



Administrative Services - Purchasing & Contracts
Robert Bradley, Purchasing & Contracts Manager

TABULATION OF PROPOSALS RECEIVED

RFP-5082-25/LTT Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

Response Deadline: August 27, 2025 at 2:00 pm

SUBMITTED PROPOSALS		
Vendor	Location	Total Critical/Non-Critical Rate
Critical Power Solutions Group Inc.	Miami, FL	\$33,678.00
Eola Power LLC	Doral, FL	\$33,492.00
Facility Gateway Corporation	Madison, WI	\$26,984.42
ON Computer Services, LLC dba Computer Power Systems	Lake Mary, FL	\$35,500.00

Evaluation Meeting: September 30, 2025 at 10:00 AM in the Conf Room, DPS 3-106 at 150 Eslinger Way Sanford, Florida, 32773. (This meeting is open to the public for **observation only**.)

Recommendation and Notice of Intent to Award to: ON Computer Services, LLC dba Computer Power Systems. The winning firm was selected based on the total average ranking of all firms.

BOCC Meeting Date: December 9, 2025 - Request to approve ranking and award of an Agreement to the top-ranked firm.

Posted By: Liduvina Torres, Sr. Procurement Analyst.



Administrative Services - Purchasing & Contracts
Robert Bradley, Purchasing & Contracts Manager

EVALUATION FINAL RANKING

RFP-5082-25/LTT Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

Meeting Date: September 30, 2025 at 10:00 am

Vendor	Joseph Felder	Reginald Hardee	Tommy Oliveras	Richard Ruiz	Total Score (Max Score 100)	Total Average Rank
ON Computer Services, LLC dba Computer Power Systems	95	87	91	91	91	1
Critical Power Solutions Group Inc.	60	83	73	83	74.75	2.75
Eola Power LLC	72	84	64	75	73.75	2.75
Facility Gateway Corporation	70	75	63	79	71.75	3.5

We approve the above stated ranking for award to ON Computer Services, LLC dba Computer Power Systems.


Tommy Oliveras

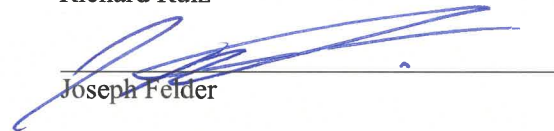
Reginald Hardee

Digitally signed by Reginald Hardee
Date: 2025.09.30 13:37:00 -04'00'

Reginald Hardee



Richard Ruiz


Joseph Felder

EVALUATION RANKING

RFP-5082-25/LTT Uninterruptible Power Supply (UPS) Maintenance, and Repair Services



Seminole County
Administrative Services - Purchasing & Contracts
Robert T. Bradley, Purchasing and Contracts Manager
1301 East Second St., Sanford, FL 32771

EVALUATION TABULATION

RFP-5082-25/LTT Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

RESPONSE DEADLINE: August 27, 2025 at 2:00 pm

Report Generated: Wednesday, November 12, 2025

EVALUATORS

Name	Title
Joseph Felder	Telecommunications Technician
Reginald Hardee	IT Program Manager - Network, Telcom, and Security
Tommy Oliveras	Program Manager II
Richard Ruiz	Technology Coordinator

EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Qualifications and Experience	Points Based	30 (30% of Total)
Criteria	Scoring Method	Weight (Points)
Technical Approach and Preventative Maintenance Plan	Points Based	25 (25% of Total)
Criteria	Scoring Method	Weight (Points)
Service Reliability and Performance Metrics	Points Based	20 (20% of Total)
Criteria	Scoring Method	Weight (Points)
Inventory Management and Resource Availability	Points Based	15 (15% of Total)
Criteria	Scoring Method	Weight (Points)
Cost	Points Based	10 (10% of Total)

EVALUATION TABULATION

RFP No. RFP-5082-25/LTT

Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

AGGREGATE SCORES SUMMARY

Vendor	Joseph Felder	Reginald Hardee	Tommy Oliveras	Richard Ruiz	Total Score (Max Score 100)	Total Average Rank
Computer Power Systems	95 (1)	87 (1)	91 (1)	91 (1)	91	1
Critical Power Solutions Group Inc.	60 (4)	83 (3)	73 (2)	83 (2)	74.75	2.75
EOLA POWER LLC	72 (2)	84 (2)	64 (3)	75 (4)	73.75	2.75
Facility Gateway Corporation	70 (3)	75 (4)	63 (4)	79 (3)	71.75	3.5

VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Qualifications and Experience Points Based 30 Points (30%)	Technical Approach and Preventative Maintenance Plan Points Based 25 Points (25%)	Service Reliability and Performance Metrics Points Based 20 Points (20%)	Inventory Management and Resource Availability Points Based 15 Points (15%)	Cost Points Based 10 Points (10%)	Total Score (Max Score 100)
Computer Power Systems	28.3	23	19.3	14.3	6.3	91
Critical Power Solutions Group Inc.	23.3	21.5	15.8	8	6.3	74.75
EOLA POWER LLC	24	18.8	14	9.5	7.5	73.75
Facility Gateway Corporation	21.5	18	14.3	9.3	8.8	71.75

INDIVIDUAL PROPOSAL SCORES

Computer Power Systems

Qualifications and Experience | Points Based | 30 Points (30%)

Joseph Felder: 30

After review, the qualifying training and documentation submitted by the vendor satisfy the necessary requirements and are acceptable for our purposes.

Reginald Hardee: 26

Years of doing business and Florida provided services.

Tommy Oliveras: 29

35+ year old company with a strong proven track record

Richard Ruiz: 28

Strong track record with relevant references and manufacturer authorization letters on file

Technical Approach and Preventative Maintenance Plan | Points Based | 25 Points (25%)

Joseph Felder: 25

The preventative maintenance plan they have proposed aligns with the requirements outlined in our scope.

Reginald Hardee: 21

The listed services and response hours posted.

Tommy Oliveras: 23

They matched County's RFP exactly with one major and one minor PM per year, detailed reporting, batteries excluded, with labor included

Richard Ruiz: 23

Meets PM+2 scope and clearly maps pricing to the full inventory.

Service Reliability and Performance Metrics | Points Based | 20 Points (20%)

Joseph Felder: 19

This vendor is actively maintaining Uninterruptible Power Systems that are comparable to our current models.

Reginald Hardee: 20

Service examples, reporting, and maintenance schedules.

Tommy Oliveras: 19

They are the only vendor with credible SLA online verifiable (Lake Mary)

Richard Ruiz: 19

Commits to 15-minute acknowledgement and 2-/4-hour onsite response with clear escalation.

Inventory Management and Resource Availability | Points Based | 15 Points (15%)

Joseph Felder: 15

Their facility is located within the Seminole County Footprint, which will slightly expedite all aspects of the contract. They currently store parts for the required contracted equipment

Reginald Hardee: 13

The company's resources are relatively close.

Tommy Oliveras: 14

Accounted for all equipment to be covered by the contract along with proven Orlando-area office and inventory location.

Richard Ruiz: 15

Has a verified Lake Mary facility with local techs and parts access.

Cost | Points Based | 10 Points (10%)

Joseph Felder: 6

The cost is higher than expected.

Reginald Hardee: 7

I understood the overall proposed cost.

Tommy Oliveras: 6

Pricey

Richard Ruiz: 6

Transparent structure with stated minimums and out-of-scope rates;

Critical Power Solutions Group Inc.

Qualifications and Experience | Points Based | 30 Points (30%)

Joseph Felder: 21

After review, the qualifying training and documentation submitted by the vendor partially satisfies the necessary requirements.

Reginald Hardee: 24

Years of doing business and Florida provided services.

Tommy Oliveras: 22

Solid public-sector clients (FDOT, Miami-Dade, FDLE)

Richard Ruiz: 26

Limited references provided and no manufacturer certification letters attached.

Technical Approach and Preventative Maintenance Plan | Points Based | 25 Points (25%)

Joseph Felder: 20

The preventative Maintenance plan they proposed aligns with the requirements outlined in our scope.

Reginald Hardee: 22

The listed services and response hours posted.

Tommy Oliveras: 22

Clear PM plan with line-by-line device coverage matching County inventory; good but less engineering depth than other narrative.

EVALUATION TABULATION

RFP No. RFP-5082-25/LTT

Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

Richard Ruiz: 22

High-level PM plan and reporting, but no explicit asset crosswalk to confirm full equipment coverage.

Service Reliability and Performance Metrics | Points Based | 20 Points (20%)

Joseph Felder: 15

The vendor has some experience with Uninterruptible Power Systems that are comparable to our current models.

Reginald Hardee: 20

Service examples, reporting, and maintenance schedules.

Tommy Oliveras: 10

Commits to 2-hour response but no verified Orlando area office; SLA feasibility is questionable without local techs/parts.

Richard Ruiz: 18

States 15-minute acknowledgement and 2-/4-hour onsite targets without historical SLA evidence.

Inventory Management and Resource Availability | Points Based | 15 Points (15%)

Joseph Felder: 2

It appears the contractor is not currently located in the immediate area.

Reginald Hardee: 11

The company's resources are close

Tommy Oliveras: 10

Mentions inventory and electrician oversight, but no local (Orlando) staging/warehouse documented.

Richard Ruiz: 9

Miami-based with no verified Seminole/Orlando facility.

Cost | Points Based | 10 Points (10%)

Joseph Felder: 2

The contractor did not submit a formal contract proposal; instead, the submission consists solely of a price proposal of hourly rates

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Request For Proposal - Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

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RFP No. RFP-5082-25/LTT

Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

Reginald Hardee: 6

I reviewed the figures provided.

Tommy Oliveras: 9

Competitive structure; reasonable and transparent.

Richard Ruiz: 8

Competitive kVA brackets but less itemized full-inventory coverage.

EOLA POWER LLC

Qualifications and Experience | Points Based | 30 Points (30%)

Joseph Felder: 23

After review, the qualifying training and documentation submitted by the vendor only partially satisfy the acceptable requirements. The vendor did not provide any evidence of manufacturer-specific equipment training; instead, the documentation only describes their in-house training program.

Reginald Hardee: 23

Years of doing business and Florida provided services

Tommy Oliveras: 25

Good federal and public sector references (NIH, DoD). Less visible local footprint/history in Seminole.

Richard Ruiz: 25

Solid public-sector references and strong documentation; factory certification letters were not included in the packet.

Technical Approach and Preventative Maintenance Plan | Points Based | 25 Points (25%)

Joseph Felder: 17

I appreciate their technical approach; however, I do not agree with their proposed 1% increase in the contract. In addition, I do not agree with the requirement of a four-hour minimum for all work that falls outside of the contracted preventative maintenance.

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RFP No. RFP-5082-25/LTT

Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

Reginald Hardee: 23

I reviewed their plan and proposed maintenance approach.

Tommy Oliveras: 15

Strong PM methodology and documentation; however, missed 7 UPS units in original quote—accuracy/completeness concern.

Richard Ruiz: 20

Detailed checklist SOW and reporting; deducted for not providing an asset-by-asset price crosswalk for the entire list.

Service Reliability and Performance Metrics | Points Based | 20 Points (20%)

Joseph Felder: 15

The vendor has experience with Uninterruptible Power Supply (UPS) models that are currently in use by Seminole County.

Reginald Hardee: 19

The listed services and response hours posted. I also reviewed the sample reporting.

Tommy Oliveras: 10

Promises 2-hour response but no Orlando office publicly documented (Miami base). SLA realism is weak without local staffing.

Richard Ruiz: 12

Aligns to 15-minute acknowledgement and 2-/4-hour response with clear reporting cadence.

Inventory Management and Resource Availability | Points Based | 15 Points (15%)

Joseph Felder: 9

The facility location is ideal, with stocked material readily available. However, the limited number of employees in the area raises concerns about their ability to respond effectively during emergency scenarios or disasters. Additionally, the contractor's lack of staffing in the region may result in lower prioritization of our needs compared to other clients.

Reginald Hardee: 12

The company has distributed resources.

Tommy Oliveras: 7

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Request For Proposal - Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

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Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

Missed items on proposal lends additional oversight on the County side to ensure accurate inventory management. They claim to have a warehousing/resource in FL/GA, but no Orlando staging verified; practical parts/tech availability uncertain for 2-hour SLA.

Richard Ruiz: 10

States regional coverage and capability but shows limited proof of a specific local facility and staged spares.

Cost | Points Based | 10 Points (10%)

Joseph Felder: 8

The contracted Preventative Maintenance total appears reasonable; however, the proposed yearly increase and the four-hour minimum charge seem excessive.

Reginald Hardee: 7

I understood the overall proposed cost.

Tommy Oliveras: 7

The fact they omitted 7 UPS units from their pricing is not just a cost issue, it also reflects a gap in their technical accuracy and completeness. This also reduces their score here since it is not accurate reflection.

Richard Ruiz: 8

Lacks an apples-to-apples annual total and trends mid-to-higher once extended.

Facility Gateway Corporation

Qualifications and Experience | Points Based | 30 Points (30%)

Joseph Felder: 23

After review, the qualifying training and documentation submitted by the vendor satisfy the necessary requirements.

Reginald Hardee: 20

Years of doing business and Florida provided services.

Tommy Oliveras: 17

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Request For Proposal - Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

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Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

They have extensive national experience maintaining UPS systems for federal, state, and commercial clients, with a structured 24/7 service model and full preventive maintenance coverage. However, their headquarters in Wisconsin and lack of verified Orlando area presence limit their demonstrated local experience.

Richard Ruiz: 26

Packet is pricing-forward with limited reference documentation and no manufacturer certification letters included.

Technical Approach and Preventative Maintenance Plan | Points Based | 25 Points (25%)

Joseph Felder: 10

I did not notice a preventative maintenance plan. Solely a preventative maintenance pricing break-down.

Reginald Hardee: 19

The listed services and response hours posted.

Tommy Oliveras: 20

Thorough itemization by model/kVA; PM scope is complete and mapped to County list (no omissions).

Richard Ruiz: 23

Per-unit PM+2 line items cover many assets and include battery PM labor where noted; narrative procedures are light.

Service Reliability and Performance Metrics | Points Based | 20 Points (20%)

Joseph Felder: 16

The vendor has experience with uninterruptible Power Supply models that are currently in use by Seminole County.

Reginald Hardee: 18

Service examples, reporting, and maintenance schedules.

Tommy Oliveras: 10

They pledge 2-hour onsite, but no Orlando area presence shown; relies on regional/national dispatch which places us in a potential SLA risk.

Richard Ruiz: 13

Two-hour response is embedded in quoted line items and meets the stated requirement.

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Uninterruptible Power Supply (UPS) Maintenance, and Repair Services

Inventory Management and Resource Availability | Points Based | 15 Points (15%)

Joseph Felder: 11

The facility location is not directly specified, though the ideal placement is within the Central Florida region. The storage of spare parts is also considered advantageous.

Reginald Hardee: 9

The company has a resource plan.

Tommy Oliveras: 8

No documented Orlando-area warehouse/staging; parts availability likely via regional hubs. This places additional risk on the availability and reliability of parts

Richard Ruiz: 9

Breadth of priced units suggests adequate resourcing, but no verified local bricks-and-mortar address in the materials provided.

Cost | Points Based | 10 Points (10%)

Joseph Felder: 10

Has the lowest contract pricing submittal.

Reginald Hardee: 9

I understood the overall proposed cost.

Tommy Oliveras: 8

Quoted annual PM total appears very competitive, but emergency labor inclusion is unclear.

Richard Ruiz: 8

Consistent and transparent per-unit PM+2 pricing.