

## **NOTICE OF SOLE SOURCE OR EMERGENCY PROCUREMENT**

Date: January 31, 2005

Vendor/Contractor: Seimens Building Technologies

Requisition and Contract Amount: Requisition SCPL-5-0041161 - \$348,758

Description of Services:

1. Upgrade existing Energy Control Management Systems at 10 Schools
2. Set up and maintain Web based monitoring system

Sole Source Determination: As per the attached documents

Date of Award: January 31, 2005

## **MEMORANDUM**

**TO:** The Record

**FROM:** John A. Manzella, CPPB  
Purchasing Services

**SUBJECT:** SOLE SOURCE PURCHASE – HVAC / EMC SYSTEM UPGRADES

**DATE:** January 31, 2005

The service requested on the attached Requisitions will not be formally bid. School Plant has documented on the attached letter that due to software compatibility only Siemens Building Technologies/Landis Division can do the required work to extend the existing EMC SYSTEM at the respective Schools.

Siemens Building Technologies/Landis Division is the only authorized distributor for these products in this geographic area, therefore purchase of these items are sole source.

JAM/kc



# **VIRGINIA BEACH CITY PUBLIC SCHOOLS**

A H E A D O F T H E C U R V E

## **MEMORANDUM**

**TO: Kevin Beardsley**

**FROM: Fran Foster**  
**Director**  
**John H. Hasher**  
**Mechanical Systems Coordinator**

**SUBJECT: SOLE SOURCE PURCHASE – HVAC / EMC SYSTEM UPGRADES**

**DATE: January 27, 2005**

The attached Requisition is for alterations to the existing energy management systems at various Schools. When dealing with Direct Digital Controls (DDC), there are many components of the system that must work together. When upgrading existing equipment, we tend to only address one group of components at a time. Throughout this process we must maintain the ability for each piece of equipment to communicate with the remaining parts. This equipment is vendor specific and can only be procured by one source in this geographic zone. The existing systems in these Schools are Siemens, therefore in order to uphold the compatibility with the existing systems no other control contractor can make the required changes to the program.

The first part of this project is the upgrading of Stand-alone Control Units (SCU) to Modular Building Controllers (MBC). This is a direct result of improved technology allowing for more data transfer at a greater speed. These projects were already scheduled for this summer and need to be accomplished regardless of the web-based project. These SCU's and MBC's are vendor specific and interact with other equipment (TEC's) out in the schools. The TEC's are individual controllers for each piece of equipment, typically between 50-200 per school. Only Siemens SCU's or MBC's can interact with Siemens TEC's. Additionally, only Siemens can purchase and install Siemens-type products.

The second part of this project is going to the APOGEE Ethernet upgrade. Currently we use dial up modems in each facility to communicate with our control panels. This is an outdated process that is slow and subject to many errors. While this has been our standard for many years, we believe that this project will upgrade our ability to communicate more efficiently with the buildings. The server that Siemens will be installing will be loaded with APOGEE software which will allow the server to talk directly to the MBC's in the schools via the Ethernet without any other equipment. Any additional hardware installed between the server and MBC will decrease the reliability dramatically. Additionally

any in-between software will not be able to be upgraded at the same rate as the control software. This will pose problems in the future as new technology becomes available. We do not want to install Interpreters or Ethernet modems at each school to accomplish this task. When dealing with technology, increased equipment poses an increased potential for problems.

Additionally, the server in the contract was specified by the Department of Technology. We have met with their representatives and ensured all the equipment would be compatible with current equipment and technology.

The approximate breakdown of this project is as follows:

-\$299,000 – equipment upgrade (SCU-MBC)

-\$49,000 – graphics and server