



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: September 24, 2008

Vendor/Contractor: **Johnson Controls**

Requisition and Contract Amount: Requisition SCPL-9-0088544 - \$179,840

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

Sole Source Determination: As per the attached documents

Date of Award: September 24, 2008

SEP24'08 PM12:19 VBPS



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: September 22, 2008

Req/Payment Request
Req/PR# 88544
Submitter CValler
Date Scanned 9.22.08
SP WO# _____

The attached Requisition is for alterations to the existing energy management systems at the following schools: Bayside ES, Linkhorn Park ES, Green Run ES, College Park ES, Creed ES and Adult Learning Center. 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 This is an outdated process that is slow and subject to many errors.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:

-\$100,000 – equipment upgrade (NCM)

-\$80,000 – graphics and programming

approved for solo source.

J. Ken Blandy

Req/Payment Request
Req/PR# 88544
Submitter C. Waller
Date Scanned 9.22.08
SP WO# _____



BUDGET PROPOSAL

P08-118

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

DATE: 05/20/2008

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

Upgrade remaining existing Johnson Controls, Inc Technology to Web Enabled Architecture

We propose to furnish the materials and/or perform the work described below for the per school net price of:

Linkhorn Park Elementary School	<u>\$24,990.00.</u>
Bayside Elementary School	<u>\$24,990.00.</u>
Green Run Elementary School	<u>\$24,990.00.</u>
College Park Elementary School	<u>\$24,990.00.</u>
Creeds Elementary School	<u>\$24,990.00.</u>
Adult Learning Center (ALC)	<u>\$24,990.00.</u>
Software Upgrades for server	<u>\$29,900.00.</u>

INCLUDE ALL

Req/Payment Request
Req/PR# 88544
Submitter Challer
Date Scanned 9-22-08
SP WO# _____

Each school's upgrade includes the following:

1. Providing a Network Automation Engine to reside on the City of Virginia Beach Schools Ethernet LAN, at each of the locations listed above.
2. Uploading of existing field controller configuration files for print out and turn over to City of Virginia Beach Public Schools for review.
3. Providing a pre-commissioning check list and assessment of existing system and any existing deficiencies to be turned over to owner for repair. (repairs by owner)
4. Correction of original project deficiencies as required upon mutual agreement between City of Virginia Beach Public Schools and Johnson Controls.
5. Providing checkout and recommissioning of building systems.
6. Uploading of system changes to field controller configuration files for print out and turn over to City of Virginia Beach Public Schools for review.
7. Providing graphics as approved by City of Virginia Beach Public Schools to include floor plans and system graphics.
8. Make corrections to new database as required upon mutual agreement between City of Virginia Beach Public Schools and Johnson Controls.
9. Hardware engineering and drawings of new architecture.
10. One-year warranty on all labor and new products.

The software upgrades for server pricing includes the following

1. Upgrading software on the existing Windows 2003 server to allow Extended Application Data Server (ADX) with licensing for 25 concurrent users to reside on the City of Virginia Beach Schools Ethernet LAN.

This proposal does not include:

- ◆ Work other than described above.
- ◆ Providing any replacement controls or repairs of existing systems.
- ◆ Warranty on existing systems or controls not replaced under this project.

(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 for budgeting purposes

JOHN HASTEN - RBCPS
 Purchaser - Company Name

[Signature]
 Signature

JOHNSON CONTROLS, INC

[Signature]
 Signature

Name: John Hasten
 Title: Mech. Systems Controller
 Date: 7/22/08

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

Req/Payment Request
 Req/PR# 88544
 Submitter Cwaller
 Date Scanned 9.22.08
 SP WO# _____

REQUISITION



Justification: SERVICE-VARIOUS SCHOOLS

Required Date:	Fiscal Yr:	Requisition No.
Requested Date: 09/22/2008	09	SCPL-09-0088544
Phone: (757) 263 - 1175		
Vendor: JOHNSON CONTROLS INC		

**S
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FRAN FOSTER
SCHOOL PLANT
1568 CORPORATE LANDING PKWY
STE 200
VIRGINIA BEACH, VA 23454

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C
E**

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

Requesting Department		Requestor	Phone #		Requisition Type				
SCPL - SCHOOL PLANT		CHARITY WALLER	(757) 263 - 2500		ST - STANDARD				
Item	Class-Item and Description	Quantity	Unit	Unit Price	Total				
1	UPGRADE DIAL UP TO WEB BASED CONTROLS AT LINKHORN PARK ES, BAYSIDE ES, GREEN RUN ES, COLLEGE PARK ES, CREEDS ES AND ADULT LEARNING CENTER PER ATTACHED PROPOSAL #P08-118. CONTACT DAVE HENDERSHOT AT 263-2500 TO COORDINATE WORK SCHEDULE SOLE SOURCE LETTER ATTACHED <table border="1" style="width: 100%; margin-top: 10px;"> <thead> <tr> <th style="width: 60%;">Account Number</th> <th>Amount</th> </tr> </thead> <tbody> <tr> <td>115.57200.603201</td> <td style="text-align: right;">\$179,840.00</td> </tr> </tbody> </table>	Account Number	Amount	115.57200.603201	\$179,840.00	1.00	EA	\$179,840.00	\$179,840.00
Account Number	Amount								
115.57200.603201	\$179,840.00								
TOTAL:					\$179,840.00				

Request submitted by: _____ <div style="text-align: center;">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;">Name Title</div>	
Purchase authorized by: _____ <div style="text-align: center;">(For School Board use Only)</div>	Purchase action taken by: _____ <div style="text-align: center;">OBS/Purchasing Division</div>