reason: _____

Invoice Delivery Method: ☐ Web Billing (Attach Instructions) ☐ Mail ☐ Other _____

☐ Accounts Payable Email _____ @ _____

Billing Contact Person: _____ Phone: _____

Email: _____ Fax #: _____

Bill-To Company Name: _____ Bill-To Address: _____

Federal Tax ID # 74-6000531 Bill-To City, ST Zip: _____

Tax Exempt: ☒ Yes (Attach tax exempt certificate) ☐ No

Site Services/IT Contact Person: _____ Phone: _____

**** COVERAGE DETAILS ****

For equipment not currently under a Service Agreement or for equipment for which the warranty has expired in excess of thirty(30) days, parts required to bring equipment back to manufacturers specifications are the responsibility of the Buyer and billable at the time of the first preventive maintenance visit or Service call. All pricing is valid only for Service coverage stated and is subject to change if this Proposal is modified in any way. This Proposal is valid for 45 days from the date of this Proposal unless otherwise noted. INFORMATION TO BUYER: This order between the Buyer and Seller is limited to Seller's Terms and Conditions located at termsconditions.vertivco.com unless a formal agreement governing this Purchase Order/transaction has been executed by the parties, in which case the Terms and Conditions of the signed agreement shall govern. Seller hereby objects to all Buyer's terms and conditions received by Seller and/or issued by Buyer.

Signature of this agreement authorizes Seller to invoice for Services mentioned herein and to utilize the provided purchase order number. If a purchase order number is not used, then the Buyer authorizes and guarantees Seller the payment of such invoices by authority of the signature below.

Thank you for your business.

Proposed By:

5/29/18

CARLY HALIK

Date

Accepted By: _____

6.21.2018

Buyer Signature Required

Date

ROBERT C. BOUNDS

DIRECTOR, PROCUREMENT SERVICES

Printed Name

Title

Phone