

KETCHIKAN GATEWAY BOROUGH SCHOOL DISTRICT BOARD OF EDUCATION
AGENDA STATEMENT

No. 8 d.

MEETING OF April 10, 2024

ITEM TITLE:

CONSENT CALENDAR:

Motion to approve a five-year contract with Siemens Industry, Inc. ("Siemens") beginning in fiscal year 2024-2025 for Building Automation Services

REVIEWED BY:

Superintendent
 Finance

SUBMITTED BY: Daniel Schuler, Business Manager 907 247 2116

APPROVED FOR SUBMITTAL: Michael Robbins, Superintendent

SUMMARY STATEMENT:

The School Board is being asked to approve a five-year contract for building automation services with Siemens beginning with fiscal year 2024-2025.

ISSUE: Board Policy governs the district's purchasing and contracting procedures. Board Policy requires Board approval for expenditures and financial obligations over \$50,000.

BACKGROUND:

The current Siemens contract provides copier building automation services to the district and is set to expire June 30, 2024. Siemens has provided this service to the school district starting in 1993 with the Kayhi remodeling project. Siemens is considered the industry standard in this area, and we do not have a local provider that could provide the level of service Siemens can provide KGBSD. Additionally, the contract's terms and conditions are set forth as part of the Sourcewell purchasing cooperative from the State of Minnesota.

RECOMMENDATION:

Approval of a five-year contract with Siemens to provide building automation services to the KGBSD beginning in 2024-25 fiscal year.

ATTACHMENTS:

- FY2024-2025 proposed contract
- Director of Maintenance Letter of Support
- Sourcewell documentation for the Siemens awarded contract for building automation services

FISCAL NOTE:

EXPENDITURE REQUIRED: \$165,228 (fy2024-2025)/\$928,080 (five-year commitment)

AMOUNT BUDGETED: \$165,228

RECOMMENDED ACTION: "I move that the Board of Education **approves a five-year contract beginning in fiscal year 2024-2025 with Siemens to provide building automation services in the amount of \$165,228 for fiscal year 2024-2025 and \$928,080 for the five-year term of the contract.**"

PROPOSAL

KGBSD SA

PREPARED BY

Siemens Industry, Inc. ("Siemens")

PREPARED FOR

KETCHIKAN GATEWAY BOROUGH SCHOOL DISTRICT

DELIVERED ON

March 08, 2024

SMART BUILDINGS

Transforming the Everyday



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Contact Information

Proposal #:	8669219
Date:	March 08, 2024

Sales Executive:	Amber Schoff
Branch Address:	5333 Fairbanks St., Ste. B Anchorage, AK 99518
Telephone:	(907) 268-0669
Email Address:	amber.schoff@siemens.com

Customer Contact:	Al Jacobson
Customer:	KETCHIKAN GATEWAY BOROUGH SCHOOL DISTRICT
Address:	333 SCHOENBAR RD KETCHIKAN AK 99901-6278
Services shall be provided at:	KETCHIKAN SCHOOLS 333 SCHOENBAR KETCHIKAN AK 99901

Executive Summary

Customer Needs

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

Services Included

Siemens will provide the following services.

Service Description

- Customer Directed Support
- On-site System Operator / Staffing Support Services
- Network Maintenance
- Software Subscription Service - Desigo CC
- Data Backup and Restore Services - Online (Backup Freq , Report Freq)
- Preventive Maintenance – Security
- Data Backup and Restore Services - Online
- Software Subscription Service - SiPass

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 – Automation

Services that deliver the outcomes you want to achieve

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

BMS Health

Optimize the health of the building management system by automating maintenance diagnostics reports to target and prioritize remote and onsite service

Online Data Backup & Protection

Siemens will perform scheduled database backups remotely of all graphics, reports, configurations, user information and databases, and store this information on a cloud-based secure server. If, for any reason, any of the backed-up information or data is lost from your system, Siemens can reload the information or data on-site or remotely, with your backup copy (if covered elsewhere within this service agreement). The frequency and equipment to be included as part of this service is itemized in the List of Equipment Related Services. Online backups of the SQL database, historical data, and trends are not included with the Desigo CC application backup.

Software Subscription Service – Desigo CC

Siemens will provide you with software upgrades to your existing Siemens Desigo CC software as they are released. These upgrades include both Service Releases and all New Version Releases of Software, up to the Frequency shown in the Equipment Related Services table. Siemens will also provide corresponding support documentation outlining the features of the releases. Included is training to help to familiarize you with the new features along with their associated benefits. These updates will act to deliver the benefits of Siemens' commitment to compatibility by design, a commitment unique in our industry. Workstations covered under this service are itemized in the List of Equipment Related Services. (Upgrades to PC's and related workstation hardware are excluded unless expressly included in this Agreement.)

Network Health

Optimize the health of the network infrastructure by analyzing network traffic and resolving performance issues.

Network Maintenance Report

Network Maintenance: Using a combination of proprietary diagnostic technologies, digital meters, and network analysis software, Siemens will analyze, optimize and report on the performance of the customer's systems networks a specified number of times per year. Proper network performance helps to ensure the proper speed of communication and accuracy of control, alarming, and reporting across the facility. Using network diagnostic tools, our proactive evaluation of the data network includes an analysis of bandwidth, disturbances, network traffic, communication over the network, and overall operation. The number of

networks to be analyzed and the frequency of the service are documented in the List of Equipment Related Services. This service will be performed at Houghtaling, Ketchikan High School, Schoenbar, Fawn Mountain, and Valley Park, Point Higgins.

Additional Services

Customer Directed Support

With Customer Directed Support, Siemens will provide a trained and experienced specialist or technician who will work under your direction. The intent of this service is to offer you labor assistance in completing a special project, or to meet a facility objective. Specific job responsibilities, goals, work hours and other associated deliverables of this service are listed in the Appendix section of this service agreement. This proposal includes 288 hours of Customer Directed Support. This will allow Siemens to supplement your existing work force with three days of customer directed support per month.

On-site System Operator / Staffing Support Services

To optimize the sophisticated technology of your HVAC Control System and its impact on your facility's business, it is critical to provide trained, onsite personnel to assist in managing your system. An onsite Siemens Building Performance Specialist who will work to assure that the building systems are operating at peak efficiency in support of your specific facility and organizational objectives will be scheduled to visit your site annually the each of the 5 years of this service agreement.

Emergency Response Times – Automation

Emergency Online/Phone Response

Billable Service

Online system and software troubleshooting and diagnostics and phone support will not be provided under the coverage of this agreement. Siemens will respond to your request for emergency on-line/phone support, 24 Hours per Day, excluding holidays, upon receiving notification of an emergency, as determined by your staff and Siemens, but all service performed will be provided as a billable service. 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

Billable Service

Emergency Onsite Response is not included within the coverage of this agreement. Siemens will respond to your request for emergency on-site service as soon as staff is available. An emergency is determined by your staff and Siemens. All service performed will be provided as a billable service. Siemens will respond to your request for emergency onsite support, 24 hours per day, excluding holidays, upon receiving notification of an emergency, as determined by your staff and Siemens, but all service performed will be provided as a billable service.

Building Services – Security

Services that deliver the outcomes you want to achieve.

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

Advanced Proactive Services – Security

Through our resources at the Siemens Digital Services Center, Siemens will provide Advanced Proactive Services, based on customer priorities, and leverage system tools and diagnostics reporting and recommended actions to help maintain system optimization. These services will be performed remotely through our Siemens common Remote Service Platform (cRSP) and address the following system areas and/or components:

Data Backup and Restore Services – Online

Siemens will perform scheduled database backups remotely of all graphics, reports, configurations, user information and databases, and store this information on a cloud-based secure server. If, for any reason, any of the backed up information or data is lost from your system, Siemens will reload the information or data on-site or remotely, with your backup copy, within a specified time from notification. The frequency and Equipment to be included as part of this service is itemized in the List of Equipment Related Services.

Software Subscription Service - SiPass

Siemens will provide you with software upgrades to your existing Security software as they are released. These upgrades include both Service Releases and all New Version Releases of Software. Siemens will also provide corresponding support documentation outlining the features of the releases. This service will also include training to help familiarize you with the new features along with their associated benefits. These updates will act to deliver the benefits of Siemens' commitment to compatibility by design, a commitment unique in our industry. Workstations covered under this service are itemized in the List of Equipment Related Services. (Upgrades to PC's and related workstation hardware are excluded unless specified elsewhere.)

Additional Services

Preventive Maintenance – Security

Siemens will perform predetermined and/or condition-based maintenance to all components designated in the List of Equipment Related Services, as detailed in this service agreement. Preventive maintenance is performed in accordance with a program of standard routines as determined by technology, application, location, and our experience. These services help preserve the integrity of the customer's equipment, prevent premature failure and assure that code and compliance requirements are met.

Emergency Response Times – Security

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.

Connectivity and Communications

Proactive Remote Services

The optimal support for the high-performance operation of your building

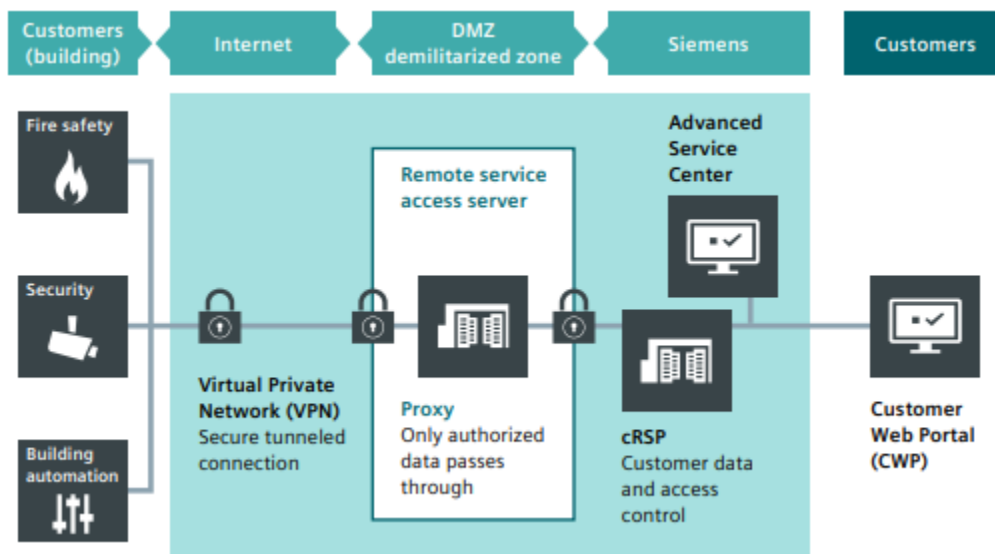
When the scope of services outlined within this proposal require or can utilize remote access,

Siemens provides an easy-to-use remote access platform that enables the secure and reliable delivery of Siemens remote services. Remote services, including engineering, commissioning, and maintenance of building systems can be performed by Siemens technical experts through our Digital Services Center of Excellence, available at any time to support your facility.

Siemens Remote Services utilize a secure remote access and connectivity solution referred to as the Siemens common Remote Service Platform (cRSP). cRSP is a comprehensive solution that powers a wide range of Siemens services and provides your organization with a solid foundation to leverage the power of connectivity, data, and analytics to make your facility even smarter. cRSP was designed and built to be a common platform for digitalization and is used across the Siemens family of companies.

Incorporating best practices and leading technologies from both the IT and cybersecurity fields, cRSP is a modern, secure, high-performance, and highly available platform that brings all the advantages of cloud-connected services to your facility, without sacrificing security. Utilizing cRSP and Siemens remote services gives your team a backstop and lets you unlock the operational benefits of analytics while also providing security mechanisms that mitigate cyber risk to your organization.

cRSP includes a range of security controls and features that give you confidence, control, and peace of mind that the services you rely on are both useful *and* secure.



cRSP Security Feature Highlights:

- Governed and secured in accordance with ISO 27001 and compliant with a robust Siemens-wide cybersecurity and information security management program and policies.
- Integrated with the global Siemens identity and access management platform, which provides robust

multi-factor authentication, enforcement of least-privilege access, granular separation of duties, mandatory usage of PKI, and automatic account management for all Siemens employees.

- Designed from the ground up using a defense in depth architecture that utilizes layered controls specifically crafted to mitigate the threats facing Operational Technology (OT) today.
- Centrally monitored to promote end-to-end reliability and availability.
- Robust logging and reporting of remote activity to ensure visibility and control.
- Secure network architecture and platform access based on granular segmentation, next-generation firewalling, and usage of DMZs at trust boundaries.
- Flexible deployment model and security configuration options to ensure streamlined usage while meeting your organization's security requirements and preferences.
- Compatible with a wide range of on-premise network configurations and traffic flow setups, allowing for integration with your existing network architecture, IT infrastructure, and security controls.

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

Labor and material discounts are applicable for sites identified in this agreement and are only available for the disciplines included in this agreement.

Equipment Related Services

Security

Equipment	Service Description	Qty	Frequency	Year	Service Location	Repair Coverage
Work Station - Access Control						
	Preventive Maintenance – Security	1	1	1,2,3,4,5	Onsite	N/A
	Data Backup and Restore Services - Online	1	2	1,2,3,4,5	Remote	N/A
Control Panel						
	Preventive Maintenance – Security	7	1	1,2,3,4,5	Onsite	N/A
Input Board						
	Preventive Maintenance – Security	3	1	1,2,3,4,5	Onsite	N/A
Door Controller Reader Interface Board/ Module						
	Preventive Maintenance – Security	3	1	1,2,3,4,5	Onsite	N/A
Card Reader (Non-Biometric)						
	Preventive Maintenance – Security	10	1	1,2,3,4,5	Onsite	N/A
Motion Detector						
	Preventive Maintenance – Security	36	1	1,2,3,4,5	Onsite	N/A
Personnel Door Contact						
	Preventive Maintenance – Security	15	1	1,2,3,4,5	Onsite	N/A
Dialer						
	Preventive Maintenance – Security	3	1	1,2,3,4,5	Onsite	N/A
Power Supply - Access Control						

Security

Equipment	Service Description	Qty	Frequency	Year	Service Location	Repair Coverage
	Preventive Maintenance – Security	6	1	1,2,3,4,5	Onsite	N/A
Main Server - Access Control						
	Software Subscription Service - SiPass	1	1	1,2,3,4,5	Onsite	N/A

General Services

Automation

Service Description	Qty	Frequency	Year
Customer Directed Support	288	1	1,2,3,4,5
On-site System Operator / Staffing Support Services	16	2	1,2,3,4,5
Network Maintenance	6	2	1,2,3,4,5
Software Subscription Service - Desigo CC	1	1	1,2,3,4,5
Data Backup and Restore Services - Online (Backup Freq , Report Freq)	1	Weekly, 2	1,2,3,4,5

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](#)

(www.siemens.com/standard-terms-service)

Price Escalation. If, during the term of this Contract, the price of various materials or labor or logistics are increased as reflected by CRU, CMAI, COMEX market indexes or IHS Markit, then Siemens may increase the applicable yearly Investment or apply a surcharge accordingly.

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.

To the extent applicable, the following Rider(s) are incorporated and made part of the Siemens Standard Terms and Conditions:

Riders (Click on rider below to download)

[SI Online Backup and Data Protection](#)

(www.siemens.com/rider-data-backup)

[SI Software License Warranty](#)

(www.siemens.com/rider-software-license)

[SI Exclusions and Clarifications](#)

(www.siemens.com/rider-clarification)

Agreement Terms for Investments

Services shall be provided at:

333 SCHOENBAR
 KETCHIKAN, AK 99901

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 5 Periods beginning July 1, 2024. 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 5.5% or as allowed per this proposal. 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	Annual Price
1	Jul 1,2024 - Jun 30,2025	Annually (In Advance)	\$165,228.00
2	Jul 1,2025 - Jun 30,2026	Annually (In Advance)	\$175,824.00
3	Jul 1,2026 - Jun 30,2027	Annually (In Advance)	\$185,388.00
4	Jul 1,2027 - Jun 30,2028	Annually (In Advance)	\$195,492.00
5	Jul 1,2028 - Jun 30,2029	Annually (In Advance)	\$206,148.00
Multi-Period Investment Total			\$928,080.00

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.

Siemens Industry, Inc. invoices paid by credit card may be subject to a surcharge of up to 2%.

Signature Page

The Buyer acknowledges that when accepted by the Buyer as proposed by Siemens Industry, Inc., this Proposal and the Standard Terms and Conditions of Sale for Services, (together with any other documents, including any applicable Rider(s), incorporated herein) 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	Annual Price
1	Jul 1,2024 - Jun 30,2025	Annually (In Advance)	\$165,228.00*
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5	Jul 1,2028 - Jun 30,2029	Annually (In Advance)	\$206,148.00*

Proposed by:

Siemens Industry, Inc.

Company

Amber Schoff

Name

8669219

Proposal #

\$928,080.00

Proposal Amount

March 08, 2024

Date

Accepted by:

KETCHIKAN GATEWAY BOROUGH SCHOOL DISTRICT

Company

Name (Printed)

Signature

Title

Date

Purchase Order # PO for billing/pmnt only PO not required

Siemens Service Portfolio

Advisory and Performance Services



Manage System Operation & Compliance

Services that keep systems performing at their best, as designed and intended to operate, help you achieve:

- Optimized comfort, safety, and security
- Fulfilled regulatory requirements
- Greater transparency into critical systems
- Reduced operating risk

Facility Assessment & Planning
In-depth building system assessment and recommendations, definition of relevant KPIs, and development of your service program

Test & Inspection
Regular check-ups to measure system performance compared to your defined facility and regulation requirements and risks

Preventive Services
Services performed on a regular schedule or based on data analytics to verify and improve system state

Documentation Management
Management of critical building system and compliance information, with organization and access determined by your needs

Corrective Services
Immediate response to system failures or faults to restore functionality and integrity to desired state



Optimize Performance & Productivity

Enhance building performance with improvement measures that increase productivity and efficiency; common outcomes include:

- Enhanced system performance
- Streamlined operational processes
- Improved decision-making through data analytics

Optimization Planning
Planning and prioritization of improvement measures to increase building and/or process performance and efficiencies

Predictive Services
Systems are audited and monitored to detect abnormalities or faults, with recommendations provided and/or corrective actions taken

System Improvements & Integration
Enhancements or additions to your current system to increase staff productivity, system performance, and operational/energy efficiencies

Training & Operational Support
Training, coaching, and on-site support to increase staff productivity and knowledge

Managed Services
On-site and/or remote resources monitor system events and alarms, and take appropriate action



Protect Lifecycle Investment

Leverage past investments and address future requirements with advanced and proven technology, to achieve outcomes such as:

- Extended system life
- Maximized return on investment
- Realized benefits of new technology

Technology Planning
Consulting services identify technology improvement opportunities that help achieve performance goals while leveraging past investments

System Updates / Upgrades
Software upgrades and firmware updates are provided, delivering the most current technology and functionality

System Migration / Modernization
Enhancements to your systems by elevating them to the most current hardware and software platforms, resulting in increased functionality and performance levels

Retrofits & Extensions
Modifications are made to existing systems to accommodate changes to your facility usage and footprint

New Installation Services
Startup, commissioning, and other installation services are completed to ensure new equipment operates at maximum performance



Enhance Energy Management & Sustainability

Increase the value and competitiveness of buildings and infrastructure by delivering solutions that:

- Conserve energy
- Maximize efficiency
- Minimize operating costs
- Reduce environmental impact

Energy & Sustainability Master Planning
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

Energy Conservation
Implementing energy conservation strategies reduces total carbon emissions through efficiency measures and minimizes energy spend by optimizing consumption

Energy Production & Storage
Using innovative design and simulation tools, energy production and storage solutions improve energy efficiency, energy availability, security of supply, and carbon reduction

Energy Procurement
With advanced procurement technologies and beneficial contract terms, these tailored procurement and supply services reduce costs, reduce risks, and create certainty

Digital Services



**FACILITY SECURITY & BUILDING
AUTOMATION SYSTEMS
FACILITIES (MRO)**

**NON-MANDATORY FOR STATE AGENCIES
AVAILABLE TO POLITICAL SUBDIVISIONS**

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to its members. Participation is open to all levels of governmental entity, higher education, K-12 education, tribal government, and other public entities located in the United States and Canada.

Alaska is an active member of Sourcewell. To use a contract, a State must sign a Participating Addendum (PA) with the awarded Contractor(s). The State of Alaska has a signed PA with the following awarded company.

Expiration Date: April 22, 2026

 <p><small>(Hover and click for Web Link)</small></p>	<p>Siemens Industry, Inc. 1000 Deerfield Parkway Buffalo Grove, IL 60089</p>	<p>Contract #: 031517-SIE PA #: NJPA2018-SECURITY001 IRIS MA #: 22*009</p>
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For questions regarding products and pricing:

Contact: Toni Stoddard Phone: 703-689-1472
Email: toni.stoddard@siemensgovt.com

Sourcewell contract 031517-SIE gives access to the following types of goods and services:

<ul style="list-style-type: none"> • IP CCTV surveillance systems 	<ul style="list-style-type: none"> • Security command & control
<ul style="list-style-type: none"> • Access control systems 	<ul style="list-style-type: none"> • Physical Security Information
<ul style="list-style-type: none"> • Intrusion detection 	<ul style="list-style-type: none"> • Management (PSIM)
<ul style="list-style-type: none"> • Fire protection systems 	<ul style="list-style-type: none"> • Building automation systems
<ul style="list-style-type: none"> • Advanced video analytics 	<ul style="list-style-type: none"> • Mass notification

Purchase Orders: To access the contracted Equipment, Products or Services under this Contract, Member must clearly indicate to Vendor that it intends to access this Contract. Typically, a Member will issue a purchase order directly to Vendor. Purchase Orders must clearly note the Sourcewell contract number.

Pricing for Contract: Pricing for contract #031517-SIE offers Sourcewell participating agencies the following:

1. Access to Smart Infrastructure technology solutions and services ranging from security, life-safety, remote monitoring, building automation, energy management, energy services, technology management services, low voltage services and over a dozen categories of labor including trades, technicians project management, engineers and professional
2. Members receive the benefit of a world class technology partner offering turnkey infrastructure solutions as well as discounts on technology up to as much as 60% off the manufacturers' suggested retail price (MSRP) and labor rates discounted 15% off standard rates

Termination: Members may terminate a purchase order, in whole or in part, immediately upon notice to Vendor in the event of any of the following events:

1. The Member fails to receive funding or appropriation from its governing body at levels sufficient to pay for the goods to be purchased;
2. Federal or State laws or regulations prohibit the purchase or change the Member's requirements; or
3. Vendor commits any material breach of this Contract or the additional terms agreed to between the Vendor and a Member.

Subcontractors: The Contractor may use subcontractors; however, the Contractor will be responsible for any agreements with the subcontractors. The Participating State is not agreeing to and is not responsible for any terms and conditions with a subcontractor. Subcontractor participation will be in accordance with the terms and conditions set forth in the Master Agreement.

David-Bacon Act: Vendor must follow all applicable Davis-Bacon Act provisions when required.

Additional information and contract terms and conditions for this contract can be found at the Sourcewell website:

<https://www.sourcewell-mn.gov/cooperative-purchasing/080819-sii#tab-contract-documents>

For additional information, contact:

Shavonne Jordan, Contracting Officer
Office of Procurement & Property Management
Shavonne.jordan@alaska.gov

Daniel, □

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This is a revision of the letter I sent you last year to support this contract renewal. The Ketchikan Gateway Borough School District has made significant investments in Direct Digital Control (DDC) systems. DDC is a critical building system. It allows us to manage the environmental controls maximizing efficiency. This keeps the energy usage in the facilities at sustainable and optimal levels. With electric power and oil usage being the largest expenses in running the facilities. Daily we monitor, schedule and control tens of thousands of points utilizing Siemens Apogee DDC automation systems. Some of the systems controlled and/or monitored by this are boilers, air handling, pumps, lighting, and fire alarm. Technicians have the ability to remotely monitor and control via computer. IT currently maintains a server for Maintenance that hosts this system and Maintenance is the system administrators. □

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Since the 1993 Kayhi remodel we have steadily made upgrades to the DDC HVAC control network in all of our buildings. When that building was built (1993) it had a Siemens electronic/pneumatic hybrid DDC HVAC control system installed. It represented the first of our locations to go to DDC electronic controls. About 10 (2013) years ago Kayhi was completely retrofitted to a full new generation PXCM modular controls. Houghtaling and Valley Park buildings have been upgraded to the new generation DDC controls after their remodels. When Fawn Mountain was built, we again installed PXCM DDC controls. Schoenbar was remodeled with MEC DDC controls, and we should have it upgraded to PXCM's this spring. Maintenance installed PXCM's in Revilla and Point Higgins. □

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Additionally, 3 buildings currently utilize the SiPass security system. This is also covered by our service agreement. This is our RFID door pass system that allows Key FOB and key card access. This system has been successfully integrated into a virtual environment. Maintenance is the system administrator of this. □

Our partner and vendor in Closed Circuit Television (CCTV) has been Siemens. They are our vendor in our Milestone video management software (VMS). This is also covered by our service agreement. This system is in a virtual environment with IT and maintenance is the system administrator of the server. □

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Siemens Technical Consultancy Services (TCS) service contract is an essential component for maintenance. It helps keep our systems running at operational efficiency. TCS is crucial to lifecycle management and optimization. Siemens technician's backup and upgrade the system on scheduled basis, perform diagnostics, calibrate and tune, help with technical advice, and act as our lifeline for emergencies if needed. This is rendered as service contract hours per year. Parts and components needed by maintenance are billed against the allotted hours. These parts bought under contract receive a 60% discount off list. This is important when frequency drives can be \$7500.00, it's significant. Additional technical assistance and parts for SiPass and CCTV systems are billed to our hour allotment under contract as well. We are coming up to year 5 of our current contract 07/01/23 to 6/30/24. We will need to enter into a new five year (2024-29) contract with Siemens this next fiscal year (2024-25). □

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Respectfully,

Alan Jacobson □

KGBSD Maintenance Director □

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