

FY24-805-67  
Request for  
Proposal

# Uninterruptable Power System Replacement

Pre-proposal Briefing  
June 2024

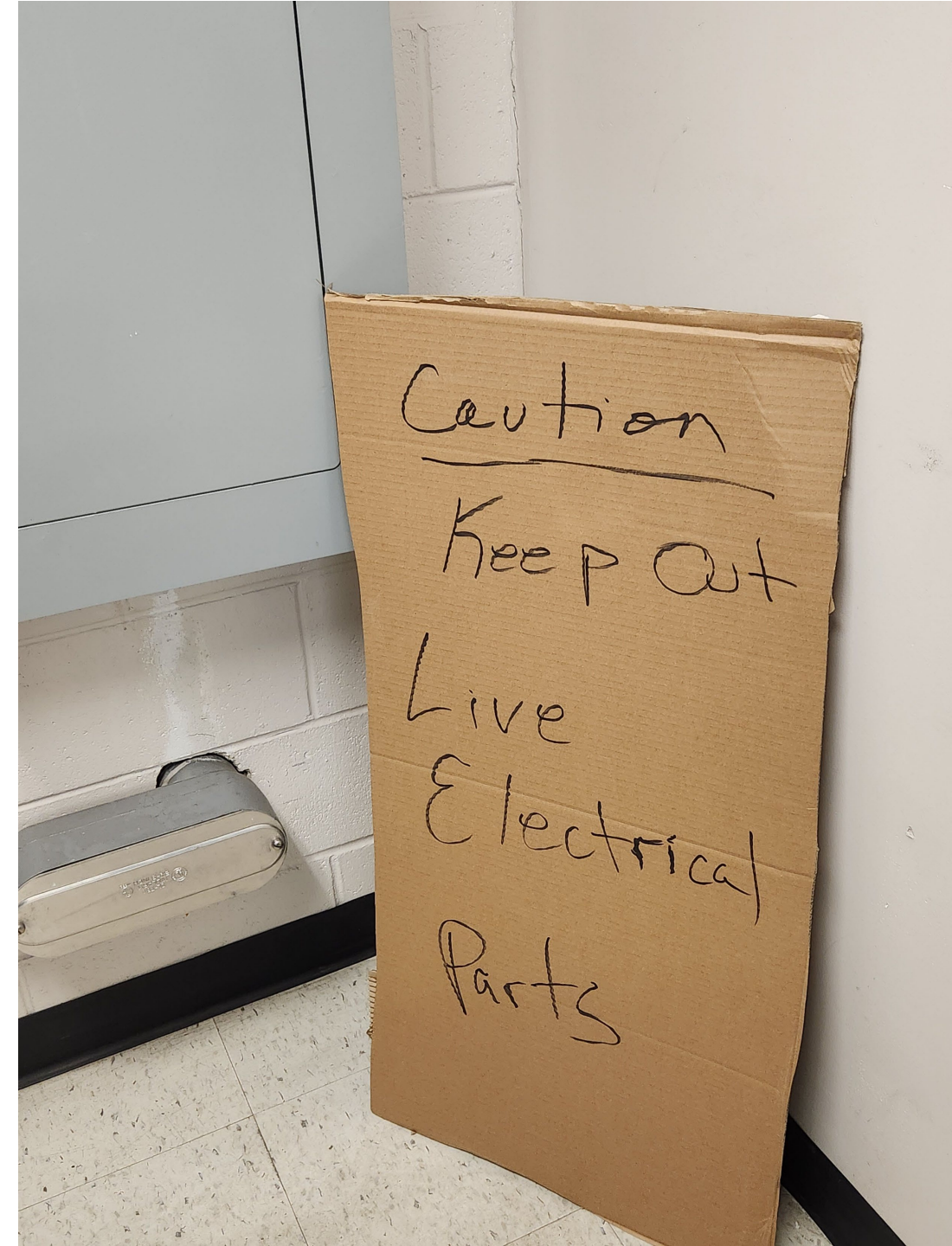


**Manchester·Boston**  
REGIONAL AIRPORT



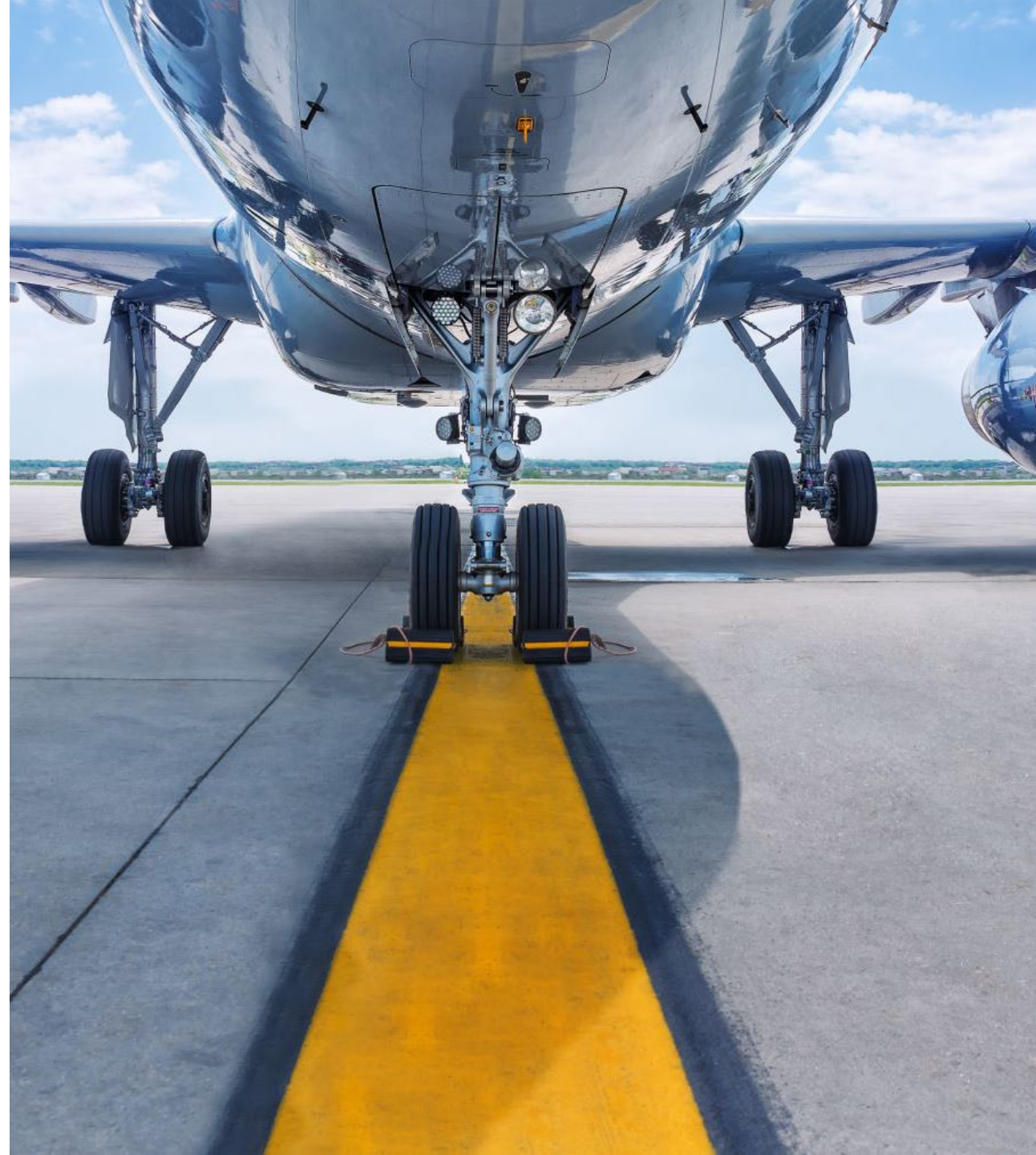
# AGENDA

- Welcome and Introductions
- Housekeeping
- Project Overview and Scope
- Proposal Submission Guidelines
- Proposal Scoring
- Proposal Addendums
- Tour



# Welcome and Introductions

- John Adams, Facilities Manager
- Dana Brown, Lead Network Architect
- Frederick Zapp, Assistant Airport Director, Technology





# Attendee List

- Connection
  - Massimo DiDonna
- WEI - Worldcom Exchange Inc
  - Jonathan Caserta (Genoa PMC)

Please Sign-in on Attendance Sheet



# Housekeeping

- Full RFP is published on the Airport website under the “Doing Business with MHT” tab on the left side of the website and then under the “Procurement Opportunities” tab:

<https://www.flymanchester.com/doing-business-with-mht/procurement-opportunities/>

- Please hold all questions until the end of the presentation.
- Verbal responses provided by any of the Airport’s representatives during our session today are not formal and are not binding on the Airport.
  - Formal questions shall be submitted in writing and responded to as an Addendum.
- This presentation and all questions will be placed on the website with all other procurement documentation.
- Tour requires completing an MHT escort form.



# RFP Overview



# Purpose: UPS System Replacement

1. Replace End of Life UPS Systems
  - The existing UPS system has reached its end-of-life.
2. Replace, Right-size and Modernize
  - **Replace** the outdated system
  - **Right-size** to match current and future needs
  - **Modernize** with advanced technologies and enhanced reporting and monitoring
3. Protect the Critical infrastructure
  - Implement robust physical and cyber security measures to ensure the operation and protection of essential systems and data.





# Current UPS Systems



- **Data Center : 50KW UPS**

- Located in Data Center. TRM-1337
- Symmetra PX
- Original Purchase : Dec 5, 2011



- **IDF 1050: 16KW UPS**

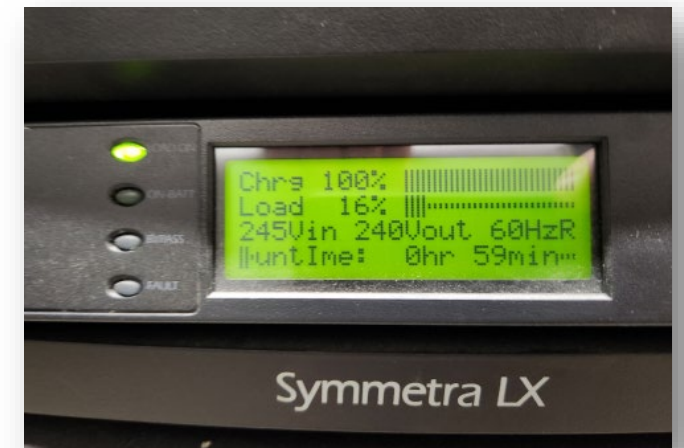
- Located in Critical Network Facility of TRM-1050.
- Symmetra LX
- Original Purchase: Jan 19, 2011
- Serial Number: PD1103131215





# Contract Terms

- Purchase, Implementation and Support
  - Five (5) year initial contract with options for five (5), (1) one-year extensions.
- Option years are exercised at the discretion of the Airport.
- One firm will be selected as part of this RFP process. However, the Airport reserves the right to solicit other related services.







Scoring



# Proposal Scoring

Criteria	Max Score
General Corporate Overview and Capabilities	5 points
Past Performance and Experience	5 points
Cost	40 points
Implementation Schedule	20 points
Capabilities and Technical Architecture	10 points
Support and Maintenance	20 points
<b>TOTAL SCORE</b>	<b>100 points</b>

*Note: significant weight on Cost, Implementation and Support criteria:*

- a) Costs are clear, complete, and competitive for the products and services (**Include Battery Technology Cost Options and Comparative Analysis**)
- b) Installation plan, testing, commissioning and cutover
- c) The comprehensiveness of the support and maintenance services ability to support 4 hour response 24x7x365

# RFP Submission Guidelines



# Key Dates in the RFP Schedule

Solicitation Step	Date
<b>Registration Pre-Proposal Meeting Deadline</b>	<b>June 7, 2024, at 2:00 P.M.</b>
Pre-Proposal Meeting	June 10, 2024, at 10:00 A.M.
<b>Deadline for Questions</b>	<b>June 11, 2024, at 2:00 P.M.</b>
Date Responses to Questions will be posted	June 13, 2024, 5:00 P.M.
<b>Proposal Submission Deadline</b>	<b>June 18, 2024, at 2:00 P.M.</b>
Evaluation Committee Meeting	June 20, 2024
<b>Notification of Intent to Award</b>	<b>June 24, 2024</b>

# Single Phased Selection

- Phase I: Evaluation Committee Scoring
  - Completed independently, committee will convene to tally scoring and discuss proposals. Recommend shortlist to Director.
- Award will be to the Bid with the highest combined total score.



# Proposal Organization

- Organize your Proposal in sections consistent with the required content sections described in **Section 4.2 Proposal Content** of the RFB.
- Proposals are limited to **25-pages, single sided, 8.5x11”, no less than 10 pt type**
  - Answers to Section 4.1(b); and System Diagrams and datasheets on specific products
  - Excluded from page count: Submittal letter, minimum qualification certifications.
- Five (5) hardcopy original are required.
  - Email is welcome in addition to hardcopy, but must be the exact same as the hardcopy, and is limited to 20MB.

*Any information outside of these guidelines will not be reviewed by the Evaluation Committee.*

# Proposal Submission

- Submit hard copies to:

*Manchester-Boston Regional Airport  
Properties and Contracts  
1 Airport Road, Suite 300  
Manchester, NH 03103*

- Submit digital copies to:

*Email: [procurement@flymanchester.com](mailto:procurement@flymanchester.com)*

**Mark All correspondence with:**

***“UPS System Replacement RFP FY24-805-67”***



# Addendums

- Addendums will be posted to the Airport's website – Procurement tab.
- An Addendum Acknowledgement Form must be included as part of the posted RFB. This form will state that you have read, understood, and incorporated any information contained in addendums into your proposal.

# Point of Contact

- Submit all questions prior to the deadline to: **June 18, 2024, at 2:00 P.M.**

*Procurement*

[procurement@flymanchester.com](mailto:procurement@flymanchester.com)

*No contact shall be made with Airport Staff, Evaluation Committee, or any other person with interest in the airport for purposes of discussing this procurement action.*





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TOUR

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SAVINGS AND  
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