



Interoffice Memorandum

June 1, 2020

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

FROM: Carrie Mathes, Manager, CFCM, CPPO, C.P.M., Procurement Division

CONTACT: Sara Flynn-Kramer, Manager, Capital Projects Department
407-836-0048

SUBJECT: Approval of Purchase Order M100904, Administration Center Lighting Control Upgrades

ACTION REQUESTED:

Approval of Purchase Order M100904, Administration Center Lighting Control Upgrades, with Johnson Controls Inc. in the amount of \$235,426.16.

PROCUREMENT:

This purchase order will facilitate the removal and replacement of existing lighting control panel internal control boards in 21 lighting panels located throughout the Administration Building using retrofit kits.

FUNDING:

Funding is available in account number 1023-043-1703-6210.

APPROVALS:

The Capital Projects Division concurs with this recommendation.

REMARKS:

Currently, the Building Automation System (BAS) that controls the lighting system is failing and requires replacement. The current County standard for BAS includes Johnson Controls Metasys. Metasys currently controls the buildings HVAC system and the lighting controls can be integrated to this allowing a single BAS for all the building's systems. Having the controls functioning properly and integrated into the BAS will allow fine tuning of the system. With the building's lighting system operating at maximum efficiency, the County will realize energy savings derived from lighting only being illuminated when required. In addition, utilization of retrofit kits in the existing enclosures will reduce waste material destined to end up in our landfills furthering the County's sustainability effort.

Price reasonableness was determined based on the comparison of retrofit kits versus full panel replacement. Utilization of lighting panel retrofit kits in lieu of a full lighting panel replacement provides a cost savings of 20.6% for additional materials and labor. Full panel replacement provides no added benefit to justify this cost increase. In addition, the utilization of another manufacturer's system would carry additional costs incurred due to

the integration of an entirely separate standalone building automation system. The County would incur additional man-hour costs that would be required for training on the new system as well. The full replacement of the lighting control panels would increase the risk of having potential lighting outages during business hours. This risk would be generated by the need to disconnect the high voltage power supply to the panels in order to replace them. Installation of the retro-fit kits allows the high voltage power supply to remain intact during the process. As all of this work will occur after hours, there is a greater risk of it not being completed in the times allotted before the lights would need to be functioning again at the open of business the following day.

Johnson Controls Inc. has a satisfactory record of performance for this type of work and has been determined to be responsible.