

Santa Rosa County
School District



"A Tradition of Excellence"

Judson C. Crane
CPPO, CPPB

Director of Purchasing and Contract Administration

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December 6, 2016

Tim Wyrosdick
Superintendent of Schools
5086 Canal Street
Milton, Florida 32570-6707

Dear Mr. Wyrosdick,

The selection committee for RFP 16-06 Building Automation Systems, ranked the proposals by Johnson Controls Inc. and Siemens Industry Inc., as the top companies to be awarded. Approval is recommended.

The RFP 16-06 documents and information can be reviewed at this link:

[RFP Documents](#)

The selection committee consisted of the following:

Joey Harrell, Assistant Superintendent of General Administration
Jud Crane, Director of Purchasing and Contract Administration
Richard Laing, Supervisor of Building Maintenance
Rufus Phillips, Maintenance Foreman II
Joe Gillman, Energy Management Technician

Sincerely,

Judson C. Crane
JCC/cl

Failure to file a protest within the time prescribed in section 120.57(3), Florida Statutes, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under chapter 120, Florida Statutes.

DISTRICT 1
Diane Scott

DISTRICT 2
Clifton L. Hinote

DISTRICT 3
Carol Boston

DISTRICT 4
Jennifer Granse

DISTRICT 5
Scott Peden

RFP: 16-06
RFP Name: Building Automation Systems
RFP Intended Award Date: November 15, 2016
RFP Award Date: December 6, 2016
Contract Start Date: December 7, 2016
Contract End Date: December 6, 2021
Intended Award to Johnson Controls & Siemens

Company	Gulf States Automation Inc 185 W Airport, Inc. Pensacola, FL 32505		Johnson Controls 801 Cervantes Street Pensacola, FL 32503		Gulf South District of Trane US Inc 580 E Burgess Road Pensacola, FL 32504		Siemens 1011 West Garden Street Pensacola, FL 32502		WW Gay Mechanical Contractors Inc 524Stockton Street Jacksonville, FL 32204	
Materials	Automated Logic Corp cataloged									
	hardware and software	list price x 50%	In house materials	55% Discount	Trane printed list:	Various pricing	Siemens US list Price:	67% discount	Tier	Markup
	Non-automated Logic corp	Cost +15%OH								
	Manufacturers Hardware	+8% profit	3rd party Materials	cost +25%			Other materials: Cost +15%OH+ 5% profit		\$0-\$25	3.50%
			ODP option for School District				ODP option for School District		\$25.01-\$50	3.00%
									\$50.01-\$100	2.25%
			Escalation: Based on Regioanl CPI or 2% per year, whichever is less.		Escalation: based on Regional CPI; no more than 5% per year		Escalation: Based on Regional CPI or 2% per year, whichever is less.		\$100.01-\$200	1.80%
									\$200.01-\$500	1.60%
									over \$500	1.50%
Labor rate per hour	Engineer	\$79.00	Lead System Specialist	\$110.00	Electrical Installation Sub	\$100.00	Design Engineer	\$104.00	Journeyman	\$120.00
	Checkout & Commission	\$77.00	Adminstrator	\$50.00	Engineering Design	\$135.39	System Specialst (tech)	\$93.00	Apprentice	\$63.00
	Installation	\$59.00	System Technician	\$42.00	Project Manager	\$146.15	Project Manager	\$114.00	Aprrentice w/truck	\$73.00
	Project Management	\$89.00	System Designer	\$85.00	Technical Controls	\$120.00	Electrician	\$73.00	OT	\$137.00
	Owner Training	\$89.00	System Engineer	\$105.00	Training: 1 on 1	\$120.00			Apprentice OT	\$80.00
									low voltage	
			Subcontractor services: Cost +15%OH+8%Profit	Subcontractor services	Cost +20%				installer journeyman	\$85.00
									low voltage	
									installer apprentice	\$50.00
Other Costs:										
	Warranty	Total material price x 2.3%	Freight	at cost	Master Tech Training		Freight	4%		
			Warranty	≤ 2.5%	Fixed Cost	\$970.00	Warranty	4%	Maintenance/Support	\$8,338.00
	Local Travel	\$.68 per mile	Mileage	\$.54/mile					40 hours of training	\$5,800.00
			To use IRS guideline for mileage rate.							
			Adjustment to be made January of each contract year		Engineering Software 1 yr.	\$2,182.00	Siemens Bldg Technologies	\$0		
					Annual Renewal	\$999.90	Engineering Software	\$0		
			Software Upgrade Cost:		Trane Software	\$0	Software upgrades:	\$3400/year		
			1 year subscription	\$2,915.05	Updates: 2x per year	\$780.44/annually				
			3 year subscription	\$7,924.00	Control Inspections	\$120 per hour				
			supports 5 simultaneous users							
SS Dixon Intermediate Sample Job Cost		\$119,705.00	\$ 82,642.10		\$95,270.00		\$89,861.20		\$276,350.00	