



Travis Fulton
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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

**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 Crawfordville, 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 Pricing per person (Training) \$2,500.00	Siemens US list Price: 67% Discount Other materials: Cost +15%OH+ 5% profit ODP option for School District Escalation: based on Regional CPI or 2.5% per year, whichever is less.	Siemens US list Price: 67% Discount Other materials: Cost +15%OH+ 5% profit ODP option for School District Escalation: based on Regional CPI or 2.5% per year, whichever is less.	Cost + 15% Overhead + 5 Profit (1.20 Multiplier) ECS Labor Rate would increase 2.0% each Year Annual Licensing Fee for Siemens Talon & Tridium (with unlimited client seats) \$0.00 Freight 3.5% Warranty 3.5% Per the Yearly Siemens Talon U.S. Price List, ECS will provide a 60% discount off list price. (Cost = A x List)		In house materials 55% Discount 3rd party Materials cost +25% ODP option for School District Escalation: Based on Regional CPI or 2% per year, whichever is less.	Siemens US list Price: 67% discount Other materials: Cost +15%OH+ 5% profit ODP option for School District Escalation: Based on Regional CPI or 2% per year, whichever is less.
Hourly Labor Rates	System Specialist \$115.00 Engineer \$130.00 Technician \$115.00 Projec Manager \$125.00 Electrician \$79.00	Design Engineer \$104.00 System Specialist (tech) \$137.70 Project Manager \$168.30 Electrician \$101.75	Design Engineer \$104.00 System Specialist (tech) \$130.00 Project Manager \$148.00 Electrician \$85.00	System Specialist \$115.00 Engineer \$130.00 Technician \$115.00 Projec Manager \$125.00 Electrician \$79.00	(LSS) System Specialist \$88.00 Engineer \$100.00 Technician \$55.00 Project Manager \$105.00 Electrician \$77.00	Lead System Specialist \$110.00 Administrator \$50.00 System Technician \$42.00 System Designer \$85.00 System Engineer \$105.00 Subcontractor services Cost +20%	Design Engineer \$104.00 System Specialist (tech) \$83.00 Project Manager \$114.00 Electrician \$73.00
						Freight at cost Warranty < 2.5% Mileage \$.54/mile	Freight 4% Warranty 4%
						To use IRS guideline for mileage rate. Adjustment to be made January of each contract year	Siemens Bldg Technologies Engineering Software \$0 Software upgrades: \$3400/year
						Software Upgrade Cost: 1 year subscription \$2,915.05 3 year subscription \$7,924.00 supports 5 simultaneous users	

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