

**RFP 17M10**  
**BUILDING AUTOMATION PARTS, SERVICE AND MAINTENANCE**

**FACT SHEET**

A. **Overview:** This recommendation is to establish a contract for qualified, professional contractors to provide parts, service and maintenance for various building automation, energy management, and automatic temperature control systems at Frederick County Public Schools (FCPS). Bids were received on April 27, 2017.

1. **Proposal participation:**

- 16 proposals downloaded
- 2 companies submitted a proposal

2. **Proposals were received from:**

**Control Systems, Inc. (Hagerstown, MD)**  
**Johnson Controls International, Inc. dba: Johnson Controls, Inc. (JCI) (Sparks, MD)**

3. **Other facts:**

- The contract term will be effective from July 1, 2017 through June 30, 2020, with two three-year renewal options available.
- Multiple types of control systems are installed in the various FCPS locations. The services of both vendors are required for the systemic upgrades and maintenance.
- Approximately \$312,000 was spent in FY17 for these parts and services.
- This contract will be administered by Curtis Orndorff, Building Maintenance Manager.

4. **Source of funding:** Contingent upon Board approval of FY18, FY19 and FY20 Operating Budgets.

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B. **Recommendation:** Staff recommends the contract for RFP 17M10, Building Automation, Parts, Service and Maintenance, be awarded to Control Systems, Inc. (Hagerstown, MD) and Johnson Controls, Inc. (Sparks, MD), per the attached bid tabulation.

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C. **Action taken by the Board (Purchasing use only):**

_____ Approved	_____ Denied	_____ Deferred	_____ Other	BL/kl
_____ Date	_____ Date	_____ Date	_____ Date	BOE Meeting 06.28.17

**RFP 17M10, BUILDING AUTOMATION PARTS, SERVICE AND MAINTENANCE  
BID TABULATION**

	<b>CONTROL SYSTEMS, INC.</b>	<b>JOHNSON CONTROLS INTERNATIONAL dba: JOHNSON CONTROLS, INC. (JCI)</b>
<b><u>FORM OF PROPOSAL 1 - INDIVIDUAL PROJECTS</u></b>	<b><u>Specialty or Job Title</u></b>	<b><u>Specialty or Job Title</u></b>
<b>Labor Rates:</b>	Project Manager \$165.00	Controls Technician \$141.00
	Application Engineer \$165.00	Sr. Controls Technician \$151.00
	BAS Technician \$155.00	IT Technician \$165.00
	Installer (Electrician) \$135.00	Training: Subject Matter Experts \$151.00
		HVAC Mechanics \$126.00
		Sr. Mechanics \$128.00
		Chiller Mechanics \$128.00
		Fire & Security Technicians \$143.00
<b>Material Cost:</b>	List minus 50% minus 10%	List minus 50%
<b><u>FORM OF PROPOSAL 2 - SAMPLE PROJECT PRICING</u></b>	\$156,300.00	\$123,059.47
<b><u>FORM OF PROPOSAL 3 - ANNUAL MAINTENANCE AGREEMENT (at 27 sites)</u></b>	\$20,250.00	\$17,500.00
<b><u>FORM OF PROPOSAL 4 - TRAINING COSTS (12 Students)</u></b>		
Onsite Training at FCPS Location	\$21,700.00	\$17,815.00
Offsite Training at Nearby Location	\$23,800.00	\$19,656.00