

August 6, 2024

MEMORANDUM

TO: Jim Murdaugh, Ph.D.
President

FROM: Barbara Wills, Ph.D.
Vice President for Administrative Services and Chief Business Officer

SUBJECT: HVAC VAV Replacements

Item Description

This item requests approval of the attached Turn Key solution for the replacement of 100 HVAC VAV's (Variable Air Volume) systems located on TSC's Main Campus – Site 1, at 444 Appleyard Dr.

Overview and Background

As part of the Main Campus Central Utility Plan Infrastructure Upgrades, Siemens conducted multiple site visits to evaluate HVAC performance issues. During evaluation, it was determined that the existing aging HVAC VAV controls are failing and affecting system integrity. Replacement is necessary to ensure system operation including livable temperatures, humidity control, and energy efficiency.

The attached Proposal no. 9023707 in the amount of \$325,000.00 was received from SIEMENS according to the pricing established under the DMS Florida State Term Contract; DMS-14-15-003 FACS SA and T_M CONTRACTS and is recommended for all labor and materials for the Turn Key solution for the replacement of 100 VAV's.

Funding/ Financial Implications

This project will be funded from Federal Funds.

Past Actions by the Board

None

Recommended Action

Approve the attached proposal no. 9023707 from SIEMENS as presented.

PROPOSAL

TCC- Building VAV Conversion

PREPARED BY

Siemens Industry, Inc. ("Siemens")

PREPARED FOR

TALLAHASSEE STATE COLLEGE

DELIVERED ON

July 23, 2024

SMART BUILDINGS

Transforming the Everyday



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Contact Information

Proposal #:	9023707
Date:	July 23, 2024

Sales Executive:	Jason M Taylor
Branch Address:	113 Progress Drive Tallahassee, FL 32304
Telephone:	513-368-9073
Email Address:	jason.taylor@siemens.com

Customer Contact:	Don Herr
Customer:	TALLAHASSEE STATE COLLEGE
Address:	444 APPLEYARD DR TALLAHASSEE FL 32304-2815
Services shall be provided at:	TALLAHASSEE STATE COLLEGE 444 APPLEYARD DR TALLAHASSEE FL 32304-2815

Scope of Work

Conclusion

Siemens Industry, Inc. is proud to present our Turn Key solution for 100 VAV'S. We are uniquely qualified, and offer the best reliable solution, as well as, long term site support. Our Tallahassee Team is prepared to fully commit the required resources to meet all project objectives. The below proposed solutions is in response to site investigations at the request of Tallahassee Community College. During multiple site visits to evaluate issues at the main campus associated with poor HVAC performance and air quality issues it has been determined that due to the age of the HVAC VAV controls and infrastructure have began to fail and the system integrity has been affected to the point that the old JCI controllers now requires replacement in order to regain proper control of the occupied spaces. There are over 750 controllers across the TSC campus. To date around 300 have been replaced however, due to the rate at which the 20 + year controllers are failing a more aggressive approach is required to get the buildings under control. This is also required to ensure that the efforts of previous upgrades are realized and space comfort and humidity control as well as energy efficiency are maintained. Siemens will be utilizing the DMS Florida State Term Contract as the vehicle to provide this solution.

Contracting Vehicle

To: Purchasing

This document is for reference related to Purchases of Siemens products and services for equipment manufactured and installed by Siemens Industry, Inc. installed in facilities referenced above.

Services provided by Siemens include one or multiple of the following:

- Support for Siemens Building Automation, Siemens Fire Alarm, Siemens Security, Siemens CCTV, Siemens Electrical Metering Systems, Siemens Energy Services, Measurement and Verification, Siemens Mechanical Services and General and Mechanical contracting.

Siemens Industry, Inc. is the manufacturer, installer and servicer of Siemens building systems, including building temperature control, laboratory control, lighting control, fire, security, mechanical and energy management systems supporting various Florida public sector entities as defined in F.S. including the Florida Department of Management Services (DMS) since 1993.

As the manufacturer Siemens Industry, Inc. authorizes systems hardware, software and installed systems purchases, updates, expansions and/or support to be provided exclusively by Siemens Industry, Inc. factory direct branches or by specified value added partners for specific market segments.

Siemens value added partners are not authorized to provide support for **Department of Management Services** as well as other specific Florida public sector entities. Additionally non-Siemens vendor/contractors/suppliers may not offer any Siemens systems hardware and services and/or imply in any form that they are "Siemens Authorized" and do not have authorized channel access to systems hardware/software or updates thereof. Limited component parts only (valves, actuators, etc.) may be available via supply chain vendors such as "Grainger" however, systems hardware, software and installed systems or service are not authorized to be sold through supply chain.

Siemens Industry, Inc. is a "statewide" vendor as listed in MyFlorida MarketPlace under "Siemens Industry, Inc. BT Div, FEID F132762488".

Siemens Industry, Inc. supports the Florida public sector market through Factory Direct Branch Offices in (10) Florida cities.

Pricing transparency as required by F.S. for single source purchases is available and may be defined in the associated agreement request for single source or as below.

Option 1

State of Florida Dept. of Management Services
DMS-14-15-003 FACS SA and T_M CONTRACTS

Option 2

National Joint Powers Alliance. www.njpacoop.org
Siemens: Contract 03157SIE Technology
Siemens: Contract 030817SIE HVAC Services

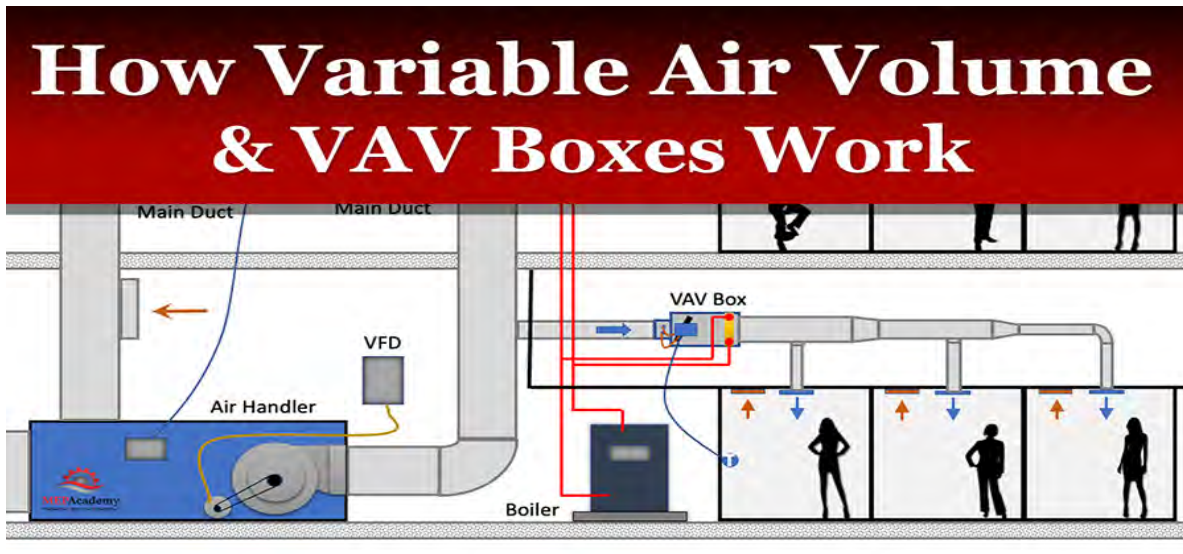
Option 3

Many other government procurement vehicles are available for consideration such as GSA upon request and applicability.

Inclusions

Siemens will provide and Install the following:

HVAC System overview (Point of Reference)



Design DXR Controllers (Controls VAV's)



Compact, programmable automation station with increased functionality and flexibility to support the demands for standard control of terminal HVAC equipment and TRA applications. TRA offers the highest level of flexibility for energy-optimized solutions without sacrificing comfort.

- BACnet IP, BACnet Secure Connect, and BACnet MS/TP communication
- BTL Listed as BACnet Advanced Application Controller
- Dual ethernet ports
- Fully programmable using block programming to meet unique sequences of operation
- Pre-configured applications for Fan Coil Units, Chilled Beams and Heat Pumps
- Applications compliant with the latest ASHRAE guidelines, standards and codes
- Title 24 Compliant

VAV Boxes w/ Hot Water Reheat

- Siemens to provide field mounted controls on VAV boxes, and field FLN communication wiring. The following is a list of the factory mounted controls, monitored and controlled by Siemens:
 - (100) DXR equipment controller with damper actuator
 - (100) Room Temperature Sensor – Field Mounted
 - (100) Discharge Air Temperature Sensor – Field Mounted
 - (100) Return Air Temperature Sensor – Field Mounted
 - (100) Hot Water Valve and Actuator (Siemens provided and Installed by TSC)
- 1. Labor to provide Siemens standard submittals / record documents
 - System architecture (Siemens BACnet IP & MSTP)
 - Network address schedule
 - System flow diagrams
 - Control installation / wiring diagrams
 - Control & Component Panel layouts
 - Valve schedule
 - Equipment / Instrumentation datasheets
 - Point database
 - Programming
- 2. Labor to provide installation and wiring, to include:
- 3. BMS conduit as specified
 - BMS control and interlock wiring
- 4. Labor to provide Siemens standard startup & checkout
 - Point database verification
 - Point-to-point
 - Loop checks
 - Sequence verification
- 5. Labor to provide Siemens project management, to include the following:
 - BMS project scope only and associated meetings and coordination as required by project schedule (not full-time project manager)
 - Project meeting attendance
 - Project documentation requirements
 - Material ordering and delivery coordination
 - Project turnover documentation support
- 6. Labor to provide 8 hours of Owner training
- 7. 1-year parts and labor warranty upon beneficial use of systems

Exclusions

1. Removing, replacing, cutting, patching, or painting of ceilings or walls
2. Roof penetrations, access doors and fire caulking
3. Site cleanup crews and or additional labor for site cleanup of non-Siemens work
4. Overtime
5. After hours work
6. Asbestos abatement, and work within asbestos areas
7. Additional testing due to others
8. Performance or Payment bonds
9. Per project aggregate general liability insurance
10. Professional liability insurance
11. Errors and omissions insurance
12. Bonding or special insurance
13. Owner Controlled Insurance Program (OCIP)
14. Owner provided insurance
15. Certified payroll
16. Wage scale or Davis-Bacon wages
17. Installation of pipe mounted devices (i.e. control valves, flow meters, sensor wells)
18. Access doors
19. Temporary or standby labor and services

Clarifications

1. The project cost includes the tie in of the associated BMS system to the existing Siemens BMS front end workstation and will be Desigo CC
2. Control wiring shall be run in conduit where exposed. Control wiring shall be run using plenum rated cable without conduit in concealed accessible locations and above lift-out ceiling
3. All wiring above 24V will be provided by Division 26
4. The owner will need to provide IP drops to the Siemens DDC panels
5. IT connections and associated addresses will be provided by the owner (only required if additional addresses are required)

Sell Price

Total Quote Price	\$325,000.00
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This price is firm for 30 days from the date of this proposal.

Payment Terms

Payment Terms Acceptance Agreement

The total price of: \$325,000.00 and the estimated return on investment are based on the items outlined in this proposal. ANY STATEMENTS MADE HEREIN REGARDING SAVINGS THAT MAY BE ACHIEVED BY IMPLEMENTING THE SERVICES OFFERED IN THIS PROPOSAL ARE ESTIMATES ONLY. NO WARRANTY, EITHER EXPRESSED OR IMPLIED, SHALL BE CONSTRUED TO ARISE FROM SUCH STATEMENTS, NOR SHALL SUCH STATEMENTS BE CONSTRUED AS CONSTITUTING A GUARANTEE BY SIEMENS THAT SUCH SAVINGS WILL OCCUR IF THE SERVICES ARE IMPLEMENTED.

The Buyer acknowledges that when accepted by the Buyer as proposed by Siemens Industry, Inc., this Proposal and the Siemens RAM Projects Business Standard Terms and Conditions, (together with any other documents incorporated into the forgoing) shall constitute the entire agreement of the parties with respect to its subject matter. BY EXECUTION HEREOF, THE SIGNER CERTIFIES THAT (S)HE HAS READ ALL OF THE TERMS AND CONDITIONS AND DOCUMENTS, THAT SIEMENS OR ITS REPRESENTATIVES HAVE MADE NO AGREEMENTS OR REPRESENTATIONS EXCEPT AS SET FORTH THEREIN, AND THAT (S)HE IS DULY AUTHORIZED TO EXECUTE THE SIGNATURE PAGE ON BEHALF OF THE BUYER.

Proposal is valid for thirty (30) days from the delivery date of July 23, 2024. Payment is due within 30 days of invoice date.

Payment Terms: 25% mobilization in advance, progress payments

Total: \$325,000.00

Siemens Industry, Inc. invoices paid by credit card may be subject to a surcharge of up to 2%.

Terms & Conditions Link(s)

Terms and Conditions (Click to download)

[Terms & Conditions \(Unrestricted\)](#)

(www.siemens.com/standard-terms-project-unrestricted)

Price Escalation. If, during the term of this Contract, the price of various materials or labor or logistics are increased as reflected by CRU/IHS Markit/CMAI/COMEX market index, then Siemens may increase the Contract Sum or apply a surcharge to Customer accordingly.

As a result of the global Covid-19 Virus outbreak, temporary delays in delivery, labor or services from Siemens and its sub-suppliers or subcontractors may occur. Among other factors, Siemens' delivery is subject to the correct and punctual supply from sub-suppliers or subcontractors, and Siemens reserves the right to make partial deliveries or modify its labor or services. While Siemens shall make every commercially reasonable effort to meet the delivery or service or completion date mentioned above, such date is subject to change.

To the extent applicable, the following Rider(s) are incorporated and made part of the Siemens Standard Terms and Conditions:

Riders (Click on rider below to download)

[SI Monitoring Rider](#)

(www.siemens.com/rider-monitoring)

[SI Online Backup and Data Protection](#)

(www.siemens.com/rider-data-backup)

[SI UBM or Utility Procurement](#)

(www.siemens.com/rider-ubm)

[SI Software License Warranty](#)

(www.siemens.com/rider-software-license)

[SI Consulting Rider](#)

(www.siemens.com/rider-consuling)

[SI Third Party Rider \(Smart Air Quality™\)](#)

(www.siemens.com/rider-air-quality)

Signature Page

Proposed by:

Siemens Industry, Inc.

Company

Jason M Taylor

Name

9023707

Proposal #

\$325,000.00

Proposal Amount

July 23, 2024

Date

Accepted by:

TALLAHASSEE STATE COLLEGE

Company

Name (Printed)

Signature

Title

Date

Purchase Order # PO for billing/pmnt only PO not required