

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**



FROM: Riverside County Regional Medical Center (RCRMC)

SUBMITTAL DATE:
February 24, 2014

SUBJECT: Approval of the building automation system (The Apogee Energy Management System) maintenance agreement with Siemens Industry, Inc. District 5; [\$31,268]; RCRMC Enterprise Fund

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve and authorize the Purchasing Agent to execute the agreement for maintenance of the existing Apogee Energy Management System with Siemens Industry, Inc., without securing competitive bids, in accordance with Ordinance 459.4 for a period of performance one year, effective December 1, 2013, for an amount not to exceed \$31,268 annually; and,
2. Authorize the Purchasing Agent, in accordance with Ordinance 459.4, to sign amendments that do not change the substantive terms of the agreement, and to allow the Purchasing Agent to increase the compensation amount not more than ten percent of the annual amount over the twelve month period.

BACKGROUND:

Summary

Riverside County Regional Medical Center (RCRMC) is a full service medical center providing medical services for both inpatients and outpatients. The Apogee Energy Management System is currently in use to provide automated system control of heating, ventilation and air conditioning throughout the Medical Center. The Apogee Energy System is a proprietary product of Siemens Industry, Inc.


Lowell Johnson
Interim CEO

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
COST	\$ 31,268	\$ 31,268	\$ 31,268	\$	Consent <input type="checkbox"/> Policy <input checked="" type="checkbox"/>
NET COUNTY COST	\$ 0	\$ 0	\$ 0	\$	

SOURCE OF FUNDS: Enterprise Fund

Budget Adjustment: No

APPROVE

For Fiscal Year: 13/14

C.E.O. RECOMMENDATION:

BY: 
Debra Cournoyer

County Executive Office Signature

MINUTES OF THE BOARD OF SUPERVISORS

- ☐ A-30 ☐ Positions Added ☐ Change Order ☐ 4/5 Vote

Prev. Agn. Ref.:

District: 5/5

Agenda Number:

3-31

SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA

FORM 11: Approval of the building automation system (The Apogee Energy Management System)

maintenance agreement with Siemens Industry, Inc. District 5; [\$31,268]; RCRMC Enterprise Fund

DATE: February 24, 2014

PAGE: 2 of 2

Impact on Residents and Businesses

This service impacts the patients of RCRMC many of whom reside in Riverside County.

Contract History and Price Reasonableness

County entered into a five year agreement with Siemens Industry Inc., to provide maintenance for the Apogee Energy Management System utilized by the Medical Center in 2008. Siemens is the only company providing software upgrades and programming necessary to maintain the Apogee Energy Management System. The County will benefit from the continuance of the agreement with Siemens because failure to do so will require the purchase and installation of a whole new system at significant cost to the County. Siemens has provided this service to RCRMC for several years and has not asked for a price increase in the previous five years.



Memorandum

February 25, 2014

To: Riverside County Board of Supervisors

From: Lowell Johnson, Chief Executive Officer
Riverside County Regional Medical Center

Via: Riverside County Purchasing Agent

Subject: **Sole Source Procurement: Request for Service Agreement for Building Automation System**

The below information is provided in support of my Department requesting approval for a sole source. Please note that outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

Supply/Service being requested:

Building Automation Systems Maintenance, Repairs on mixing boxes, air handlers, modular building controllers and unitary controllers, to include software programming and resetting for the contracted amount of \$31,268.00.

Supplier being requested: Siemens Industry Inc.

Alternative suppliers that can or might be able to provide supply/service: None

Extent of market search conducted:

The Apogee Energy Management System is currently the system in use in the hospital and Siemens is the only service provider that is able to supply the software upgrades and programming necessary to maintain it.

Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:

Siemens Industry, Inc. is the only provider of the Apogee Energy Management System. This company is the sole manufacturer, distributor, factory trained and certified provider of service for this system.

Reasons why my department requires these unique features and what benefit will accrue to the county:

Because this building automation system controls the heating, ventilation and air-conditioning systems throughout the hospital support is extremely important. The county will benefit from the continued use of this vendor because failure to do so would result in the necessity of purchasing and installing a whole new system at a significant cost to the county since no other vendor could support this system.

Price Reasonableness:

Siemens Industry, Inc. has been providing this service to RCRMC and gives us discounted labor and material pricing.

Does moving forward on this product or service further obligate the county to future similar contractual arrangements? No


Department Head Signature

28 Feb 2014
Date

Purchasing Department Comments:

*NOT TO EXCEED \$3,268 - annually Through 12-31-14
APPROVAL # 14-371*


Purchasing Agent

Approve with Condition/s

Disapprove

2/26/14
Date



March 5, 2013

Siemens Industry, Inc.
Infrastructure & Cities Sector
Building Technologies Division
10775 Business Center Dr
Cypress, CA 90630

Barbara Kuhn
Facilities
Riverside County Regional Medical Center

Dear Barbara:

Thank you for your questions regarding the services Siemens Industry, Inc is able to provide for you. Riverside County Regional Medical Center has established the Siemens Apogee System as their standard for an energy management system (EMS), also known as a building automation system (BAU).

The primary function of an EMS is to control, monitor, and troubleshoot the heating, ventilating, and air-conditioning (HVAC) systems throughout the facility. Additionally, the system can be used to implement energy management strategies and/or provide control and monitoring of other building systems through integration (such as fire, lighting, security, etc.). If a building is not communicating on a single EMS, these functions are severely limited.

Siemens Industry is the only provider of the Apogee Energy Management System. We are the sole manufacturer, sole distributor, and sole certified and factory trained provider of service for our system. Siemens is also the only service provider able to furnish the necessary upgrades of software and programming which are critical to updating and maintaining your system. Public Contract Code Section 3400-3410 allows for Riverside County Regional Medical Center to obtain Advantage Services through Siemens Industry without the bid process for those reasons.

Should you have any further questions do not hesitate to contact me. We appreciate the opportunity to service your building needs.

Sincerely,

Nick Thomas

Nick Thomas
Siemens Industry, Inc.
Infrastructure & Cities Sector
Building Technologies Division
10775 Business Center Dr
Cypress, CA 90630

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