



Interoffice Memorandum

November 21, 2018

TO: Mayor Jerry L. Demings
and the Board of County Commissioners

FROM: Carrie Mathes, Manager, Procurement Division

CONTACT: Kevin Begy, SCADA Administrator, Water Reclamation Division
(407) 836-6973

SUBJECT: Approval of Contract Y19-199, Siemens Automation, Motion, Drives,
and Related Products.

ACTION REQUESTED:

Approval of Contract Y19-199, Siemens Automation, Motion, Drives, and Related Products, with AWC, Inc., in the contract award amount of \$250,000 for a 1-year term. Further request authorization for the Procurement Division to renew the contract for four additional 1-year terms.

PROCUREMENT:

This contract will allow the Utilities Department, Water Reclamation Division, Field Services Division and Solid Waste Division to contract with a vendor that can serve as a stocking distributor for the full-line of Siemens Motion Control and Automation Products.

FUNDING:

Funds are available in account 4420-038-1359-3820, 4420-038-1346-3820, 4420-038-1347-3820, 4420-038-1351-3820, 4420-038-1355-3820, 4420-038-1357-3820.

APPROVALS:

The Water Reclamation Division, Field Services Division, and Solid Waste Division concur with this recommendation.

REMARKS:

In an effort to identify any sources authorized to serve as a stocking distributor for Siemens products, the Procurement Division posted a notice of intent to sole source on the County's website for a period of 10 days. Two firms responded to the posting indicating they could provide the services needed. Siemens verified in writing that AWC, Inc. is the exclusive authorized stocking distributor for the full-line of Siemens motion control and automation products in Florida. They verified in writing that Flanders, Inc. is not authorized for component sales in Florida. Additionally, AWC, Inc. has application engineers, local inventory, and experienced automation and drives specialists to assist

Siemens Automation, Motion, Drives, and Related Products

customers in Florida. Our current system has been designed with Siemens hardware and software that allows our infrastructure to communicate with other Orange County Utilities sites. Siemens components are the only ones that are compatible with the existing hardware and software platform.

Our pumping and reclaimed pump stations, as well as two out of three of our wastewater treatment plants, use Siemens Automation hardware and software. An advantage to establishing a contract with the distributor is that the County will receive a higher discount than purchasing outside of a contract. Price reasonableness has been determined through comparison with the City of Orlando contract. In the calendar year of January 1, 2017 through December 31, 2017, the County issued Purchase Orders for a cumulative total of \$197,067.55. The total dollar amount in Purchase Orders issued from January 1, 2018 through July 5, 2018 was \$145,324.72, and there are projects pending for the remainder of the year. It has been estimated that the dollar amount in purchases would be \$250,000 annually.