



Interoffice Memorandum

July 31, 2023

TO: Mayor Jerry L. Demings
-AND-
County Commissioners

FROM: Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager II, Procurement Division

CONTACT: Mark Ikeler, Manager II, Water Reclamation Division
407-254-9705

SUBJECT: Approval of Contract Y23-1067, Siemens Automation, Motion, Drives, and Related Products

ACTION REQUESTED:

Approval of Contract Y23-1067 Siemens Automation, Motion, Drives, and Related Products, with AWC, Inc., in the total contract award amount of \$500,000 for a one-year term. Further request authorization for the Procurement Division to renew the contract for four additional one-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. Siemens motion control and automation products are used for monitoring and control of automated processes. These devices can receive digital and analog signals from connected sensors or input devices, processes the data, and trigger outputs based on pre-programmed parameters for monitoring and control of Wastewater processes.

FUNDING:

Funds are available in account numbers 4420-038-1346-3820, and 4420-038-1359-3820.

APPROVALS:

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

REMARKS:

AWC, Inc. is the authorized Siemens stocking distributor for the full-line of Siemens motion control and automation products in Florida and holds the exclusive Special Price Agreement for Orange County Utilities (OCU) which covers the Siemens portfolio. OCU's current system has

been designed with Siemens hardware and software that allows the infrastructure to communicate with other OCU sites. Siemens components are the only ones that are compatible with the existing hardware and software platform.

The 2023 contract pricing list from AWC, Inc. has been determined to be fair and reasonable through market comparison from local and online vendors. Since these other vendors are not an authorized Siemens stocking distributor for the full-line of Siemens motion control and automation products in Florida, the list price they offer is greater than the current 2023 contract pricing list from AWC, Inc.