



**ROPOSAL**

BFL3-BAU Career Source

**PREPARED BY**

Siemens Industry, Inc.

**PREPARED FOR**

Procurement Alachua County

**DELIVERED ON**

December 17, 2021



Smarter buildings drive smarter, and more efficient, building operations.

Creating perfect places to live. That's ingenuity for life.

**Table of Contents**

INTRODUCTION ..... 1

    Proposal Information ..... 1

    Contact Information ..... 3

CUSTOMER OVERVIEW ..... 4

    Executive Summary ..... 4

    Siemens Capabilities & Customer Commitment ..... 5

SERVICE SOLUTION ..... 6

    Building Services – Mechanical ..... 6

    Emergency Response Times – Mechanical ..... 8

    Equipment Inventory ..... 9

    Mechanical Exclusions and Clarifications ..... 10

SERVICE IMPLEMENTATION PLAN ..... 11

    Connectivity and Communications ..... 11

    Service Agreement Contract Characteristics ..... 12

    Service Team ..... 13

TERMS AND CONDITIONS ..... 14

    Terms and Conditions ..... 14

    Agreement Terms for Investments ..... 15

SIGNATURE PAGE ..... 16

    Signature Page ..... 16

APPENDICES ..... 17

    Appendix A: Siemens Service Portfolio ..... 17



Contact Information

Proposal #:	6511514
Date:	December 17, 2021

Sales Executive:	Philip R. Garces
Branch Address:	8940 Western Way Suite 1, Jacksonville, FL 32256
Telephone:	904-608-4841
Email Address:	philip.garces@siemens.com

Customer Contact:	Mr. Charlie Jackson, Mr. Greg Creel, Mr. Dan Bass
Customer:	Alachua County Facilities

## Executive Summary

**Customer Needs-** THIS IS AN EXTENSION OF THE EXISTING CONTRACT 20-18 with SIEMENS INDUSTRY INC.

The Services proposed in this agreement are specifically designed for , and the services provided herein will help you in achieving your facility goals.

### Our Services

Siemens will provide the following services.

#### Service Description

- Air Filter Service
- Annual Inspection
- Coil Cleaning - Condenser (Refrig)
- Coil Cleaning - Evaporator (Refrig)
- Belt Service
- Operational Inspection

## **Siemens Capabilities & Customer Commitment**

Siemens Industry, Inc. is a leading single-source provider of cost-effective facility performance solutions for the comfort, life safety, security, energy efficiency and operation of some of the most technically advanced buildings in the world. For more than 150 years, Siemens has built a culture of long-term commitment to customers through innovation and technology. Siemens is a financially strong global organization with a Branch network that delivers personalized service and support to customers in multiple industries and locations.

References are available upon request.

## **Building Services – Mechanical**

### **Services that deliver the outcomes you want to achieve.**

Services delivered by Siemens have been developed to ensure satisfaction and help you achieve the outcomes you expect.

Through the Siemens Building Mechanical Services we are pleased to offer the following services:

- Manage System Operation & Compliance

### **Manage System Operation & Compliance**

#### **Air Filter Service**

Through this service Siemens will maintain indoor air quality by changing filters and minimizing dust and particles from collecting in the ductwork. This service also helps ensure proper flow through cooling and heating coils thus helping to prevent restrictions in airflow and provide better heat transfer, leading to better system performance and energy efficiency. The air handling equipment in which this air filter service is included is identified in the Mechanical Equipment List. Any filters that require replacement on a frequency other than the scheduled operational or annual service visits will be specifically identified immediately following this paragraph. In the event the air filter service or cleaning requires different frequencies than indicated (due to experience or changes in operating conditions), recommendations will be made for your approval to adjust the frequencies and any associated price.

**Siemens to provide and install all filters 4 times per year**

#### **Annual Inspection**

Siemens will perform scheduled annual preventive maintenance in accordance with a program of standard routines as determined by our experience, equipment application, and equipment operating hours that are recommended by each equipment manufacturer and location. This service is designed to optimize the reliability and efficiency of the equipment, and provide you with possible indications of excessive wear and damage to your systems before a catastrophic failure occurs. Depending on our findings we will also provide recommendations for additional service(s) that will help to better enhance equipment performance and / or report any other deficiencies that are not corrected within the scope of this agreement. The equipment included under this service is itemized in the Mechanical Equipment List in this service agreement.

#### **Belt Service**

Siemens will provide necessary labor and material to change the belt(s) on the listed equipment. The belts will be changed during annual or seasonal inspections once per year

#### **Coil Cleaning - Condenser (Refrig)**

Through this service Siemens will improve airflow across condenser coils and improve heat transfer. This service will help to extend the life of the compressors and improve efficiency. Coil cleaning consists of cleaning the outside surface of the condensing unit coils to remove any airborne particles, or dirt buildup by

using a brush, high pressure air, chemical with low pressure wash or chemical with high pressure wash at our discretion based on the condition of the outside environment and coil accessibility. The equipment included under this service is itemized in the Mechanical Equipment List in this service agreement. Any Coils that require cleaning on a frequency other than the scheduled operational or annual service visits will be specifically identified immediately following this paragraph.

**1 time per year**

## **Coil Cleaning - Evaporator (Refrig)**

Siemens will clean your air handling unit evaporator coils to help to improve air circulation in the air distribution system, and reduce dust and dirt that is in the system. Unless specified elsewhere in this proposal, coils will be cleaned during normal hours at a time that is mutually agreeable between your staff and Siemens. Coil cleaning consists of cleaning the outside surface of the evaporator coil to remove dust and dirt particles that have collected on the evaporator coil. Coils will be cleaned using a vacuum cleaner, brush, high pressure air, chemical with low pressure wash or other method that allows us to properly clean the coil at our discretion. The equipment included under this service is itemized in the Mechanical Equipment List in this service agreement. Any Coils that require cleaning on a frequency other than the scheduled operational or annual service visits will be specifically identified immediately following this paragraph.

**1 time per year**

## **Operating Inspection**

Through this service Siemens will help to ensure mechanical equipment continues to operate efficiently, safely and with minimal operating disruptions during the operating season. We will provide routine operating inspection(s) to check system performance in accordance with a program of standard routines as determined by our experience, the equipment manufacturer's published recommendations, equipment application, and location. This service will focus on equipment operation, fluid levels, operating and safety controls, and safe equipment operation. The equipment included under this service is itemized in the Mechanical Equipment List in this service agreement.



## **Emergency Response Times – Mechanical**

### **Emergency Online/Phone Response**

#### **Premium**

Monday through Sunday, 24 Hours per Day System and software troubleshooting and diagnostics will be provided remotely to enable faster response to emergency service requests and to reduce the costs and disruptions of downtime. Siemens will respond within 2 hours, Monday through Sunday, 24 hours per day, including Holidays, upon receiving notification of an emergency, as determined by your staff and Siemens. Where applicable, Siemens will furnish and install the necessary online service technology to enable us to remotely access into your system, through a communications protocol (internet connection or dedicated telephone line) that will be provided by the facility. Where remote access is not available to the system, Siemens will provide phone support to your staff to assist in their onsite troubleshooting and diagnosis. If remote diagnostics determine a site visit is required to resolve the problem, a technician can be dispatched. Depending on your contract coverage, the on-site dispatch will be covered or will be a billable service call.

### **Emergency On-site Response**

#### **Premium**

Monday through Sunday, 24 hours a day, Emergency Onsite Response will be provided to reduce the costs and disruptions of downtime when an unexpected problem does occur. Siemens will provide this service between scheduled service calls and respond onsite at your facility within 4 hours for emergency conditions, as determined by your staff and Siemens, Monday through Sunday, 24 hours per day, including Holidays, upon receiving notification of an emergency. Non-emergency conditions, as determined by your staff and Siemens, may be incorporated into the next scheduled service call.



## Equipment Inventory

### Area 1

Description	Qty	# of Visits	# of Years	VFD Incl.	Manufacturer	Size (Tons/ HP)	Model #	Serial #	Preventive Maintenance	R&R Service
Split System 1 and 2	2	4	3	No	Carrier	15	38AKS016	200KC0028	Yes	No

## **Mechanical Exclusions and Clarifications**

Unless expressly stated otherwise, Services do not include and Siemens is not responsible for: (a) re-installation or relocation of Equipment; (b) painting or refinishing of Equipment or surrounding surfaces; (c) parts, accessories, attachments or other devices added to Equipment but not furnished by Siemens; (d) failure to continually provide suitable operating environment including, but not limited to, adequate space, ventilation, electrical power and protection from the elements; (e) the removal or re-installation of replacement valves, dampers, water flow and tamper switches, airflow stations, venting or draining systems, and any other permanently mounted integral pipe or air duct component; (f) installation / removal, and / or rental fees for any temporary HVAC equipment if necessary; (g) Cranes, hoisting or rigging that may be required; (h) Leaks at gaskets O-rings or seals; or (i) latent defects in the Equipment that cannot be discovered through the standard provision of the Services. Siemens is not responsible for services performed on any Equipment other than by Siemens or its agents.

Siemens will not be responsible for the maintenance, repair or replacement of, or Services necessitated by reason of: (a) non-maintainable, non-replaceable or obsolete parts of the Equipment, including but not limited to ductwork, shell and tubes, heat exchangers, coils, unit cabinets, casings, refractory material, electrical wiring, water and pneumatic piping, structural supports, cooling tower fill, slats and basins, etc. unless otherwise expressly stated elsewhere in this Proposal; or (b) negligence, abuse, misuse, improper or inadequate repairs or modifications by others, improper operation, lack of operator maintenance or skill, failure to comply with manufacturer's operating and environmental requirements.

Siemens is not responsible for repairs, replacements, or services to Equipment due to corrosion, erosion, improper or inadequate water treatment by others, electrolytic or chemical action, or reasons beyond its reasonable control.

Siemens is not responsible for water treatment related damages to the condenser, evaporator, hot water, or steam systems.

Siemens is not responsible for service calls due to power outages.

Siemens is not responsible for repair labor/materials/parts for ice machines, refrigerators, freezers, kitchen specialty equipment, boilers, laundry equipment, replacement refrigerant, or replacement control valves unless included elsewhere.

Siemens is not responsible for repair labor/materials/parts for covered equipment that has experienced electrical damage due to power surges, single phasing, and related.

## Connectivity and Communications

### Siemens Service Portal

The Service Portal complements the personalized services you will receive from your local Siemens office by providing greater visibility into equipment and services delivered by Siemens. This web-based portal allows you the ability to submit service requests, confirm and modify schedules, track repairs, manage agreements, generate reports, and access critical information; then share it across your entire enterprise quickly and efficiently. The Service Portal is a user-friendly way to increase your productivity and the value of your service program.

### Data security as a basic requirement

We value confidentiality and long-term partnerships. That is why we give the security of your data the highest priority. Before we implement an enhanced service package with remote support, we conduct an in-depth analysis of the situation, taking into account national and international regulations, technical infrastructures and industry specifics. Our service employees carefully evaluate your needs on an individual basis with a view toward information security.

## Service Agreement Contract Characteristics

Description	MECHANICAL
Hours of Coverage	24 x 7
Response Times (Phone/Online)	2 Hours
Response Times (Onsite/Emergency)	4 Hours
Remote Services	No
Third Party Systems	No
Monitoring	No
Additional Labor Discount	20.0%
Additional Material Discount	20.0%

\*Labor and material costs for troubleshooting problems and repairing or replacing components are handled separately. These costs can be billable or included within your Repair and Replacement Coverage. See List of Maintained Equipment to view your current Repair and Replacement Coverage.

## Service Team

An important benefit of your Service Agreement derives from having the trained building service personnel of Siemens Industry, Inc. familiar with your building systems. Our implementation team of local experts provides thorough, reliable service and scheduling for the support of your system.

Added to the team is a team of building experts at our Digital Service Center. The benefits you receive are less disruption to your employees at the site, less intrusive on the system at peak hours, fewer emissions for trucks rolled, and real time analytics with digital workspace hours.

The following list outlines the service team that will be assigned to the service agreement for your facility

### Your Assigned Team of Service Professionals will include:

**Sales Executive** manages the overall strategic service plan based upon your current and future service requirements.

**Remote Services Specialist** is responsible for the execution of remote services including proactive planned tasks, in-depth fault analysis and identification of corrective actions.

**Client Services Manager** is responsible for ensuring that our contractual obligations are delivered, your expectations are being met and you are satisfied with the delivery of our services.

**Service Operations Manager** is responsible for managing the delivery of your entire support program and service requirements.

**Primary Service Specialist** is responsible for performing the ongoing service of your system.

**Service Coordinator** is responsible for scheduling your planned maintenance visits, and handling your emergency situations by taking the appropriate action.

**Secondary Service Specialist** who will be familiarized with your building systems to provide in-depth backup coverage.

**Service Administrator** is responsible for all service invoicing including both service agreement and service projects.

## Terms and Conditions

Terms and Conditions (Click to download)

[Terms & Conditions](#)

(<http://go.siemens.net/95260872> )

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.

**Agreement Terms for Investments**

Services shall be provided at:

Siemens Industry, Inc. shall provide the services as identified in this Proposal and pursuant to the associated terms and conditions contained within.

Duration (Initial Term and Renewal): This Agreement shall remain in effect for an Initial Term of 3 Periods beginning 2022-01-01. After the expiration of the Initial Term, this Agreement shall automatically renew for successive one year periods. The Investments for each year after the Initial Term of the Agreement and each year of each renewal of this Agreement shall be determined as the immediate prior year's Investment plus an escalator of 3%. In addition, each renewal term pricing shall be adjusted for any additions or deletions to services selected for the renewal term.

Initial Term Investments:

Period	Period Range	Billing Frequency	Price
1	Jan 1,2022 - Dec 31,2022	Annually	\$4,557.00
2	Jan 1,2023 - Dec 31,2023	Annually	\$4,694.00
3	Jan 1,2024 - Dec 31,2024	Annually	\$4,835.00

Multi-Period Investment Total	\$14,086.00
-------------------------------	-------------

**\*Amount Due In Advance Based On Billing Frequency**

Applicable sales taxes, if included in the investment amount, are estimated only and will be calculated based on local requirements at the time of invoicing. The pricing quoted in this Proposal are firm for 30 days.



## Signature Page

The Buyer acknowledges that when accepted by the Buyer as proposed Siemens Industry, Inc., this Proposal and the Standard Terms and Conditions of Sale for Services, (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 INDUSTRY, INC. 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.

### Initial Term Investments

Period	Period Range	Billing Frequency	Price
1	Jan 1,2022 - Dec 31,2022	Annually	\$4,557.00
2	Jan 1,2023 - Dec 31,2023	Annually	\$4,694.00
3	Jan 1,2024 - Dec 31,2024	Annually	\$4,835.00

### Proposed by:

Siemens Industry, Inc.

\_\_\_\_\_  
Company

Philip R. Garces

\_\_\_\_\_  
Name

6511514

\_\_\_\_\_  
Proposal #

\$14,086.00

\_\_\_\_\_  
Proposal Amount

December 17, 2021

\_\_\_\_\_  
Date

### Accepted by:

\_\_\_\_\_  
Company

\_\_\_\_\_  
Name (Printed)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

\_\_\_\_\_  
Purchase Order # ☐ PO for billing only ☐ PO not required

## Appendix A: Siemens Service Portfolio

### Advisory and Performance Services

<p><b>Manage System Operation &amp; Compliance</b></p> <p>Services that keep systems performing at their best, as designed and intended to operate, help you achieve:</p> <ul style="list-style-type: none"> <li>• Optimized comfort, safety, and security</li> <li>• Fulfilled regulatory requirements</li> <li>• Greater transparency into critical systems</li> <li>• Reduced operating risk</li> </ul> <p><b>Facility Assessment &amp; Planning</b> In-depth building system assessment and recommendations, definition of relevant KPIs, and development of your service program</p> <p><b>Test &amp; Inspection</b> Regular check-ups to measure system performance compared to your defined facility and regulation requirements and risks</p> <p><b>Preventive Services</b> Services performed on a regular schedule or based on data analytics to verify and improve system state</p> <p><b>Documentation Management</b> Management of critical building system and compliance information, with organization and access determined by your needs</p> <p><b>Corrective Services</b> Immediate response to system failures or faults to restore functionality and integrity to desired state</p>	<p><b>Optimize Performance &amp; Productivity</b></p> <p>Enhance building performance with improvement measures that increase productivity and efficiency; common outcomes include:</p> <ul style="list-style-type: none"> <li>• Enhanced system performance</li> <li>• Streamlined operational processes</li> <li>• Improved decision-making through data analytics</li> </ul> <p><b>Optimization Planning</b> Planning and prioritization of improvement measures to increase building and/or process performance and efficiencies</p> <p><b>Predictive Services</b> Systems are audited and monitored to detect abnormalities or faults, with recommendations provided and/or corrective actions taken</p> <p><b>System Improvements &amp; Integration</b> Enhancements or additions to your current system to increase staff productivity, system performance, and operational energy efficiencies</p> <p><b>Training &amp; Operational Support</b> Training, coaching, and on-site support to increase staff productivity and knowledge</p> <p><b>Managed Services</b> On-site and/or remote resources monitor system events and alarms, and take appropriate action</p>	<p><b>Protect Lifecycle Investment</b></p> <p>Leverage past investments and address future requirements with advanced and proven technology, to achieve outcomes such as:</p> <ul style="list-style-type: none"> <li>• Extended system life</li> <li>• Maximized return on investment</li> <li>• Realized benefits of new technology</li> </ul> <p><b>Technology Planning</b> Consulting services identify technology improvement opportunities that help achieve performance goals while leveraging past investments</p> <p><b>System Updates / Upgrades</b> Software upgrades and firmware updates are provided, delivering the most current technology and functionality</p> <p><b>System Migration / Modernization</b> Enhancements to your systems by elevating them to the most current hardware and software platforms, resulting in increased functionality and performance levels</p> <p><b>Retrofits &amp; Extensions</b> Modifications are made to existing systems to accommodate changes to your facility usage and footprint</p> <p><b>New Installation Services</b> Startup, commissioning, and other installation services are completed to ensure new equipment operates at maximum performance</p>	<p><b>Enhance Energy Management &amp; Sustainability</b></p> <p>Increase the value and competitiveness of buildings and infrastructure by delivering solutions that:</p> <ul style="list-style-type: none"> <li>• Conserve energy</li> <li>• Maximize efficiency</li> <li>• Minimize operating costs</li> <li>• Reduce environmental impact</li> </ul> <p><b>Energy &amp; Sustainability Master Planning</b> Strategy and planning services provide a detailed master plan to provide budget transparency, enable improved performance and sustainability, reduce energy consumption, and minimize operational costs</p> <p><b>Energy Conservation</b> Implementing energy conservation strategies reduces total carbon emissions through efficiency measures and minimizes energy spend by optimizing consumption</p> <p><b>Energy Production &amp; Storage</b> Using innovative design and simulation tools, energy production and storage solutions improve energy efficiency, energy availability, security of supply, and carbon reduction</p> <p><b>Energy Procurement</b> With advanced procurement technologies and beneficial contract terms, these tailored procurement and supply services reduce costs, reduce risks, and create certainty</p>
Digital Services			