


# Fairfax Water


FAIRFAX COUNTY WATER AUTHORITY  
8570 Executive Park Avenue, Fairfax, Virginia 22031-2218  
www.fairfaxwater.org


October 29, 2019

## MEMORANDUM

To: Steven T. Edgemon

Through: Jamie Hedges, Deputy General Manager 

Through: Donald R. Legg, CPPO, Procurement Manager 

From: George F. Hoke, III, Manager Security & Safety 

Subject: Request for Sole Source Contract Award (Above \$50,000)  
**Siemens Industry Inc.**

1. Background: Fairfax Water has made a substantial investment in a building HVAC automation system for its Merrifield facilities which house key business processes and complex technology systems critical to productivity and support to Fairfax Water's overall business operations. Siemens Industry Inc. has been a significant contributor to the value of this investment with a proprietary software solution to provide the logic for monitoring and control of hundreds of HVAC system components which all need to work in a coordinated manner to ensure efficient and appropriate environments for both occupants and equipment.
2. Justification: At the heart of Fairfax Water's HVAC automation system there are over 160 Siemens proprietary equipment controllers and sensors installed in both buildings in the ductwork and work spaces which are controlled by Siemens' exclusive software called Apogee. This program is necessary to provide staff the ability to control the Merrifield Buildings HVAC systems through the building automation system for optimum occupant comfort and to improve the operational efficiency of the system. These types of HVAC automation systems are typically not open source architecture and require proprietary software and hardware combinations to work. Replacement of all these devices with a competitor's product would be time consuming, cost prohibitive, and may result in another proprietary solution from a Siemens competitor.
3. Recommendation: I have reviewed contract pricing and believe it to be in the best interest of Fairfax Water to award a 5-year Sole Source Contract to Siemens Industry, Inc. for an Energy Management and Control System Technical Support Program in the amount of \$109,600, with an additional \$10,000 per year to cover parts and repair services not included in the Technical Support Program. Total aggregate value of the contract shall not exceed \$159,600.00.

4. Determination

In accordance with Section 2.2-4303(E) of the Code of Virginia, as amended, it is my determination that the above-named vendor is the only known source practicably available to obtain the goods and services specified above.

  
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Steven T. Edgemon, General Manager

10/30/19  
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Date