



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: November 22, 2006

Vendor/Contractor: Siemens Technologies

Requisition and Contract Amount: Requisition SCPL-7-0062856 - \$61,415.00

Description of Services: HVAC / EMC SYSTEM UPGRADES

Sole Source Determination: As per the attached documents

Date of Award: November 22, 2006

NOV22'06 PM 5:40 VBPS



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 / EMC SYSTEM UPGRADES

DATE: November 22, 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 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: November 8, 2006

The attached Requisition is for alterations to the existing energy management systems at Larkspur Middle School. 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 this school is 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. This project was already scheduled for this summer, but need to be accomplished sooner due to the failure of one SCU. The 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

Approved: J. Kevin Beardsley 11/22/06

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.

REQUISITION



Justification: CONTROL SYS UPGRADE-LARKS MS

Required Date: 11/06/2006	Fiscal Yr:	
Requested Date: 11/06/2006	07	
Phone: (757) 263 - 1175		
Vendor: SIEMENS BLDG TECH INC		

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MR.FRAN FOSTER
SCHOOL PLANT SERVICES
213 NORTH WITCHDUCK ROAD
VIRGINIA BEACH, VA 23462

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OFFICE OF BUSINESS SERVICES
P.O. BOX 6038
VIRGINIA BEACH, VA 23456

Requesting Department	Requestor	Phone #	Requisition Type
SCPL - SCHOOL PLANT	PAT HANEY	(757) 473 - 5190	ST - STANDARD

Item	Class-Item and Description	Quantity	Unit	Unit Price	Discount	Total				
1	UPGRADE 8 EXISTING MBC PANELS TO APOGEE EHTERNET PANEL AT LARKSPUR MS PER ATTACHED PROPOSAL CONTACT JOHN HASHER AT 473-5190 TO COORDINATE WORK SCHEDULE SUMMER 2007 WORK <table border="1" style="width: 100%; margin-top: 10px;"> <tr> <th style="width: 70%;">Account Number</th> <th style="width: 30%;">Amount</th> </tr> <tr> <td>115.57200.603201</td> <td style="text-align: right;">\$61,415.00</td> </tr> </table>	Account Number	Amount	115.57200.603201	\$61,415.00	1.00	EA	\$61,415.00	\$0.00	\$61,415.00
Account Number	Amount									
115.57200.603201	\$61,415.00									

TOTAL:	\$81,415.00
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Request submitted by: _____ <div style="text-align: center; margin-top: 5px;">Name Title</div>	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.)
Request approved by: _____ <div style="text-align: center; margin-top: 5px;">Name Title</div>	
Purchase authorized by: _____ <div style="text-align: center; margin-top: 5px;">(For School Board use Only)</div>	Purchase action taken by: _____ <div style="text-align: center; margin-top: 5px;">OBS/Purchasing Division</div>

SIEMENS

- Mr. John Hasher
- Virginia Beach City Public Schools
- 213 N. Witchduck Road
- Virginia Beach, Virginia 23462

SERVICE PROPOSAL

No: Q-0621
Date: 10/20/06
Limiting Date: 12/31/06

Project: Larkspur Middle School Ethernet Panel Upgrades

Proposal: We propose to furnish and install APOGEE Ethernet MBC panel upgrades for Larkspur MS. Includes all labor, material, wiring, programming, start-up and check-out of the entire system. Ethernet drops to the panels shall be provided by VBCPS.

Included:

- Upgrade 8 existing MBC panels to Ethernet panel.
- Conduit/Cable shall be installed during normal working hours.
- APOGEE database conversion.
- One (1) APOGEE Graphics software license.
- System Graphics.
- Includes taxes and one year warranty.

*Summer
2007*

Cost: \$61,415.00

If you have any questions in reference to this proposal, please feel free to contact our office.

Wiring by Siemens Building Technologies, Inc.

Wiring by others

No wiring required

Terms of Payment:

Monthly Progress Payments.

Proposal Accepted:

Siemens Building Technologies, Inc. is authorized to proceed with the work as proposed.

Proposal Submitted:

Siemens Building Technologies, Inc.

Purchaser _____

Seller Siemens Building Technologies, Inc.

By _____

By Matthew J. Eyles

Title _____

Title Account Executive

Date _____

Date October 20, 2006

Siemens Building Technologies, Inc.

Landis Division
5269 Cleveland Street, Suite 101
Virginia Beach, VA 23462

Tel: (757) 490-6026
Fax: (757) 490-0610