

Form A



PROPOSER QUESTIONNAIRE- General Business Information
(Products, Pricing, Sector Specific, Services, Terms and Warranty are addressed on Form P)

Proposer Name: Siemens Industry, Inc. Questionnaire completed by: Kevin Healy

Please identify the person NJPA should correspond with from now through the Award process:

Name: Kevin Healy E-Mail address: kevin.healy@siemens.com

Please answer the questions below using the Microsoft Word® version of this document. This allows NJPA evaluators to cut and paste your answers into a separate worksheet. Place your answer directly below each question. NJPA prefers a brief but thorough response to each question. Please do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; mark "NA" if the question does not apply to you (preferably with an explanation). Please create a response that is easy to read and understand. For example, you may consider using a different font and color to distinguish your answer from the questions.

Company Information & Financial Strength

1) Provide the full legal name, mailing and email addresses, tax identification number, and telephone number for your business.

- Siemens Industry, Inc.
- Address: 1000 Deerfield Parkway, Buffalo Grove, IL 60089
- Telephone: 847-941-6000
- Facsimile: 847-941-4345
- Website: www.industry.siemens.com
- Federal ID#: 13-2762488

2) Provide a brief history of your company, including your company's core values, business philosophy, and longevity in the FACILITY SECURITY EQUIPMENT, SYSTEMS, AND SERVICES WITH RELATED EQUIPMENT AND SUPPLIES industry.

Siemens (<http://www.siemens.com/history/en/history/index.htm>) is over 160 years old as a company and produces products in nearly every segment of life. Major sectors for the business include Industry, Infrastructure and Cities, Energy, Healthcare, Siemens Financial Services, and "other" (Corporate Research, Real Estate, Consultancy, and Siemens Foundation). We are a leader in mobility systems, energy, building technology (automation, fire and security, control products and Systems).

Core Values (from our web site): <http://www.siemens.com/about/en/values-vision-strategy/values.htm>

- i. **Responsible:** At Siemens, we are determined to meet – and wherever possible, exceed – all legal and ethical requirements. Our responsibility is to conduct all business according to the highest professional and ethical standards and practices: there must be no tolerance for non-compliant behavior. The principles related to "Responsible" serve as the compass by which we navigate our way through our business decisions. We must also encourage business partners, suppliers and other stakeholders to adopt a similar standard of ethical behavior.
- ii. **Excellence:** We at Siemens set ourselves ambitious targets – derived from our vision and verified by benchmarks – and give our all to achieve them. We stand beside our customers in the search for perfect quality, coming up with solutions that exceed expectations. Excellence demands we define a path of continuous improvement, constantly challenging existing processes.

It also requires us to embrace change so we are in the right place when new opportunities open up. Excellence also means attracting the best talent in the marketplace and giving them the skills and opportunities they need to become high-achievers. We are committed to living a high-performance culture.

- iii. **Innovation:** Innovation is a cornerstone of Siemens' success. We closely align R&D activities with business strategy, hold key patents and have a strong position in both established and emerging technologies. Our goal is to be a trendsetter in all of our businesses. We unlock the energy and creativity of our employees, embracing the new and different. We are also ingenious and we embrace this quality in all its varied meanings – original, inventive and resourceful. We are entrepreneurs whose innovations are successful on a global scale. We measure the success of our innovations by our customer's success. We constantly renew our portfolio to provide answers to societies' most vital challenges, enabling us to create sustainable value.

- 3) Provide a detailed description of the products and services that you are offering in your proposal.

Please refer to Appendix A

- 4) What are your company's expectations in the event of an award?

The use of the NJPA contract has gathered considerable momentum. And the RFP process has caused us to reflect upon our approach in supporting the contract both internally and externally. If our contract is renewed we plan to better align the NJPA contract with our field Branch Network.

The contract has grown over the 4 years but not as well as we planned. And we believe better alignment of the contract with the Branch network will enable more resources from Marketing and Finance to propel further growth of the use of the contract. We discuss this further in Form P, Question 17..

- 5) Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters.

Siemens Industry, Inc. (SII) is not a publicly traded company and does not release separate company financial statements. SII is a subsidiary member of the Siemens, A.G. corporate group, a multi-national, multi-billion dollar company whose shares are listed on the Deutsche Boerse (Exchange) of Germany; the Schweizer Boerse (Exchange) of Switzerland; and the London Stock Exchange of Great Britain. As such, Siemens, A.G. prepares consolidated financial statements audited by the independent public accounting firm of Ernst & Young GmbH. A copy of Siemens, A.G. most recent annual report, including the audited financial statements, can be found and downloaded at www.siemens.com through the "Investor Relations" link.

- 6) What is your US market share for the solutions that you are proposing? What is your Canadian market share, if any?

Siemens has over 100 branch locations/cities that all service government and education segments. It would be difficult to pull US and Canadian market share data.

- 7) Has your business ever petitioned for bankruptcy protection? Please explain in detail.

No

- 8) How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.

Siemens is unique in that we are known equally for our Fire, Security and Building Automation products, as we are for our excellence in systems integration and support.

- a) If your company is best described as a distributor/dealer/reseller (or similar entity), please provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?

The products we are proposing are manufactured by Siemens, however we intend to make available those solutions for products offered by our 3rd party partners. Certificates of authorization are available on request.

- b) If your company is best described as a manufacturer or service provider, please describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?

Siemens enterprise and lifecycle sales and support teams are full-time employees (FTE). Sales and support teams are assigned to field offices (branches) and assigned to territories, vertical markets, national accounts, and federal government agencies.

- 9) If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.

Siemens personnel are certified in accordance with the NFPA 72 (National Fire Alarm Code) of which certifications are required for the sales, service, design and commissioning of fire alarm and detection systems. Supervisors are certified to NICET III standards, and fire alarm technicians and those involved in monitoring fire systems hold the following certifications;

- (1) TFM 11 (Fire Alarm statute and rules)
- (2) TFM 12 (Fire Alarm technical)
- (3) TFM 14 (Fire Alarm monitoring)

Siemens also holds General Contractor and Electrical Contractor licenses..

- 10) Provide all “Suspension or Disbarment” information that has applied to your organization during the past ten years.

Siemens Industry is NOT nor ever been under disbarment from government contracting.

- 11) Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.

Subcategories to this RFP may include: Energy Saving renovations and improvements, Siemens ,as we are performing other work either contract or projects, may find energy saving upgrades that will be recommended or proposed. These recommendations may be low or no cost upgrades or they may require renovations that will be proposed separately with energy saving estimates.

Predictive Maintenance services: Siemens as a routine basis will utilize methods of predictive service such as Vibration analysis and infrared scanning in conjunction with more traditional preventive maintenance practices to help prevent customer downtime and unplanned failures. We understand downtime is the most costly byproduct of an equipment failure and we with our customers to decrease that possibility.

Industry Recognition & Marketplace Success

- 12) Describe any relevant industry awards or recognition that your company has received in the past five years.

Public Recognition and Awards



In 2014, the Dow Jones Sustainability Index again named Siemens the world’s most sustainable company in its industry group. In this year’s DJSI, Siemens ranked first in the Capital Goods Industry Group, which includes about 350 companies from seven sectors. With the very high total score of 93 out of a maximum of 100 points, Siemens was able to reaffirm its rating from the previous year. This means that Siemens has been represented every year since the DJSI was first published 15 years ago. For the seventh time in a row, Siemens captured the No. 1 spot in the area of Industrial Conglomerates and prevailed over companies such as Toshiba, Philips and 3M which are part of its “Industrial Conglomerates” industry.

The DJSI is the internationally renowned sustainability ranking of Dow Jones, one of the leading providers of stock-exchange, financial and economic data, and RobecoSAM Group, a Swiss investment group. The results of their

assessment, which are published annually, are based on a comprehensive analysis of three dimensions of sustainability: economic, ecological and social. As far as economic criteria are concerned, for example, the DJSI confirms Siemens' model compliance framework as well as excellent supplier and customer relationships. One of the social criteria stressed by the index is the Company's commitment to its employees.



Siemens was just named “The World’s Most Sustainable Company in 2017” by Forbes Magazine.

Other recent awards include “Security Integrator of the Year” as determined by SDM Magazine multiple years within the last decade.

13) Supply three references/testimonials from your customers who are eligible for NJPA membership. At a minimum, please include the entity’s name, contact person, and phone number.

- Nova Southeastern University;
Contact Information: Alice Aschbrenner, Facilities Director of Operations, ph. 954-262-8843
- Florida State University;
Contact Information: Dave Bujak, Director of Emergency Management, ph. 850-644-7055
- City of San Diego:
Contact: Tony Ruiz, Operations Director, ph. (619) 980-7332.

14) Provide a list of your top five governmental or educational customers (entity name is optional), including entity type, the state the entity is located in, scope of the projects, size of transactions, and dollar volumes from the past three years.

Siemens has thousands of Government/ educational customers across our 100+ locations here is a sampling:

University of Maryland Baltimore

In the spring of 2015 the University had some staff changes in both facilities operations and their procurement team. Also, the ten year term of the existing service contract was coming to an end and the UMB team thought that they had one additional year on the contract. Due to the procurement laws they could not extend the existing contract and did not have enough time to put out a new RFP before the existing contract came to an end. It was critical that services continue, so UMB needed another means to purchase services from Siemens until such time that a new RFP could be issued. Our team suggested the use of the NJPA since both the State and the university were signatory. After gaining support from both NJPA representatives and Siemens National Account manager, we walk through the process with the UMB team and they became comfortable with the NJPA vehicle.

Siemens then quoted a six month contract using the NJPA pricing for approximately \$533,000 which allowed UMB time to issue a new ten year RFP. The RFP process took them a little longer than planned, so they issued a two month extension at \$167,000 on the NJPA for a total of 8 months of service at ~\$700,000. This solution provided a win /win for the university. It enabled them to continue service with Siemens without interruption and stay compliant with state procurement regulations.

Future use; now that the university has understanding of the NJPA vehicle they have interest in using it for lower value purchases that fall below the procurement Board of Public Works guidelines.

Service of Building Automation Systems

- Contract value: 700K (10 year Plan pending)
- Average sales prior three (3) fiscal years: \$3 Million

University of Texas, Dallas

Siemens has provided Security products and services for UT Dallas using the NJPA contract. Products include Software House CCURE 9000 Access Control with 1,960 card readers and 30,000 cardholders. We provide wireless door locks, over 600 IP video cameras and 60 Code Blue Emergency Phones.

- Contract value: \$6 M
- Average sales prior three (3) fiscal years: \$2.1M

City of San Diego, CA

Over the past three years, The City of San Diego has utilized NJPA's national cooperative purchasing contracts in support of key security initiatives. With awards of over \$3M dollars for this period, The City has updated its security systems across multiple departments, including central admin, public utilities and environmental services departments. The NJPA schedule provides solutions for access control and alarm management systems, video management systems and cameras, as well as the supporting networking and communication infrastructure that are critical to integrating these platforms. The Siemens NJPA contract is a critical asset to the City's contracting strategy in support of its security programs.

The most recent phase involves the implementation of secure perimeter technology to safeguard the City's water resources, including filtration systems, dams, pump stations, intake valves, and administration areas. A combination of radar, thermal imagers, and high resolution cameras were integrated onto a high speed wireless backbone to deliver alarm and monitoring capability to the operations center. All surveillance detection was integrated onto the management platform with customized business logic that provides operators with guided resolution to managing events from theft to active shooter. Configuration spans 60 locations.

- Contract value: \$9M
- Average sales prior three (3) fiscal years: \$3M

City of Miami, FL

The City of Miami Dade County contracted with Siemens in 2010 to design, develop, and implement enhanced security to safeguard passenger and commercial operations areas. Using Department of Homeland Security funding under a Port Security grant award, the Port directed Siemens to integrate existing video management (NICE), access control (Lenel), video analytics (NICE), various fire alarm systems, three building management systems (Siemens, Johnson Controls, and Trane) with a new radar system (Honeywell), video wall (Activue) and a mass notification system developed by Siemens (Signal). The integration platform used to integrate the existing and new systems was developed by Siemens (Vantage) and allows the alarm telemetry from these systems to be displayed onto a GIS map from which operators can quickly ascertain the type, direction, importance, and location of certain events in real-time. Video can be quickly called up with a set of workflow instructions for operators to make guided decisions on problem resolution. Siemens also designed a series of reports to capture metrics from the connected systems to determine such things as overall system availability, false alarm rates, valid alerts and response times to the alerts, camera outage rates, and more.

- Contract value: \$7.5M
- Average sales prior three (3) fiscal years: \$3.0M

City of Chicago Housing Authority, IL

In 2009 Siemens was awarded a multi-year contract to provide significant security enhancements to CHA for facilities throughout the City. The contract called for the design and build of CCTV throughout the campus environment along with upgraded access control to control occupant and visitor access. Alarm points for panic situations were positioned near parking areas and all systems were networked back to a security operations center managed by the City and integrated into a 911 call center. CHA now has situational awareness across the entire housing facility, and is able to

respond to minor and major incidents with improved speed and effectiveness. We designed a high speed wireless backbone to deliver alert and video information to an integrated command console, which uses GIS images with real-time alert information to display CHA status. Reporting on incidents is automatically captured on event logs within the command center software deployed by Siemens to reduce the time of data entry and provide management with valuable trend information on security events.

- Contract Value: \$22m
- Average sales prior three (3) fiscal years: \$2M

15) Indicate separately what percentages of your sales are to the government and education sectors in the past three years?

Siemens has over 100 branch locations, all of which that all service government and education segments. It would not be practical to calculate this percentage. However, the approximate 3-year average is 39.0% Government, 12.7% Non-Profit, and 23.6% Education.

16) List any state or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?

Premier Healthcare GPO – 2015 50 Million

Med Assets GPO 2015– 2015 30 Million

17) List any GSA contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?

Siemens Government Technologies maintains GSA Schedule 70 and 84 (reference for Fire and Security) – 2015 63 Million.

Proposer's Ability to Sell and Deliver Service Nationwide

18) Describe your company's capability to meet NJPA Member's needs across the country. Your response should address at least the following areas.

- a) Sales force.
- b) Dealer network or other distribution methods.
- c) Service force.

Please include details, such as the locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employers (or employees of a third party), and any overlap between the sales and service functions.

Our sales and service personnel in most locations are direct employees of Siemens. There are over 100 office locations with ---hundred sales people and ---service technicians and mechanics. If it is necessary because of coverage in remote locations approved subcontractors may be used under the direct control of the local Siemens Branch and its personnel.

Siemens sales and support organization covers the USA and Canada (USA is detailed here). The U.S. market is covered through 9 distinct zones and Siemens Government Technologies (SGT). Each zone has a separate fire, safety, and security organization with sales and support. Branch office locations for sales and support are listed below (Please note this submission addresses only US sites, Canada is listed for reference only). If awarded, we propose to add additional international locations to the contract, and harmonize the pricing and support schedules according to the geography.

1) Siemens

8 Fernwood Road, Florham Park, NJ 07932-1906
 United States
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.buildingtechnologies.siemens.com>

2) Siemens Canada Limited

1930 Maynard Road, S.E., Suite 24, Calgary, AB T2E 6J8 Canada
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.buildingtechnologies.siemens.com>

3) Siemens Canada Limited

6652 50th Street, N.W., Edmonton, AB T6B 2N7 Canada
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.buildingtechnologies.siemens.com>

4) Siemens Canada Limited

4011 Viking Way, Unit 150, Richmond, BC V6V 2K9 Canada
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.buildingtechnologies.siemens.com>

5) Siemens Canada Limited

675 Berry Street, Unit M, Winnipeg, MB R3H 1A7 Canada
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.buildingtechnologies.siemens.com>

6) Siemens Canada Limited

120 Troop Avenue, Suite 100, Dartmouth, NS B3B 1Z1 Canada
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.buildingtechnologies.siemens.com>

7) Siemens Canada Limited

2 Kenview Boulevard, Brampton, ON L6T 5E4 Canada
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.buildingtechnologies.siemens.com>

8) Siemens Canada Limited

514 Newbold Street, London, ON N6E 1K6 Canada
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.buildingtechnologies.siemens.com>

9) Siemens Canada Limited

2435 Holly Lane, Ottawa, ON K1V 7P2 Canada
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.buildingtechnologies.siemens.com>

10) Siemens Canada Limited

735 South Service Road, Unit 3, Stoney Creek, ON L8E 5Z7 Canada
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.buildingtechnologies.siemens.com>

11) Siemens Canada Limited

1899 La Salle Boulevard, Unit 4, Sudbury, ON P3A 2A3 Canada
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.buildingtechnologies.siemens.com>

12) Siemens Canada Limited

2800 avenue St. Jean Baptiste, Suite 190, Quebec City, QC G2E 6J5 Canada
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.buildingtechnologies.siemens.com>

13) Siemens

5333 Fairbanks Street, Suite B, Anchorage, AK 99518 United States
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

14) Siemens

2520 Roland Road, P.O. Box 81046, Fairbanks, AK 99709 United States
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

15) Siemens

4467 Columbia Boulevard, Juneau, AK 99801 United States
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

16) Siemens

4025 East Cotton Center Boulevard, Suite 200, Phoenix, AZ 85040 United States
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

17) Siemens

10775 Business Center Drive, Cypress, CA 90630 United States
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

18) Siemens

4273 West Richert Avenue, Suite 110, Fresno, CA 93722 United States
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

19) Siemens

25821 Industrial Boulevard, Suite 300, Hayward, CA 94545 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

20) Siemens

10100 Willow Creek Road, San Diego, CA 92131 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

21) Siemens

3650 Industrial Boulevard, Suite 100, West Sacramento, CA 95691 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

22) Siemens

981 Elkton Drive, Colorado Springs, CO 80907 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

23) Siemens

7810 Shaffer Parkway, Suite 100, Littleton, CO 80127 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

24) Siemens

3030 Venture Lane, Suite 101, Melbourne, FL 32934 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

25) Siemens

3021 North Commerce Parkway, Miramar, FL 33025 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

26) Siemens

2969 S.W. 42nd Avenue, Palm City, FL 34990 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

27) Siemens

1233 Barrancas Avenue, Pensacola, FL 32502 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

28) Siemens

119 Hamilton Park Drive, Unit 6, Tallahassee, FL 32304 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

29) Siemens

8403 Benjamin Road, Suite F, Tampa, FL 33634 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

30) Siemens

4122 Metric Drive, Suite 100, Winter Park, FL 32792 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

31) Siemens

Gwinnett Corporate Center, 1745 Corporate Drive, Suite 240, Norcross, GA 30093 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

32) Siemens

1000 Business Center Drive, Suite 70, Savannah, GA 31405 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

33) Siemens

3175 12th Street, S.W., Cedar Rapids, IA 52404 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

34) Siemens

9632 West Emerald, Suite E, Boise, ID 83704 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

35) Siemens

1282 Alturas Drive, Suite B, Moscow, ID 83843 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

36) Siemens

14 Currency Drive, Bloomington, IL 61704 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

37) Siemens

585 Slawin Court, Mount Prospect, IL 60056 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

38) Siemens

6200 Technology Center Drive, Indianapolis, IN 46278 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

39) Siemens

8066 Flint Street, Lenexa, KS 66214-3334 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

40) Siemens

618 East Douglas, Wichita, KS 67202 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

41) Siemens

11001 Bluegrass Parkway, Suite 320, Louisville, KY 40299 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

42) Siemens

104 Annonce Street, Lafayette, LA 70507 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

43) Siemens

150 Teal Street, Suite 100, St. Rose, LA 70087 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

44) Siemens

85 John Road, Unit 1, Canton, MA 02021 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

45) Siemens

2520 Lord Baltimore Drive, Baltimore, MD 21244 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

46) Siemens

6435 Virginia Manor Road, Beltsville, MD 20704 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

47) Siemens

6901 Muirkirk Meadows Drive, Beltsville, MD 20705 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

48) Siemens

66 Mussey Road, Scarborough, ME 04074 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

49) Siemens

45470 Commerce Center Drive, Plymouth, MI 48170 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

50) Siemens

1525 Gezon Parkway, S.W., Suite A, Wyoming, MI 49509 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

51) Siemens

2350 West County Road C, Suite 100, Roseville, MN 55113 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

52) Siemens

2320 Ball Drive, St. Louis, MO 63146 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

53) Siemens

1018 North Flowood Drive, Flowood, MS 39232 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

54) Siemens

2201 Crown Pointe Executive Drive, Suite K, Charlotte, NC 28227 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
 http://www.usa.siemens.com

55) Siemens

215 Southport Drive, Suite 900, Morrisville, NC
27560 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

56) Siemens

1400 West 22nd Street, Suite B, Kearney, NE 68845
United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

57) Siemens

5708 South 118th Circle, Suite 106, Omaha, NE
68137 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

58) Siemens

131 Portsmouth Avenue, Suite 100, Exeter, NH
03833 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

59) Siemens

2000 Crawford Place, Suite 300, Mount Laurel, NJ
08054 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

60) Siemens

8804 Washington, N.E., Suite F, Albuquerque, NM
87113 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

61) Siemens

85 Northpointe Parkway, Suite 8, Amherst, NY
14228 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

62) Siemens

50 Orville Drive, Bohemia, NY 11716 United
States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

63) Siemens

65 East Market Street, Corning, NY 14830-2708
United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

64) Siemens

6 British American Boulevard, Suite C, Latham, NY
12110 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

65) Siemens

4171 State Route 11, Malone, NY 12953-4303
United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

66) Siemens

422 East Henrietta Road, Rochester, NY 14620
United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

67) Siemens

Rodax Commercial Park, 6075 East Molloy Road,
Suite 4, Syracuse, NY 13211 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

68) Siemens

1310 Kemper Meadow Drive, Suite 500, Cincinnati,
OH 45240 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

69) Siemens

5350 Transportation Boulevard, Suite 9, Garfield
Heights, OH 44125 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

70) Siemens

530 Lakeview Plaza Boulevard, Suite D,
Worthington, OH 43085-4710 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

71) Siemens

5924 N.W. 2nd Street, Suite 1000, Oklahoma City,
OK 73127 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

72) Siemens

15201 N.W. Greenbriar Parkway, Suite #A4,
Beaverton, OR 97006 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

73) Siemens

90710 Huntley Court, Suite A, Coburg, OR 97408
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

74) Siemens

1450 Union Meeting Road, Blue Bell, PA 19422
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

75) Siemens

600 Bursca Drive, Suite 606, Bridgeville, PA 15017
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

76) Siemens

237 Main Street, Suite 303, Dickson City, PA 18519
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

77) Siemens

5095 Ritter Road, Suite 104, Mechanicsburg, PA 17055
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

78) Siemens

315 South Allen Street, Suite 325A, State College, PA 16801
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

79) Siemens

Carr.869, Km. 1.5, Barrio Las Palmas, Catano, PR 00962
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

80) Siemens

40 Sharpe Drive, Suite 4, Cranston, RI 02920
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

81) Siemens

3101 Carlisle Street, Columbia, SC 29205
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

82) Siemens

4909 North Lewis Avenue, Sioux Falls, SD 57104
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

83) Siemens

7600 Appling Center, Suite 103, Memphis, TN 38133
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

84) Siemens

5010 Linbar Drive, Suite 125, Nashville, TN 37211
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

85) Siemens

1835B Kramer Lane, Suite 180, Austin, TX 78758
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

86) Siemens

2800 Finfeather, Bryan, TX 77801
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

87) Siemens

8850 Fallbrook Road, Houston, TX 77064
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

88) Siemens

8600 North Royal Lane, Suite 100, Irving, TX 75063
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

89) Siemens

12001 Network Boulevard, Suite 318, San Antonio, TX 78249
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

90) Siemens

9707 South Sandy Parkway, Sandy, UT 84070
 United States >
 phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

91) Siemens

5106 Glen Alden Drive, Richmond, VA 23231
 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

92) Siemens

1255B Trapper Circle, N.W., Roanoke, VA 24012
 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

93) Siemens

5269 Cleveland Street, Suite 101, Virginia Beach,
 VA 23462 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

94) Siemens

505 South Dewey Street, Suite 202, Eau Claire, WI
 54701 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

95) Siemens

22010 S.E. 51st Street, Issaquah, WA 98029 United
 States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

96) Siemens

12406 East Desmet, Suite A, Spokane, WA 99216
 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

97) Siemens

6737 West Washington Street, Suite 2110,
 Milwaukee, WI 53214 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

98) Siemens

1926 South Glenstone Avenue, Springfield, MO
 65804 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

99) Siemens

12101 East 51st Street, Suite 103, Tulsa, OK 74146
 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

100) Siemens

6435 Virginia Manor Road, Beltsville, MD 20704
 United States >

phone: 1-800-SIEMENS (7436367)

usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

101) Siemens

811 North Main Street, Bellefontaine, OH 43311
 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

102) Siemens

5350 Transportation Boulevard, Suite 9, Cleveland ,
 OH 44125 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

103) Siemens

530 Lakeview Plaza Boulevard, Columbus, OH
 43085-4710 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

104) Siemens

7004 Bee Caves Road, Building 2, Suite 200, Austin,
 TX 78746 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

105) Siemens

4510 Daly Drive, Suite 500, Chantilly, VA 20151-
 3703 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

106) Siemens

5013 Pacific Highway East, Unit 16, Fife, WA 98424
 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

107) Siemens

7255 Industrial Park Boulevard, Suite K, Mentor, OH
 44060-5331 United States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

108) Siemens

Rowe Avenue, Auburndale, MA 02466 United
 States >

phone: 1-800-SIEMENS (7436367)
 usa.800siemens.us@siemens.com
<http://www.usa.siemens.com>

109) Siemens Canada Limited

5005 Levy Street, St. Laurent, QC H4R 2N9
 Canada >

phone: 1-800-SIEMENS (7436367)

usa.800siemens.us@siemens.com
http://www.buildingtechnologies.siemens.com

110) Siemens

6860 Bermuda Road, Suite 100, Las Vegas, NV
89111 United States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

111) Siemens

1580 Port Drive, Burlington, WA 98223 United
States >
phone: 1-800-SIEMENS (7436367)
usa.800siemens.us@siemens.com
http://www.usa.siemens.com

Sales dedicated resources include approximately 300 dedicated fire professionals, and 200 dedicated security systems sales. In addition, Siemens backs this group with subject matter experts (SME) from the center of competency (CoC) headquartered in Buffalo Grove, IL.

- 19) Describe in detail the process and procedure of your customer service program, if applicable. Please include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.

Siemens employs over 9,000 sales and support personnel across 110 offices in Canada and the United States. Coverage is dispersed across Canada (9 offices), Alaska (3 offices), Puerto Rico (1 office) and the United States (97 offices).



Siemens routinely designs service and support procedures with committed response times from our branch locations. Each will differ according to customer requirements, but will be backed by support professionals trained and certified with the technology purchased by the client. We recently completed an audit of our customer support offerings, and determined the following;

- Customer Loyalty: The customer loyalty score rose by 14% to its highest level. The loyalty metric measures the likelihood that a customer intends to continue doing business with Siemens' Building Technologies Division.
- Referral Rate: The customer referral rate showed a 9% increase in the number of customers that will actively refer Siemens' Building Technologies Division to others.
- Overall Customer Satisfaction: The overall Customer Satisfaction Index improved by 7%, over the last three years. The satisfaction metric measures a customer's overall satisfaction following a recent service experience in our day-to-day operations.

As a result of actively listening and responding to customer insight, Siemens' Building Technologies Division implemented a variety of new programs and focused on ongoing improvements over the past two years to directly address customers' specific concerns.

- Service--expanded our portfolio of service offerings and improved service delivery and service outcomes.
- Responsiveness--achieved a 60% reduction in the time it takes to complete a service call or resolve an issue after receiving a customer request.
- Staff--Added certified experts in the field to properly address our customers' specific needs plus more robust recruitment and training programs to ensure the highest levels of professionalism, knowledge, and expertise and employee engagement.

20) a) Identify any geographic areas of the United States that you will NOT be fully serving through the proposed contract. b) Identify any NJPA Member sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Please explain your answer. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?

None

21) Define any specific contract requirements or restrictions that would apply to our Members in Hawaii and Alaska and in US Territories.

None

Marketing Plan

22) If you are awarded a contract, how will you train your sales management, dealer network, and direct sales teams (whichever apply) to ensure maximum impact? Please include how you will communicate your NJPA pricing and other contract detail to your sales force nationally.

Our experience over the past few years has indicated that a more robust approach is needed for training our sales force. We've been providing Webinars, and will continue the awareness effort. One of the changes is to re-position the NJPA contract with more alignment to our Field Branch Network. Managing the contract from this support group will increase its exposure, and enable management to set and track goals of the sales force more effectively than before.

23) Describe your marketing strategy for promoting this contract opportunity. Please include representative samples of your marketing materials in electronic format.

Our NJPA contract has been growing yearly as it gains acceptance in our Field Branch Network. The Branch Field Network will be able to promote the NJPA contract effectively on the Siemens Newsletter releases and entries on the Siemens Social Network. An example of an internal site, used to share such information is below for another current contracting vehicle, MedAssets.

End User Events: Siemens hosts regular thought leadership events, webinars and tradeshows. These events are conducted for the Fire and Security industry (NFPA, ISC West, ASIS for example) as well as vertical market events in Education, Govt, Cities and Transportation. Details including contract information will be available in exhibit booths or incorporated into presentations

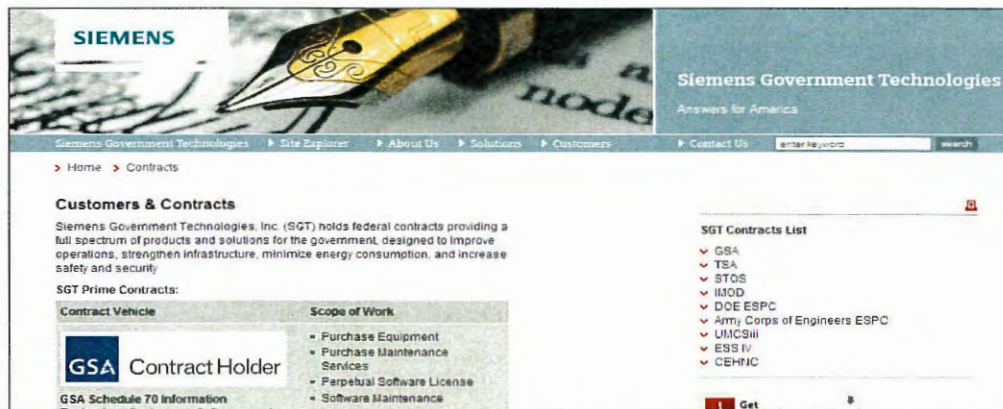
24) Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.

Our marketing material provides end users an understanding of our Solutions approach. We review products, services and contracting methods that can be combined to address their specific needs. Value propositions specific to the vertical market and including the features and benefits of the contracting vehicle will be available..

25) In your view, what is NJPA's role in promoting contracts arising out of this RFP? How will you integrate an NJPA-awarded contract into your sales process?

Our use of our Siemens external websites provides a venue for sharing marketing material to end users. We use technology and the internet as dynamic way to educate and engage with end users. Our websites allow customers and interested parties a method of accessing details on our solutions by downloading the variety of marketing materials available, as well as a means of contacting us for additional information. An example of information specific to

contract vehicles, we have a sample of our Siemens Government Technology site below. Information relevant to the scope of work and contact information for the Program Manager are available



Example of Siemens Government Technology site

26) Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.

The NJPA assists us in the training of our sales force and in answering due diligence inquiries from the members when a PO is imminent. The NJPA contract now has a field in our CRM for identification and tracking of NJPA opportunities.

Value-Added Attributes

27) Describe any product, equipment, maintenance, or operator training programs that you offer to NJPA Members. Please include details, such as whether training is standard or optional, who provides training, and any costs that apply.

Siemens offers both free and fee-based training programs depending on the system purchased. We offer a partner program for resellers of Siemens fire products, where maintenance service training is typically offered. At an end-user level, we teach our clients how to detect certain error conditions to determine the severity level and appropriate remediation.

28) Describe any technological advances that your proposed products or services offer.

Siemens security products feature state-of-the-art IP connectivity (video, access control) to enable cost-effective deployment in stand-alone and campus configurations. Included in our offer is an advanced video analytic system (SiteIQ) that features policy-based detection, whereby a standard CCTV camera connected to SiteIQ can detect aberrant behavior, and automatically push an alert to an operator for resolution. This is critically important when monitoring large outdoor areas (e.g. water reservoirs, airports, chemical facilities, etc.) where it's neither cost effective nor efficient to have multiple operators watching video feeds constantly. We also offer the Siemens developed mass notification system; Sygnal. Sygnal is a unique premise-based mass notification system that provides facility managers a simple means to notify staff, the public, and first responders of threatening conditions that require immediate notification/action. Sygnal is very popular in the college campus environment where we can simultaneously activate outdoor loudspeakers (giant voice), video panels (flat screens), and smart phones/desktop computers (pop-up messages). For integrated command and control, we feature the Siemens developed Vantage system. Vantage is a sophisticated software application that integrates the clients existing fire, security, building management systems, and other electronic systems into a GIS-based single control system, eliminating the need for multiple head-end systems. Vantage uses business logic to create workflows that guide operators to successful outcomes when dealing with fire or security related events.

- 29) Describe any “green” initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.

Siemens is a world leader in sustainability management. A large percentage of our Building Automation Engineers are LEED. We offer programs to enable Cities and campuses the education that will guide the implementation of a cleaner, greener organization. This starts at an early stage (see “K-12 We Can Change the World Challenge”) sponsored by Siemens (<http://www.wecanchange.com/what-is-the-challenge>). Siemens operates a completely self-sufficient advanced office building (see the “Crystal” http://www.thecrystal.org/_html/) as an example of how to engineer a self-sustaining building that has a minimal impact on the environment.

- 30) Describe any Women or Minority Business Entity (WMBE) or Small Business Entity (SBE) accreditations that your company or hub partners have obtained.

Siemens actively engages with small business to promote the goals of SB, SDB, WOSB, HUB Zone, VOSB, and SD-VOSB. Additionally, we have an active Mentor Protégé program to promote, train, and encourage small business partners (see <http://www.dhs.gov/mentor-prot%C3%A9g%C3%A9-companies>).

The mission of our Supplier Diversity Program is to provide small businesses and businesses owned by minorities, women, the disadvantaged, the disabled, and veterans the opportunity to present their products, services and expertise to Siemens. During our fiscal year ending September 30, 2010, Siemens Corporation, its sectors, cross-sectors, subsidiaries, and legal entities spent over \$1.5 billion dollars for goods and services from small and diverse-owned businesses. Our Supplier Diversity program makes it easy for potential suppliers to do business with Siemens. (see http://www.usa.siemens.com/en/jobs_careers/diversity_inclusion.htm).

- 31) What unique attributes does your company, your products, or your services offer to NJPA Members? What makes your proposed solutions unique in your industry as it applies to NJPA members?

Siemens is uniquely positioned in Cities client environments. We have deployed large scale systems throughout the 190 countries we operate in small, medium, and large cities. On this contract we provide our core products, Building Automation, Fire and Security products. Other product technologies used by our City clients includes;

- Smart Grid
- Mobility (intelligent traffic management systems)
- Energy Management
- Healthcare
- Automation
- Lighting
- Financial Services

For education facilities, we offer products and systems designed to specifically help protect the diverse campus environment. Following the tragedy at Virginia Tech, Siemens released an advanced mass notification system that enable administrators to simultaneously alert via giant voice (outside), on visual display screens (inside), and on personal devices (at your side). Sygnal enables the automation of everyday activities, such as automating the distribution of work notices, training required, and other non-security operational functions. Vantage is an advanced security management system that allows campus security to integrate existing systems along with newer acquired technology to create a single sign-on, work-flow based software management platform for all security events. Vantage is a bi-directional control and management system giving administrators a convenient means to control costs (technology lifecycle – no need for wholesale “rip and replace”), provide a single point of training with rules-based management (lower operational costs), and increased efficiency (standard means to achieve compliance with greater accuracy and predictability). Siemens offers a solution path that allows schools to grow from just a few cameras and access readers, to a full “Total Campus Solution”, featuring a one-button operation for mass notification and control and management over building management and security systems.

SIEMENS


32) Identify your ability and willingness to provide your products and services to NJPA member agencies in Canada.

Siemens is interested in expanding the use of NJPA to Canada and possibly internationally as well. This process will require additional internal stage gate processes.

Please note that if awarded this contract, separate Terms & Conditions will have to be negotiated for Canada.

NOTE: Questions regarding Payment Terms, Warranty, Products/Equipment/Services, Pricing and Delivery, and Industry Specific Items are addressed on Form P.

Signature: _____



Date: _____

3/14/2017

Marc E. Bouchard
Counsel

Form B



PROPOSER INFORMATION

Company Name: Siemens Industry, Inc
Address: 1000 Deerfield Parkway
City/State/Zip: Buffalo Grove, IL 60089
Phone: 1-847-215-1000 Fax: N/A
Toll Free Number: 1-800-SIEMENS E-mail: kevin.healy@siemens.com
Web site: www.usa.siemens.com

COMPANY PERSONNEL CONTACTS

Authorized signer for your organization

Name: Brad Haberle
Email: brad.haberle@siemens.com Phone: 847-941-5744

The person identified here must have proper signing authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer.

Who prepared your RFP response?

Name: Edrick Arroyo / Kevin Healy Title: Proposal Manager
Email: edrick.arroyo@siemens.com Phone: 1 510-783-6000

Who is your company's primary contact person for this proposal?

Name: Kevin Healy Title: National Business Development Manager
Email: kevin.healy@siemens.com Phone: 510-783-6000

Other important contact information

Name: _____ Title: _____
Email: _____ Phone: _____

Name: _____ Title: _____
Email: _____ Phone: _____

Form C

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**



Company Name: Siemens Industry Inc.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
Section 7 and Section 8	Terms and Conditions	Siemens has supplied our Standard Terms and Conditions for National Supply Agreements with this proposal. This substitution will allow Siemens to provide NJPA members with the assurance of quality products that include EVSE and all necessary equipment for upgrading their electrical infrastructure. These terms should be acceptable to NJPA, as the contract won by our Building Technologies Division provides a similar agreement to your members currently.	See Clarification
Form D	Formal Offering of Proposal	<p>We will take an exception to the following statement, "The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and the the Proposer accepts responsibility for any subcontractors used to fulfill this proposal."</p> <p>Siemens will exclude installer contacts from this provision. Siemens will be providing its distributor network to your members so that they can get assistance with their projects from a local install companies and will negotiate in good faith for fixed pricing where available. Siemens does not take a prime role for nationwide installation service.</p>	Accepted

Proposer's Signature:

Date: 5/18/17

NJPA's clarification on exceptions listed above:

Section 7 and Section 8: This provision may be added as an additional term and condition with individual members.

Review and Approved:

 NJPA Legal Department

Contract Award
RFP #030817

FORM D

Formal Offering of Proposal
(To be completed only by the Proposer)



HVAC SYSTEMS, INSTALLATION, AND SERVICE WITH RELATED PRODUCTS AND SUPPLIES |

In compliance with the Request for Proposal (RFP) for HVAC SYSTEMS, INSTALLATION, AND SERVICE WITH RELATED PRODUCTS AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Siemens Industry, Inc. Date: _____

Company Address: 1000 Deerfield Parkway

City: Buffalo Grove State: IL Zip: 60089

Contact Person: Kevin Healy Title: National Business Development Manager

Authorized Signature: *[Signature]*, Mark E. Barchard
(Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

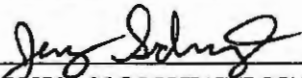
NJPA Contract #: 031517-SIE

Proposer's full legal name: Siemens Industry, Inc.

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be June 30, 2017 and will expire on June 30, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:



NJPA DIRECTOR OF COOPERATIVE CONTRACTS
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)



NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

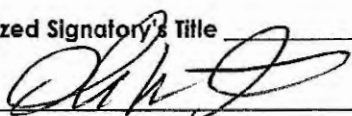
Awarded on June 29, 2017

NJPA Contract # 031517-SIE

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

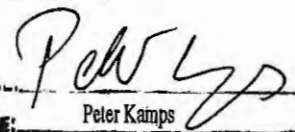
Vendor Name Siemens Industry, Inc.

Authorized Signatory's Title Thomas Strollo


VENDOR AUTHORIZED SIGNATURE

Sr. Director
Business Excellence

(NAME PRINTED OR TYPED)


Name: Peter Kamps
TITLE: Vice President
DATE: Finance & Business Administration

Executed on 8/4, 2017

NJPA Contract # 031517-SIE

Approved By Legal

Digitally signed by Boudard Marc
DN: cn=Boudard Marc, o=Siemens, cn=Boudard Marc
Date: 2017.08.01 14:43:01 -0500

Form FPROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

SIEMENS

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Siemens Industry, Inc.

Address: 1000 Deerfield Parkway

City/State/Zip: Buffalo Grove, IL 60089

Telephone Number: 847-215-1000

E-mail Address: marc.bouchard@siemens.com

Authorized Signature: _____

Authorized Name (printed): Marc E. Bouchard

Title: Counsel

Date: 3/14/17

Notarized

Subscribed and sworn to before me this 14 day of March, 2017

Notary Public in and for the County of Lake State of ILLINOIS

My commission expires: 1/24/2020

Signature: Paula Cavar





Form P

PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: Siemens Industry, Inc.

Questionnaire completed by: Kevin / Edrick Arroyo

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)?
Siemens standard payment terms are Net 30.
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?.

SIEMENS BUILDING TECHNOLOGIES will offer NJPA several leasing options offered through its finance partner, National Cooperative Leasing. Examples of such options include Tax Exempt Municipal Leases, Fair Market Value Leases, \$1 Buyout Leases, and customized programs as required by client. National Cooperative Leasing also offers government agencies purchasing on this contract a “Purchase Order Only” program. Under these program agencies merely issue a purchase order with leasing language (provided in attachment) included in the body of purchase order. No lease agreement is necessary. Leasing terms and conditions will be provided and reside in the contract between SIEMENS BUILDING TECHNOLOGIES and NJPA.

Additionally, SIEMENS BUILDING TECHNOLOGIES and National Cooperative Leasing will also offer member agencies the “FlexPlus” leasing plan. The FlexPlus plan offers agencies a Tax Exempt Municipal Lease plan along with a Technology Refresh Window whereby agencies can upgrade their equipment and walk away from their existing lease during the refresh window period. This plan provides a low monthly or annual cost along with the flexibility to return old technology for new technology..

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members’ purchase orders.

Orders to be processed via NJPA’s purchasing vehicle will follow the process below:

- Stage 1 a notice of intent to purchase will be issued to the Siemens Center of Competence liaison
- Stage 2 all pricing and deliverables will be reviewed/ quality checked and released via the Center of Competence and appropriate regional field office responsible for delivery/ installation/ service
- Stage 3 all associated documentation will be executed, invoices will be created and work/ delivery will begin per the terms set forth in the “Statement of Work” and under guidelines according to NJPA and Siemens standards

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Yes

Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

The Proposer warrants that all products, equipment, supplies and services delivered under this Contract shall be covered by the industry standard or better warranty vendor's standard form warranty.

- Do your warranties cover all products, parts, and labor? Yes
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage? No
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs? Yes
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? No
- How will NJPA Members in these regions be provided service for warranty repair? N/A
- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer? Yes
- What are your proposed exchange and return programs and policies?

The Proposer warrants that all products, equipment, supplies and services delivered under this Contract shall be covered by the industry standard or better warranty vendor's standard form warranty.

- 6) Describe any service contract options for the items included in your proposal.

Siemens Advantage Services offers four different service plan levels that allow the Customer to tailor the service program to meet the specific requirements for responsiveness, support and budget management. The service-level plans are segmented by the response time a customer needs for emergency and non-emergency problems, as well as whether labor and material are covered in the service agreement. The plan details, or attributes, define the customer's service experience, including when calls are taken from the customer and when we will provide service. Ultimately, an Advantage Services agreement combines a service plan with a service package. It is the goal of Siemens to train Customer Staff on operation of the Integrated Solution. Having an expert "on-staff" is an invaluable tool in managing a successfully integrated solution.

Platinum

The Platinum Advantage Services plan is designed for customers who experience serious business interruptions if critical building systems fail. When emergencies occur, Siemens experts will be on site within four hours for critical components 24 hours a day every day. For non-emergency technical problems or for non-critical components, Siemens staff will be on site within eight hours 24x7. In addition to the peace of mind that comes from knowing equipment downtime is minimized, the Platinum plan also eliminates budget surprises. All repair and replacement parts and labor for equipment covered by the plan are included in the service contract. The service program begins with a technology audit by our highly trained professionals that pinpoints any existing problems with the system. Software support and updates are another important aspect of keeping the system functioning optimally and are provided as they are issued, and as applicable to the system, under the Platinum plan. Operator coaching by Siemens provides another layer of confidence by helping your staff identify, verify and resolve problems and concerns in performing tasks to keep systems running smoothly. During coaching sessions, we address specific issues concerning the use of systems in your facility. Siemens patented site360™ service provides a user-friendly Web interface that gives customers instant access to status reports and order placement at any time.

The result of the Platinum Advantage Services Plan is confidence in the operation of your critical building technology and the comfort, occupant safety and security of your facility. With the Platinum plan, Siemens offers

unsurpassed commitment in fast and efficient repair services. No other plan offers greater support, faster on-site response time, more hours of coverage or a wider range of services.

Gold

The Gold Advantage Services plan is designed for customers looking for a partner to ensure dependability and high reliability from their building systems. Siemens service team of factory-trained experts handles maintenance and repairs quickly and efficiently. This plan provides response to emergencies within four hours for on-site repair of critical components 24 hours a day every day. For non-emergency technical problems or for non-critical components, Siemens will be on site within 24 hours 24x7. In addition to the peace of mind that comes from knowing system downtime is minimized, the Gold plan also helps customers plan, budget and control their operating costs. All labor for repairs and replacements are included in the plan while parts are billed at the negotiated material discount outlined in the contract. If requested, the service program can begin with a technology audit by our highly trained professionals that pinpoints any existing problems with the system. Audits are billed at the negotiated labor rate outlined in the contract. Software support and updates are another important aspect of keeping the system functioning optimally and are provided at scheduled preventive maintenance visits, as appropriate. Operator coaching by Siemens provides another layer of confidence by helping your staff identify, verify and resolve problems in performing tasks to keep equipment running smoothly. During coaching sessions, we address specific issues concerning the use of the systems in your facility. Siemens site360™ service provides a user-friendly Web interface that gives customers instant access to status reports and order placement at any time. The result of the Gold Advantage Services plan is an optimal level of building comfort, occupant safety and security.

Silver

The Silver Advantage Services plan is an economical choice for customers that want a reliable back-up support for their maintenance staff so they can minimize the downtime of building systems and equipment. The Silver plan is a balance between price and performance that provides on-site response by our team of factory-trained local experts on the next regularly scheduled business day Monday through Friday. Labor to repair or replace parts is included in the Silver Plan and parts are billed at the negotiated material discount outlined in the contract. Software support and updates are another important aspect of keeping the system functioning optimally and are provided, as applicable, during scheduled preventive maintenance visits. Operator coaching by Siemens provides another layer of confidence by helping your staff identify, verify and resolve problems in performing tasks to keep your systems running smoothly. During coaching sessions, we address specific issues concerning the use of the systems in your facility. Siemens site360™ service provides a user-friendly Web interface that gives customers instant access to status reports and order placement at any time. The result of the Silver Advantage Services plan is reliable building comfort, occupant safety and security.

Bronze

The Bronze Advantage Services plan is an economical choice for customers that need occasional expert support for their maintenance staff so they can minimize the downtime of building systems and equipment. If requested, the Bronze plan provides on-site response by our team of factory-trained local experts at the negotiated labor discount outlined in the contract. The Bronze plan also meets the need for specific services where the expertise of Siemens staff is required. Labor, parts and software support and upgrades are billed according to negotiated rates outlined in the contract. The plan also includes operator coaching, which provides another layer of confidence by helping your staff identify, verify and resolve problems in performing tasks to keep your systems running smoothly. During coaching sessions, we address specific issues concerning the use of the systems. In addition, Siemens patented site360™ service provides a user-friendly Web interface that gives customers instant access to status reports and order placement at any time. The result of the Bronze Advantage Services plan is economical support for building comfort, occupant safety and security.

Pricing, Delivery, Audits, and Administrative Fee

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Please refer to Appendix A.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Pricing is presented as line item pricing. Prices shown are discounted from Siemens Industry MSRP (based on GSA schedules +% or more than 50% reduction from MSRP) but do not show volume discounts. Volume discounts may be available episodically as dictated by manufacturing and delivery cycles and other circumstances.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

This varies by Product Line.

- Security ranges from 20% - 5%
- Fire Systems are 58%
- Building Automation is 60%

- 10) The pricing offered in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

Volume discounts may be able to offer at single site locations.

- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.

We intend to provide “Open Source” items discounted from list in a consistent manner with listed equipment.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

The prices proposed herein are item costs and do not include State Tax or in some cases Use Tax. This will be reflected as separate line items, as they apply with each associated invoice

- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

Products are generally shipped from our local branch office to the client. For product only sales (small units/replacement items) we will quote the box price and associated shipping charges from the local branch. If we source product from another country, we reserve the right to quote FOB separately. Solution sales, where Siemens is responsible for delivery of a project (turn-key) will be inclusive of delivery and freight charges.

- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

We deliver ship equipment to our Branches located in the member's area. Some equipment is acquired locally. The shipping charges are shown on the quotation.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

None

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

On our initial 4 year contract we supported our NJPA program through our Enterprise Client Solutions group (ECS). That made sense since NJPA is a National Program and the ECS group is responsible for National Clients. But although the contract is National, the members do not have national footprints. NJPA members are clients of our Branch Network, which we call System House.

That didn't stop us from supporting and growing the contract. But for the purposes of moving forward with improved processes it's necessary for us to re-align the NJPA contract into the System House organization. We will apply the System House resources to the following areas:

- Establishing order intake goals on an Area/Zone basis that lead to individual goals associated with this market.
- Establishing incentive programs particular to use of the NJPA contract.
- Improved internal Marketing through Siemens Social Media, Newsletter, and Webinars.
- External Marketing for Trade Shows and NJPA Newsletter.
- Earlier tracking of NJPA opportunities in our CRM for improved management
- Additional Finance resources to improve our reporting to the NJPA
- Improved Change Control Process to reduce additions to our NJPA list and encourage use of the extensive parts list already in place. The Price List will be easier to maintain and should not require the same amount of updates as we've experienced, and the format and structure are still similar so there is continuity with the existing Price List.

Our NJPA contract has grown, but from our perspective it could grow much more. Since the order intake of that growth is most important to our System House organization's growth plans, having the NJPA aligned with them will enable us to deploy the resources necessary to accomplish the above mentioned initiatives.

The need for this re-alignment is clearly understood by Siemens management, and in fact this RFP process stimulated our internal discussions on this matter. The plans are now under

- 18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

We expect no change and anticipate continuing to use 2%.

Industry-Specific Questions

- 19) Describe any background checks that you require of employees and prospective employees. How do you vet those personnel that might have access to sensitive NJPA member information?
Siemens Industry performs background checks on all applicants prior to being offered terms of employment. Additionally, those in contact with government or sensitive information are subject to additional investigation as well as required to carry TWIC cards or maintain other security clearances as determined by their job function.
- 20) Articulate your process for screening and hiring contractor candidates.
Contractors are subject to the same screening requirements.
- 21) What term better describes your company: national or regional? Please explain.
Siemens is a National Company with offices across the US and Canada. This is consistent with our Global footprint.
- 22) Describe the methods that you use to monitor and conform to prevailing wage rate requirements throughout the U.S.
Siemens has specific persons responsible at every branch location responsible for understanding and monitoring prevailing wage changes and requirements.
- 23) What reporting methods will you use to provide NJPA details on the service provided to our member agencies?
We will continue to use the excel spreadsheet format recommended by the NJPA. Internally we track the sales activity in our CRM.
- 24) What is your average response time for both routine and urgent agency requests?
Standard response is 24 hours from the time of call during regular hours. 24/7 Emergency Response times and remote service capabilities can be negotiated. Standard Off hour's rates are shown in our rate tables.
- 25) How do you remain ahead of current trends regarding products and technology?
We have extensive R & D efforts for our product lines, a fact of which we are very proud. We also participate in Industry Advisory Groups for all of our Product lines. We are at the forefront of Integration of Systems, the technologies associated with the Internet of Things, and Green Building initiatives.
- 26) Clearly describe your rate structure, and demonstrate how NJPA members can effectively determine their cost for your proposed solutions.
Our rate structure is a cost plus model that provides flexibility for our sales force to negotiate price solutions. The NJPA Price sets the upper boundary on products and labor rates, and I've seen our sales reps adapt to market conditions and hone their price quotes adapting to competitive pressures as one would expect.

SIEMENS

27) How do you ensure that your prices are competitive?

Siemens participates in a very large number of projects so we have plenty of data about the markets. We have an extensive marketing research group that uses this data and provides regular updates on market trends and a big component of that research is pricing. That comes from Industry research and from client feedback to our Voice of the Customer campaign.

Signature:  Date: 3/17/2017

Marc E. Bouchard
Counsel

www.njpacoop.org



202 12th Street NE
P.O. Box 219
Staples, MN 56479

Pricing, financials and marketing material were submitted with the response and is available upon request. Due to the difficulty in emailing such a large file they were not included.

As a public agency, NJPA proposals, responses and awarded contracts are a matter of public record, except for that data included in the proposals, responses and awarded contracts that is classified as nonpublic; thus, pursuant to NJPA policies and RFP terms and conditions, all documentation, except for data which is nonpublic, is available for review through a formal request process including a written request.

