



Public Works Department
Facilities Management

115 S Andrews Avenue, Room #501 Fort Lauderdale, FL 33301

DATE: May 26, 2021
TO: Randy Plunkett, Purchasing Agent Senior, Purchasing Division
FROM: Scott Campbell, Director, Facilities Management Division

STANDARDIZATION
TITLE: Siemens Industry, Inc. - Building Automation

STANDARDIZATION OF SOLE SOURCE/SOLE BRAND JUSTIFICATION DOCUMENTATION

I. GENERAL: In order for purchases to be defined as a Sole Source or as a Sole Brand, they must be either: (1) the only known source or the only reasonable source capable of providing a service or commodity to the County, or (2) the only known brand or the only reasonable brand capable of fulfilling the needs of the County. Justification for this type of procurement may include, but is not limited to, the following criteria.

II. REQUEST: Provide a description of minimum features of product/service or Scope of Work.

Provide installation, repair, and maintenance service of Siemens Industry 600/Apogee Building Automation Systems, including Siemens Life Safety and HVAC systems.

III. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Uniqueness (Sole Source or Sole Brand)

- Proprietary Item - Always requires letter from proposed manufacturer/vendor headquarters. A letter from a Local or Regional office stating the nature of patent is not acceptable.
- Technology Improvements
- Needed for experiments, product testing, etc. - When continuity of research is required.
- Engineering Direction, - When product is identified on Engineering drawing or specification; "no substitutes or equivalents will be acceptable"
- Only qualified supplier - When reliability and maintainability of the system would be degraded unless specified supplier is used. May void warranty.
- Customer Direction - Non-competition required per grant, prime contractor, etc.
- Other - Additional details that further demonstrates uniqueness

Business Case (One/Most Reasonable Source or One/Most Reasonable Brand)
Note: Always requires documentation per Section IV Comparative Market Research

- Operational Compatibility - When replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility.
- Follow-On - Potential for continued development or enhancement with same supplier in future eliminates costs incurred by using different supplier.
- Complies with existing community and safety standards.
- Economic Consideration - include price justification and how prices are fair and reasonable.
- Competitive solicitation deemed impractical.
- Ease of Maintenance - When costs associated with maintenance or retooling prohibits competition.
- Prevents Time Delays - Indicate that product delivery will affect program/project delivery. Must be verified by specific need dates and program schedules.
- Other - Demonstrate how sole source, sole brand purchase benefits the County.

Standardization Title: Siemens Industry, Inc. - Building Automation

IV. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand (attach extra sheets as needed).

Note: Please be thorough. The larger the dollar value, the more detailed the justification must be.

Vendor/Brand 1:

Describe the unique features or functionality of the proposed sole source/sole brand product or service:

Siemens equipment continues to be used at multiple Broward County locations including the Government Center, Main Library, Ft. Lauderdale Branch Library, Margate Branch Library, Environmental Monitoring Lab and West, North and South Regional Courthouses, South Animal Care, Tree Tops Park, Central Homeless Center, South Regional Family Success Center and Water and Wastewater Operations Building. The Siemens Industry, Inc. 600/Apogee is necessary to operate and control Building Automation systems, Life Safety systems, and HVAC systems though out various County buildings. The equipment and associated software are proprietary and can only be provided by Siemens. If any other manufacturers equipment is bought then the expense for an entirely new system would be required. Siemens Industry Inc. is the sole authorized servicing agent and only factory authorized source of the proprietary products: hardware, software, and services of Siemens Industry, System 600/Apogee System.

How was the source evaluated?

Siemens has been Board Standardized since June 10, 1986 (Agenda Item No. 23B).
Please refer to attached Siemens Sole Source letter.

Financial impact to the County by using this sole source/sole brand product or service:

Approximately \$335,000.00 per annum.

Other:

Vendor/Brand 2:

Describe the unique features or functionality of the proposed sole source/sole brand product or service:

How was the source evaluated?

Financial impact to the County by using this sole source/sole brand product or service:

Other:

Vendor/Brand 3:

Describe the unique features or functionality of the proposed sole source/sole brand product or service:

How was the source evaluated?

Financial impact to the County by using this sole source/sole brand product or service:

Other:

V. CERTIFICATION: I have thoroughly researched the sole source or sole brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole source contract for commodities or services."

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084"

Angela Salinas REQUESTOR/EVALUATOR (PRINT)	ANGELA SALINAS Digitally signed by ANGELA SALINAS Date: 2021.05.26 15:43:38 -04'00'	May 26, 2021 DATE
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Scott Campbell DEPT./DIV. DIRECTOR OR DESIGNEE (PRINT)	SCOTT CAMPBELL Digitally signed by SCOTT CAMPBELL Date: 2021.05.26 16:07:33 -04'00'	May 26, 2021 DATE
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****DO NOT WRITE BELOW THIS LINE. FOR PURCHASING USE ONLY****

The Purchasing Agent concurs with the above standardization renewal request, which has been examined, and the required due diligence has been performed per the Procurement Code Section 21.54.c.:

PURCHASING AGENT SIGNATURE:	RANDALL PLUNKETT Digitally signed by RANDALL PLUNKETT Date: 2021.05.26 17:07:01 -04'00'	PURCHASING MANAGER SIGNATURE:	CAROLYN MESSERSMITH Digitally signed by CAROLYN MESSERSMITH Date: 2021.05.28 15:53:03 -04'00'
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ACTUAL ANNUAL SPEND: \$282,114

ONLY ONE SOURCE SOLE BRAND
 ONLY ONE REASONABLE SOURCE RFI ATTACHED
 REJECTED - RECOMMEND DE-STANDARDIZATION

ADDITIONAL INFORMATION:

Annual spend of \$282,114/yr. verified for 63-month period from Nov. 1, 2015 through January 30, 2021. Siemens proprietary letter attached dated May 28, 2021. The Purchasing Agent recommends reaffirmation of the standardization for the reasons given in the preceding sections and based on the value delivered in performance and reliability to the Broward County Facilities Management Division in past years.

APPROVAL AUTHORITY

APPROVE DISAPPROVE

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Most reasonable source. Should be reviewed in 5 years to determine if the County should pursue a new solicitation.

Brenda J. Billingsley, Director
Purchasing Division:

BRENDA BILLINGSLEY
Digitally signed by BRENDA BILLINGSLEY
Date: 2021.06.01 13:27:41 -04'00'

DATE: 6/1/2021



Dan Mathewson
General Manager
Siemens Industry, Inc.
1000 Deerfield Parkway,
Buffalo Grove, IL 60089

May 28, 2021

Project Administrator
Broward County
Facilities Maintenance Division

RE: The repair, service and expansion of the Siemens Industry System 600 / Apogee System.

To Whom It May Concern:

This letter is to confirm that Siemens Industry, Inc., is the sole authorized servicing agent and only factory authorized source of the proprietary products; hardware, software and services of Siemens Industry, System 600 / Apogee System.

Only Siemens Industry, can offer the latest Apogee System software and hardware revisions and we are the only source of trained and certified technicians and engineers capable of providing service, repairs and system expansions for the System 600 / Apogee System.

The control technology behind the System 600 / Apogee System is proprietary and is in a constant state of evolution as we seek improvements to our control system designs and software. As a result, our service technicians and engineers receive new training annually and our system documentation is constantly improving.

Once again, thank you for your interest in the products and services offered by Siemens Industry.

Sincerely,

Mathewson:  Initially signed by Mathewson Daniel
DN: cn=mathewson Daniel,
o=Siemens,
email=dan.mathewson@siemens.com
Date: 2021.05.28 08:50:16 -04'00'

Dan Mathewson
General Manager
Siemens Industry, Inc.