

BUDGETARY PROPOSAL

City of Riverside - City Hall Panel Migrations

PREPARED BY

Siemens Industry Inc. Building Technologies Division
Automation Control Team

PREPARED FOR

City of Riverside - Facilities Management Division

DELIVERED ON

December 18, 2018

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Date: December 18, 2018
Proposal #: 3204893
Sales Executive: Vincent Makuch
Branch Address: 6141 Katella Ave, Cypress, CA 90630
Telephone: (657) 465-0743
Email Address: vincent.makuch@siemens.com
Customer: City of Riverside
Customer Contact: Ed Luke
Customer Facility Name: City Hall
Services shall be provided at 3900 Main Street, Riverside, CA
Scope of Work: (Detailed Scope of Work on following pages)
Contract Pricing Includes Sourcewell Bid Documents:



Includes Tax: Yes
Prevailing Wage: Yes
Base Bid: \$110,351.60

Sourcewell Purchasing Solution

The following proposal submitted by Siemens Industry, Inc. utilized the cooperative purchasing solutions that offer savings in both time and money for users by consolidating the efforts of numerous individually prepared solicitations into one national, cooperatively shared process—taking advantage of the aggregation of volume from members nationwide.

A Dropbox file folder maintained by Siemens contract team is available in the link below, which has the complete procurement files. Upon request, Siemens sales executives can deliver any of the requested documents to your team. Our procurement specialists periodically review documentation for compliance and effectiveness. Sourcewell considers price and product change requests based on contract terms.

Siemens Sourcewell Documentation :

<https://www.dropbox.com/sh/a7d2qbmseamxfq4/AACJ5fPWdLaGbJpdSbahPYdra?dl=0>

Sourcewell Contract Numbers:

031517-SIE

Customer Member Number:

2410

City of Riverside

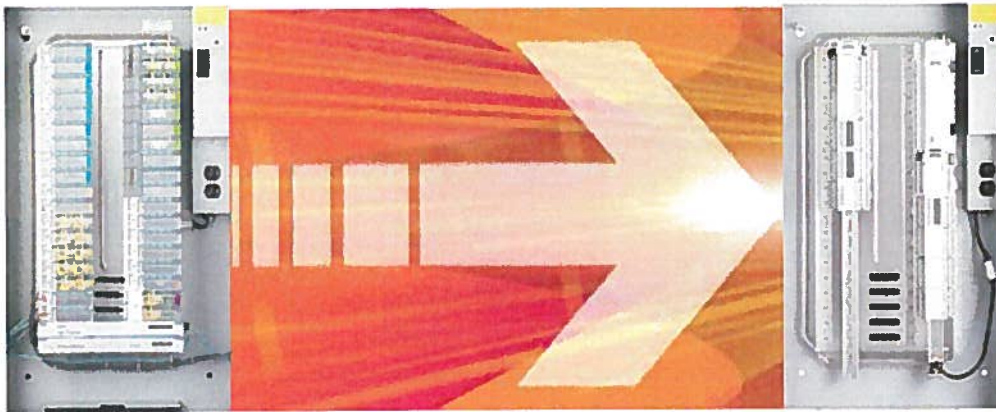
28095 Lincoln Ave, Riverside, CA 92504

Membership Originated on 04/19/2007

Features of a Fast Forward Migration

Field Panels Fast Forward Features

Siemens Building Technologies has a road map to *Fast Forward* your Field Panels to the latest platform. The Field Panel migration modernizes your building automation system, giving it enhanced functionality and flexibility. Your existing control components are replaced with the PXC family of controllers. By reusing your existing enclosure, wiring, sensors and actuators, we reduce wiring complexity, minimize downtime, and control migration costs.



Your initial investment in the Siemens automation system many years ago now provides a strong foundation for the future. The *Fast Forward* program allows you to migrate at much lower costs by retaining as much as possible of your existing investment. As the chart below indicates, replacing your old hardware with a new system requires significant additional investments in programming, point databases, hardware, and commissioning. System replacement also requires more of the limited wall space in your mechanical or electrical room, and extended downtime at switch over. The Fast Forward program has been engineered to be cost-effective and minimize the impact to your facility and its occupants.

Benefits of a Migration Strategy

Siemens Building Technologies has a road map to Fast Forward your system to the latest platform. The migration modernizes your building automation system, giving it enhanced functionality and flexibility. Your existing control components are updated to fully integrate to the Desigo CC Workstation. By reusing your existing field panel enclosures where possible, wiring, sensors and actuators, we reduce wiring complexity, minimize downtime, and control migration costs.

	Rip & Replace	With Siemens Fast Forward Upgrade Program
System Engineering Cost	\$\$\$	
Wiring / Electrical Installation	\$\$\$	
New Communication Network	\$\$\$	
Field Panel Hardware	\$\$\$	\$\$
Field Devices - Sensors & Actuators	\$\$	
Field Wiring	\$\$	
Programming	\$	\$
Workstation Hardware	\$	\$\$
Graphics Creation	\$	\$
Create New Point Database	\$\$	
Tools to Convert Database		\$
System Commissioning	\$\$	
Operator Training for a New System	\$\$	\$
System Startup	\$\$	\$
Extended System Downtime	\$\$\$	
Facility Operation Impact	\$	
Total System Rip & Replace Cost	\$\$\$	
Total System Upgrade Cost		\$

Scope of Work

The City has requested that Siemens Industry, Inc. provide the following services:

1. Fast Forward their Building Automation System aging MBC, MEC, FLN Control Panels at City Hall
2. Their Current Insight Work Station is running (Rev_3.13)

Panels at City Hall

1. Six (6) Siemens MBC Control Panels
2. One (1) MEC Control Panel
3. One (1) FLNC Control Panel

Provided by Siemens

1. Pre-Work
 1. Download Insight Backup
2. Execution (Cut over)
 1. Fast Forward Migration Tool
 2. Perform the following to create the new panel:
 1. Add new panel to host file on server
 2. Configure new panel and verify connectivity
 3. Remove and replace all MBC with PXC
 1. Re-terminate hardwired points
 2. Re-terminate FLN buses
 4. Migration Scope above includes:
 1. Install a new backplane retrofit kit
 2. Remove existing hardware from the panel
 1. Except for the 24VAC service box to be used to power the new controllers
 3. Re-terminate associated hardwired points
 4. Re-terminate associated FLN bus
 5. Startup panel and perform panel commissioning
 6. Download panel database and PPCL
 7. Run panel reports
 8. Panel cutover field labor
3. Post Work
 1. Verify connectivity and graphics
 2. Verify trends, reports & schedules work correctly
 3. Download New Insight Backup
 4. Provide Final As-built drawing for the new PXC controllers

Clarifications

1. Siemens will utilize existing MBC panel enclosures. If enclosures are no longer usable, Siemens will inform City of Riverside and the cost for the enclosure replacement will be additional.
2. City of Riverside to provide access to building and all rooms.
3. City of Riverside to provide any parking or necessary permits.
4. **Most Labor during overtime hours and during Saturday to avoid disruption to the City Hall.**
5. Siemens recommends City of Riverside provide (1) facility staff to escort Siemens specialist during project execution for access etc.

Exclusions

1. Upgrades to the system beyond the scope listed above
2. Graphics / Sequence Upgrade on the main workstation
3. Any existing equipment performance shortfalls or issues
4. Network IP Address assignment (Subnet mask and default gateway)
5. Any repairs to existing equipment, changes in proposed scope, delays in schedule due to existing equipment, access to facility, employee clearance or other undetermined schedules will be considered extra to this proposal
Ethernet Network, Cabling, Switches, Routers etc.
6. Siemens is bondable; however, the cost for bonds is not included in our proposal
7. Per Project Aggregate insurance coverage is not included in this proposal
 1. It can be provide at an added cost
8. In branch instructor lead training
9. Submittals

Sell Price

DESCRIPTION	SELL PRICE
Labor	\$34,954.00
Material	\$75,397.60
Total	\$110,351.60

Payment Terms Acceptance Agreement

The total price of: \$110,351.60 and the estimated return on investment are based on the items outlined in this proposal. ANY statements made herein regarding savings that may be achieved by implementing the services offered in this proposal are estimates only. No warranty, either expressed or implied, shall be construed to arise from such statements, nor shall such statements be construed as constituting a guarantee by Siemens that such savings will occur if the services are implemented.

Terms and Conditions Disclaimer

The Customer acknowledges that when approved by the Customer and accepted by Siemens Industry, Inc.: (i) the Proposal and the Contract Terms and Conditions, (together with any other documents incorporated into the forgoing) shall constitute the entire agreement of the parties with respect to its subject matter (collectively, hereinafter referred to as the "Agreement") and (ii) in the event of any conflict between the terms and conditions of the Proposal and the terms and conditions of The Contract Terms and Conditions, the Contract Terms and Conditions shall control.

BY EXECUTION HEREOF, THE SIGNER CERTIFIES THAT (S)HE HAS READ ALL OF THE TERMS AND CONDITIONS AND DOCUMENTS, THAT SIEMENS 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 CUSTOMER.

This Proposal is based on the Siemens Industry, Inc. Standard Terms and Conditions and the "Scope of Work" and are to be considered part of this proposal. Proposal is valid for thirty (30) days from the delivery date of December 18, 2018. Payment is due within 30 days of invoice date.

Payment Terms: 25% mobilization in advance, progress payments

Total: \$110,351.60

Terms and Conditions will match the terms set forth in the service contract between Siemens and the City of Riverside

Terms and Conditions (Click to download)

[Terms & Conditions](#)

(http://w3.usa.siemens.com/buildingtechnologies/us/en/legal_information/Documents/Siemens-Projects-Business-Standard-Terms-and-Conditions-FINAL-US.pdf)

Proposed by:

Siemens Industry Inc.

Company

VINCENT MAKUCH

Name

3204893

Proposal #

\$110,351.60

Proposal Amount

December 18, 2018

Date

Accepted by:

City of Riverside

Company

Name (Printed)

Signature

Title

Date

Purchase Order #