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May 12, 2022

Dr. Karen Barber  
Superintendent of Schools  
6032 Hwy 90  
Milton, FL 32570

Dear Dr. Barber,

The selection committee for RFP 22-07-WP Building Automation Services ranked the proposals received and recommended Automated Building Control Systems, Engineered Cooling Services, Johnson Controls, and Siemens Smart Infrastructure to be awarded. Approval is recommended.

The RFP 22-07-WP Building Automation Systems documents and information can be reviewed at this link:

[RFP Documents](#)

The selection committee consisted of the following:

- Joe Gillman, Energy Management Technician
- Richard Grimes, Maintenance Foreman II
- Mark Payne, Maintenance Foreman I
- Kaleb Harris, A/C Refrigeration Mechanic II
- David Huddleston, A/C Refrigeration Mechanic II

Sincerely,

Travis Fulton

TF/WGP

Att: 1

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  
Linda Sanborn

DISTRICT 2  
Elizabeth Hewey

DISTRICT 3  
Carol Boston

DISTRICT 4  
Charles Elliott

DISTRICT 5  
Wei Ueberschaer

RFP: 22-07-WP  
RFP Name: Building Automation Systems  
RFP Intended Award Date: 05/05/2022  
RFP Award Date: 06/07/2022  
Contract Start Date: 06/07/2022  
Contract End Date:06/06/2027

Contract End Date:06/06/2027				Previous Bid Info RFP 16-06			
Company:	Automated Building Control System	Siemens	Siemens (Negotiated Rates)	Engineered Cooling Services	Johnson Controls	Johnson Controls	Siemens
	3960 Woodville Hwy Cradfordville, FL	1011 West Garden St Pensacola, FL	1011 West Garden St Pensacola, FL	2801 North Davis Hwy Pensacola, FL	764 Lakeside Dr Mobile, AL	801 Cervantes Street Pensacola, FL 32503	1011 West Garden Street Pensacola, FL 32502
Materials	Software per person \$325 Annually	Siemens US list Price: 67% Discount	Siemens US list Price: 67% Discount	Cost + 15% Overhead + 5 Profit (1.20 Multiplier) ECS Labor Rate would increase 2.0% each Year		In house materials 55% Discount	Siemens US list Price: 67% discount
	Pricing per person (Training) \$2,500.00	Other materials: Cost +15%OH+ 5% profit	Other materials: Cost +15%OH+ 5% profit	Annual Licensing Fee for Siemens Talon & Tridium (with unlimited client seats) \$0.00		3rd party Materials cost +25%	Other materials: Cost +15%OH+ 5% profit
		ODP option for School District	ODP option for School District	Freight 3.5%		ODP option for School District	ODP option for School District
		Escalation: Based on Regional CPI or 2.5% per year, whichever is less.	Escalation: Based on Regional CPI or 2.5% per year, whichever is less.	Warranty 3.5% Per the Yearly Siemens Talon U.S. Price List, ECS will provide a 60% discount off list price. (Cost = .4 x List)		Escalation: Based on Regional CPI or 2% per year, whichever is less.	Escalation: Based on Regional CPI or 2% per year, whichever is less.
Hourly Labor Rates							
	System Specialist \$115.00	Design Engineer \$104.00	Design Engineer \$104.00	System Specialist \$115.00	(LSS) System Specialist \$86.00	Lead System Specialist \$110.00	Design Engineer \$104.00
	Engineer \$130.00	System Specialist (tech) \$137.70	System Specialist (tech) \$130.00	Engineer \$130.00	Engineer \$100.00	Administrator \$50.00	System Specialist (tech) \$93.00
	Technician \$115.00	Project Manager \$168.30	Project Manager \$148.00	Technician \$115.00	Technician \$55.00	System Technician \$42.00	Project Manager \$114.00
	Projec Manager \$125.00	Electrician \$101.75	Electrician \$85.00	Projec Manager \$125.00	Project Manager \$105.00	System Designer \$85.00	Electrician \$73.00
	Electrician \$79.00			Electrician \$79.00	Electrician \$77.00	System Engineer \$105.00	
						Subcontractor services Cost +20%	
						Freight at cost	Freight 4%
						Warranty < 2.5%	Warranty 4%
						Mileage \$ .54/mile	
						To use IRS guideline for mileage rate. Adjustment to be made January of each contract year	Siemens Bldg Technologies \$0
						Software Upgrade Cost:	Engineering Software \$0
						1 year subscription \$2,915.05	Software upgrades: \$3400/year
						3 year subscription \$7,924.00	
						supports 5 simultaneous users	

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