



VIRGINIA BEACH CITY PUBLIC SCHOOLS

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

NOTICE OF SOLE SOURCE OR EMERGENCY PROCUREMENT

Date: March 23, 2006

Vendor/Contractor: **Johnson Controls**

Requisition and Contract Amount: Requisition SCPL-6-0054332 - \$58,140.00

Description of Services: **HVAC / SYSTEM UPGRADES**

Sole Source Determination: As per the attached documents

Date of Award: March 23, 2006

approved: J. Ken Blandy 3/23/06

MAR23'06 PM 4:05 VBPS

PURCHASE REQUISITION



VIRGINIA BEACH CITY PUBLIC SCHOOLS
SCHOOL ADMINISTRATION BUILDING
2512 GEORGE MASON DRIVE
VIRGINIA BEACH VA 23456

Entered Date: 03/02/2006	FY	Requisition No.
Required Date:	06	SCPL-6-0053868
		- 54332

Justification: SERVICES - VARIOUS SCHOOLS

S H I P T O	VIRGINIA BEACH CITY PUBLIC SCHOOLS SCHOOL PLANT SERVICES 213 NORTH WITCHDUCK ROAD VIRGINIA BEACH VA 23462
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Vendor: JOHNSON CONTROLS INC Phone: () - ext.

I N V O I C E	VIRGINIA BEACH CITY PUBLIC SCHOOLS OFFICE OF BUSINESS SERVICES P.O. BOX 6038 VIRGINIA BEACH VA 23456
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Requesting Department	Requestor	Phone #	Requisition Type		
SCHOOL PLANT	HASHER, JOHN		ST		
Item	Class-Item and Description	Quantity	Unit	Unit Price	Total
1.0	UPGRADE EXISTING JOHNSON CONTROLS, INC., TECHNOLOGY TO WEB ENABLED ARCHITECTURE AT VARIOUS SCHOOLS PER ATTACHED PROPOSAL SOLE SOURCE LETTER & SPECIFICATIONS ATTACHED. WORK TO BEGIN AS SOON AS POSSIBLE WITH COMPLETION BY AUGUST 18, 2006. CONTACT JOHN HASHER AT 473-5190 TO SCHEDULE WORK	1.00	EA	\$58,140.00	\$58,140.00
Subtotal:					\$58,140.00
TOTAL:					\$58,140.00

VCPS Accounting Information

ACCOUNT NUMBER	AMOUNT
115.57200.603201	\$58,140.00

cancelled 3/15/06

RECEIVED
MAR 13 2006
 VIRGINIA BEACH CITY
 SCHOOL BOARD
 BUSINESS SERVICES

Request submitted by: [Signature] 3/2/06
Name Title

Request approved by: [Signature]
Name Title

Purchase authorized by: _____

We the undersigned, by approving this requisition, hereby certifies that, to the best of his/her knowledge, the requisition fully complies with all provisions of the State and Local Government Conflict of Interest Act (Code of Virginia, § 2.2-3106 et seq.)

Purchase action taken by: [Signature]
OBS/Purchasing Division

Johnson Controls, Inc
Controls Group
2730 Ayliff Road
Norfolk, VA 23513
Ph: 757 / 853-0425
Fx: 757 / 853-3306



BUDGET PROPOSAL

P05-181

TO: City of Virginia Beach Schools
Attn: John Hasher
Fax: 473-5290

DATE: 08/29/2005

PROJECT: Upgrade existing Johnson Controls, Inc.
NCM to Web Enabled Architecture

Upgrade existing Johnson Controls, Inc Technology to Web Enabled Architecture

We propose to furnish the materials and/or perform the work described below for the net **Base Bid** price of fifty eight thousand one hundred forty and 00/100----- Dollars (**\$58,140.00**).

Please note: This figure is in 2004 dollars. Please escalate pricing if the system shall be installed in future years.

This proposal includes the following:

1. Providing three (3) Network Automation Integrators to reside on the City of Virginia Beach Schools Ethernet LAN.
2. Re-programming/formatting of existing network (160 hours) to configure the system as one network.
3. Programming/formatting of new system (24 hours).
4. Providing Ethernet cards in existing NCM-350 supervisory controllers.
5. Providing Application Data Server software to reside on an owner provide operator workstation to enable appropriate data transfer and data storage.
6. Providing two (2) days of training for system operators.
7. Providing appropriate wiring/interface of existing NCM-350 to reside on the City of Virginia Beach Schools Ethernet LAN.
8. Hardware engineering and drawings of new architecture.

This proposal does not include:

- ◆ Providing operator workstation for application data server software.
- ◆ Work other than described above.

(IMPORTANT: This proposal incorporates by reference the terms and conditions on the reverse side hereof.)

This proposal is hereby accepted and Johnson Controls is authorized to proceed with the work; subject, however, to credit approval by Johnson Controls, Inc., Milwaukee, Wisconsin.

This Proposal is valid until

Sixty Days

Purchaser - Company Name

JOHNSON CONTROLS, INC

Signature

Signature

Name: _____
Title: _____
Date: _____

Name: Melanie Page
Title: Account Executive
Form 975-A (Rev. 2.92)



VIRGINIA BEACH CITY PUBLIC SCHOOLS

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

MEMORANDUM

TO: The Record

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

SUBJECT: SOLE SOURCE PURCHASE – HVAC / SYSTEM UPGRADES

DATE: March 23, 2006

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 Johnson Controls can do the required work to extend the existing SYSTEM to make it web based enabled at the respective School.

Johnson Controls 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: February 13, 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 Johnson Controls; therefore in order to uphold the compatibility with the existing systems no other control contractor can make the required changes to the program.

This project will consist of installing new Network Automation Integrators as well as upgrading the existing Network Control Module (NCM) to accept an Ethernet Control card which will allow communication via the network. 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. This is a direct result of improved technology allowing for more data transfer at a greater speed. These NCM's are vendor specific and interact with other equipment (UNT's) out in the schools. The UNT's are individual controllers for each piece of equipment, typically between 50-200 per school. Only a Johnson Controls NCM's can interact with Johnson Controls UNT's. Additionally, only Johnson Controls can purchase and install Johnson Controls-type products.

Any additional hardware installed between the server and NCM's 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 this technology, increased equipment poses an increased potential for problems.

The approximate breakdown of this project is as follows:

-\$48,140 – equipment upgrade (NCM)

-\$10,000 – graphics and server

SPECIFICATIONS FOR JOHNSON CONRTOLS ETHERNET UPGRADE

SCOPE OF WORK

Furnish and install an extension of the Johnson Controls, Inc. environmental control, energy management and/or building automation system. Include all labor, material, wiring, programming, graphics, start-up and check out of the entire system to allow for web enabled architecture. Schools to include: Adult Learning Center, Bayside ES, Christopher Farms ES, College Park ES, Cooke ES, Creeds ES, Green Run ES, Kempsville Meadows ES, Linkhorn Park ES, New Castle ES, Seatack ES, Woodstock ES.

WORK TO INCLUDE

1. Provide 3 Network Automation Integrators. Will reside on Virginia Beach Schools Ethernet LAN.
2. Re-programming/formatting of existing network to configure the system as one network (160 hours).
3. Programming/Formatting of new system (24 hours).
4. Provide Ethernet cards in existing NCM-350 supervisory controllers.
5. Provide application Data Server software to reside on owner provided workstation.
6. Provide two (2) days of training for operators.
7. Provide appropriate wiring/interface of existing NCM-350.
8. Hardware engineering and drawings of new architecture.
9. Create building graphics package
10. One year warranty
11. Weekly update of project status.

SITE VISIT

Bidder shall visit site to determine scope of work and conditions prior to bid submission. Contractor shall have sole responsibility for accuracy of all measurements, estimates of material quantities, types of materials, sizes and site conditions that will affect work.

QUALITY CONTROL

1. Prior to bid date Contractor shall notify School Plant of any omissions, contradictions, or conflicts in Specifications. If the contractor does not notify School Plant of any such conditions, it will be assumed that the contractor has included all necessary items.
2. It is the intent that this be a completed project as the contract documents set forth. The contractor shall make their own contracts with subcontractors and be responsible for obtaining any required permits. The contractor alone shall be held responsible for the project by School Plant.
3. The contractor shall assume full responsibility for the protection and safe keeping of materials stored on work site premises.

4. The contractor shall take precautions to control dust and debris associated with the project. The contractor to prevent contamination or damage shall cover equipment or material that cannot be moved.
5. All work is to be performed in a professional manner by qualified personnel in the trade.

SAFETY REQUIREMENTS

1. All application, material handling and associated equipment shall conform to and be operated in compliance with OSHA safety requirements.
1. Comply with federal, state and local fire safety codes/requirements.
2. Advise School Plant whenever work is expected to be hazardous to school system employees, students or other building occupants.
3. Maintain fire extinguisher within easy access whenever power tools, flammable materials or heat producing devices are being used.
4. Advise School Plant when volatile materials are to be used near air ventilation intakes or near occupied spaces so that action may be taken to prevent degradation of air quality. Where applicable, provide Material Safety Data Sheets for materials to be used on project.

SPECIAL CONDITIONS

1. Contractor is to supply dumpster or other devices if necessary for disposal of demolished materials. The contractor shall not use School Board equipment or materials.
2. Any School Board equipment (brooms, mops, trash cans, carts, etc.) used by the contractor shall become the property of the contractor. An amount equal to the replacement cost of the materials shall be deducted from the bid price before final payment is rendered.
3. Contractor shall sign in with the schools main front office each day work is to be done.

CLEAN UP

The work area shall be cleaned at the end of each workday. All materials shall be secured in a safe and neat manner. Upon completion of the project, the contractor shall thoroughly clean the work area, returning it to a level of cleanliness equal to that existing prior to commencement of work.

INSPECTION

The Coordinator of Mechanical Systems or his designee at 473-5190 shall perform inspection. Contact this office prior to starting work.

TIME OF COMPLETION

Work to begin upon receipt of work order and be completed no later than August 18, 2006.

Final walk through will be performed at all sites with contractor's representative and School Plant personnel before final payment is rendered.