

July 13' 2017

City of Garden Grove
Department of Public Works
13802 Newhope Street
Garden Grove, CA 92843

Attention: Phil Carter – Facilities Manager

Siemens Sole Source Justification

The scope outlined in the panel upgrade proposal (Ref# AG 185 FY 16 R1 & AG 191 FY 16 R1) provided by Siemens Industry, Inc. Building Technologies Division to upgrade the technologically phased out Siemens controls from Siemens Staefa Controls to Siemens Apogee Insight Controls at the City of Garden Grove Senior Center and Gymnasium respectively can only be performed by Siemens factory trained specialists that are not available to any other vendor. Siemens provides service and support specific to Siemens manufactured equipment. This equipment is very technical in nature and requires factory trained service technicians with access to technical service bulletins and system updates to ensure proper operation of the Building Automation and HVAC systems at your facility. Siemens service tools are proprietary and are not available to other vendors. Moreover, Siemens Building Automation System software support, online and onsite support for emergency and non emergency situations are only available through the local Siemens office. Warranty coverage is contingent on work done by factory trained Siemens personnel.

In case of any questions or for more information, please feel free to contact me at (714) 519-8243. Your active consideration of services from Siemens Industry, Inc. is greatly appreciated.

Respectfully submitted,

Akshay Grover
Sr. Sales Executive
Counties, Cities and Municipals
Siemens Industry, Inc.
Building Technologies Division
6141 Katella Avenue
Cypress, CA - 90630
Mobile: (714) 519-8243
Email: akshay.grover@siemens.com

Siemens Industry, Inc., Building Technologies
6141 Katella Avenue, Cypress, California 90630

Phil Carter
Facilities Manager
Department of Public Works
13802 Newhope Street
Garden Grove, CA 92843

Name Akshay Grover
Department Building Automation Service
Telephone (714) 816-5109
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Mobile (714) 519-8243
E-Mail akshay.grover@siemens.com
Date July 27, 2017

Proposal
Upgrade Controls to Siemens Apogee Insight
Garden Grove Gymnasium
13641 Deodara Drive
Garden Grove, CA 92844
Proposal No. # AG 191 FY 16 Rev 2

Date of Site Walk December 21, 2015

Pricing (Detailed Scope on following pages)

Includes New Construction Use Tax: Yes
Includes Sales Tax: N/A
Base Bid: \$20,850.⁰⁰

Initial to Accept:

Remarks

Payment Terms are Net 30 with progressive billing. The Terms and Conditions of Sale shown on the attached are a part hereof. Per project aggregate general liability insurance is excluded. Prices quoted are firm for 30 days.

Proposed

Company Name: Siemens Industry, Inc.

By (Signed): _____

Name: Akshay Grover

Title: Sr. Sales Executive

Date: July 27, 2017

Accepted

I have read the attached Terms & Conditions of Sale, understand them fully, and agree to abide by them. I understand that payment is due upon receipt of invoice.

Company Name: City of Garden Grove

By (Signed): _____

Name: Phil Carter

Title: Facilities Manager

Date: _____

Scope of Work –**(4) Package Units –**

1. Demo existing (1) Staefa Controller at each of the (4) Package Units
2. Furnish & Install (4) TECs for the Package Units
3. Furnish & Install (4) Supply Air Duct Temperature Sensors for the (4) Package Units
4. Furnish & Install (1) PXC BACnet Controller to tie in the (4) TECs over Siemens FLN
5. Furnish & Install (4) Room Thermostat with Temperature Set Point & Digital Display for the (4) package units
6. Wiring & Termination of new TECs
7. Check operations of new TECs
8. Integrate the new TECs over the Field Level Network (FLN) and the new PXC controller into the existing Siemens BAS

Integration into existing Siemens Apogee Insight BAS –

1. Develop a standard application graphic for the (4) Package Unit TECs on the existing graphics.
2. Integrate the new controls into existing Siemens Apogee System
3. Test for proper operation
4. Review completed work with site personnel
5. Provide as-built drawings for customer records
6. Project Management, Engineering, Programming, Commissioning, Start Up & Check Out

Clarifications –

1. City of Garden Grove to provide Network IP Assignment (IP Address, Subnet Mask, Default Gateway) at the (1) new Siemens PXC Controller location. This is a **pre-requisite for Siemens** to connect the new controller to the existing Siemens BAS.
2. The Siemens TEC will be installed inside the existing package units at the same location as the existing controllers
3. Siemens will utilize the existing conduit to install new Siemens room thermostats
4. Support from Package Unit supplier will be coordinated and paid for by the city, if required.
5. Siemens will utilize all existing conduits. No EMT Conduit included except for the communication cable run between the buildings.
6. **Siemens assumes that the existing Staefa Controls only the above specified zones. Any Smoke Control or any other control such as Exhaust Fans etc that the Staefa controller might control is excluded from Siemens scope of work. If found, the same will be additional to the city.**
7. City of Garden Grove is responsible for all existing equipments. Any repairs to existing equipment, changes in proposed scope and delays in schedule due to existing equipment, access to facility, employee clearance or other undetermined schedules will be considered extra to the proposal.
8. Labor during **regular business hours (Monday to Friday: 7AM – 5PM)**. Overtime or double time, if required, will be charged extra.
9. City of Garden Grove to provide access to building and all rooms, provide any parking or necessary permits.
10. Any safety requirements beyond what Siemens adhere to will be additional.
11. Any change in the scope of work shall lead to commercial implications, if any.
12. Warranty – (1) year on all new parts & labor
13. Taxes & Freight FOB Job Site
14. Validity – **August 31' 2017**

Exclusions –

1. New Conduits, EMT Conduit (Except Communication Cable run between the two buildings)
2. All 120V power wiring (Siemens to tap off existing)
3. Package Unit Repair.
4. Control or wiring of equipments not mentioned above
5. Conduit stub ups for VAV zone room thermostats
6. Valves, Air Flow sensors, Pressure Sensors
7. Air / Water Balance (If reqd, can be done by Siemens at additional price)
8. Repair of any mechanical and/or controls equipment
9. Mechanical installation including valves, actuators, sensors, pressure taps, pipe wells
10. Connection to FLS (Fire, Life Safety)
11. Integration to third party systems
12. Engineering Submittals
13. Performance Bonds (Additional, if required)
14. Work on weekends and holidays
15. Delays to due to lack of building access
16. Correction of existing code violation
17. Patching and Painting of any surfaces
18. Smoke control or dampers of any kind
19. **Prevailing Wage Rates**
20. All permits and inspection fee
21. Additional equipments, devices, labor not mentioned in the proposal



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6141 Katella Avenue, Cypress, California 90630

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Facilities Manager
Department of Public Works
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Garden Grove, CA 92843

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Department Building Automation Service

Telephone (714) 816-5109
Fax (855) 431-7276
Mobile (714) 519-8243
E-Mail akshay.grover@siemens.com

Date July 27, 2017

Proposal
Upgrade Controls to Siemens Apogee Insight
Garden Grove Community Meeting Center / Senior Center
11300 Stanford Ave
Garden Grove, CA 92840
Proposal No. # AG 185 FY 16 Rev 2

Date of Site Walk December 21, 2015

Pricing (Detailed Scope on following pages)

Includes New Construction Use Tax: Yes
Includes Sales Tax: N/A
Base Bid: **\$80,950.⁰⁰**

Initial to Accept: _____

Remarks

Payment Terms are Net 30 with progressive billing. The Terms and Conditions of Sale shown on the attached are a part hereof. Per project aggregate general liability insurance is excluded. Prices quoted are firm for 30 days.

Proposed

Accepted

I have read the attached Terms & Conditions of Sale, understand them fully, and agree to abide by them. I understand that payment is due upon receipt of invoice.

Company Name: Siemens Industry, Inc.
By (Signed): _____
Name: Akshay Grover
Title: Sr. Sales Executive
Date: July 27, 2017

Company Name: City of Garden Grove
By (Signed): _____
Name: Phil Carter
Title: Facilities Manager
Date: _____

Scope of Work –

(2) Multizone Units –

1. Demo existing (1) Staefa Controller at each of the (2) 'Season Four' Multizone Units
2. Demo existing (9) damper actuators for the (9) areas served by the two Multizone units
3. Demo existing (9) room thermostats associated with the (9) zones
4. Furnish & Install (1) Siemens BACnet PXC Compact controllers at each of the (2) Multizone units
5. Furnish & Install (9) Supply Air Duct Temperature Sensors for the (9) zones
6. Furnish & Install (9) Siemens ATECs for the (9) zones controlled by the two Multizone units
7. Furnish & Install (9) Room Thermostat with Temperature Set Point & Digital Display for the (9) zones
8. Wiring & Termination of new TECs
9. Check operations of new TECs
10. Integrate the new TECs over the Field Level Network (FLN) and the new PXC controller into the existing Siemens BAS

(15) Package Units –

1. Demo existing (15) Staefa Controllers at the (15) Package Units – (6) at CMC and (9) at Senior Center building
2. Furnish & Install (15) TECs for the Package Units
3. Furnish & Install (15) Supply Air Duct Temperature Sensors for the (15) Package Units
4. Furnish & Install (1) PXC Controller to tie in the (15) TECs over Siemens FLN
5. Furnish & Install (15) Room Thermostat with Temperature Set Point & Digital Display for each of the (15) zones
6. Wiring & Termination of new TECs
7. Check operations of new TECs
8. Integrate the new TECs over the Field Level Network (FLN) and the new PXC controller into the existing Siemens BAS

Integration into existing Siemens Apogee Insight BAS –

1. Develop a standard application graphic for the (9) zone TECs on the existing graphics.
2. Develop a standard application graphic for the (15) package unit TECs on the existing graphics.
3. Integrate the new controls into existing Siemens Apogee System
4. Test for proper operation
5. Review completed work with site personnel
6. Provide as-built drawings for customer records
7. Project Management, Engineering, Programming, Commissioning, Start Up & Check Out

Clarifications –

1. City of Garden Grove to provide Network IP Assignment (IP Address, Subnet Mask, Default Gateway) at the (3) new Siemens PXC Controller locations. This is a **pre-requisite** for Siemens to connect the new controller to the existing Siemens BAS.
2. The Siemens TEC will be installed inside the existing package units at the same location as the existing controllers
3. Siemens will utilize the existing conduit to install new Siemens room thermostats
4. Support from Package Unit/Multi zone Unit supplier will be coordinated and paid for by the city, if required.
5. Siemens will utilize all existing conduits. No EMT Conduit included except for the communication cable run between the buildings.
6. **Siemens assumes that the existing Staefa Controls control only the above specified zones. Any Smoke Control or any other control such as Exhaust Fans etc that the Staefa controller might control is excluded from Siemens scope of work. If found, the same will be additional to the city.**
7. City of Garden Grove is responsible for all existing equipments. Any repairs to existing equipment, changes in proposed scope and delays in schedule due to existing equipment, access to facility, employee clearance or other undetermined schedules will be considered extra to the proposal.
8. Labor during regular business hours (Monday to Friday: 7AM – 5PM). Overtime or double time, if required, will be charged extra.
9. City of Garden Grove to provide access to building and all rooms, provide any parking or necessary permits.
10. Any safety requirements beyond what Siemens adhere to will be additional.
11. Any change in the scope of work shall lead to commercial implications, if any.
12. Warranty – (1) year on all new parts & labor
13. Taxes & Freight FOB Job Site
14. Validity – August 31' 2017

Exclusions –

1. New Conduits, EMT Conduit (Except Communication Cable run between the two buildings)
2. Seasons – 4 Multizone Unit Repair/Factory Startup
3. Freezer Temperature Sensors/Controls
4. All 120V power wiring (Siemens to tap off existing)
5. Package Unit/Multizone Unit Repair.
6. Control or wiring of equipments not mentioned above
7. Conduit stub ups for VAV zone room thermostats
8. Valves, Air Flow sensors, Pressure Sensors
9. Air / Water Balance (If reqd, can be done by Siemens at additional price)
10. Repair of any mechanical and/or controls equipment
11. Mechanical installation including valves, actuators, sensors, pressure taps, pipe wells
12. Connection to FLS (Fire, Life Safety)
13. Integration to third party systems
14. Engineering Submittals
15. Performance Bonds (Additional, if required)
16. Work on weekends and holidays
17. Delays to due to lack of building access
18. Correction of existing code violation
19. Patching and Painting of any surfaces
20. Smoke control or dampers of any kind
21. **Prevalling Wage Rates**
22. All permits and inspection fee
23. Additional equipments, devices, labor not mentioned in the proposal