

Snohomish County
“PROPRIETARY” (SINGLE SOURCE) PURCHASE JUSTIFICATION FORM (SCC Section 3.04.180)

Requisition No.:		Department:	Facilities Management
Recommended Vendor(s), if any: Siemens		Date:	9/6/2023
		Estimated Cost/Price:	\$1,000,000
		Contact Person:	Anna Morton
<input checked="" type="checkbox"/> Ongoing Purchase/Replacement <input type="checkbox"/> Perpetual		<input type="checkbox"/> New Purchase	
If an Ongoing/Replacement Purchase, what was the prior year expenditure? \$126,000			

Please submit “Proprietary” (Single Source) requests directly to the Purchasing Division:

Routing location: MS# 507 / Email: purchasing@snoco.org / Fax: 425-388-3931

Completion of this form is required in advance of all “Proprietary” purchases in excess of \$5,000.

Check one of the following that best describes the proposed purchase (both if applicable):

☐ Only one vendor reasonably exists for the required product/service (“single source”).

☐ For standardization (“compatibility”) of equipment or systems.

1. In ‘layman’s terms’, describe the purpose or function of the requested product or service.

Facilities Management is strongly recommending that we continue use the Siemens product throughout the County. This will allow the County to have a fully integrated system between building access controls, building HVAC controls, fire alarm, CCT, elevator controls, etc. Siemens is the only company that can perform this function without adding 2nd tier interfaces with each of the system control cabinets.

2. If the particular product or service was not available or could not be purchased, how would the department proceed with its work?

A patchwork of different systems would be installed with a front end that would hopefully integrate all of the systems to be viewed at a single screen. The issue with this approach is that "scripting" would need to occur in the frontend software, which is not best practice.

“Single Source” (if applicable):

3a. Explain why the product or service requested can only be reasonably obtained from one vendor (a “single source”) to meet your requirements and why alternative vendors are unacceptable. Be specific with regard to any unique features, characteristics, requirements or capabilities.

Siemens is the only vendor with a software platform listed for both Fire and Automation. Sipass security is now an additional seamless offering available on that platform which equates to workstation software savings, migration savings, training savings, streamlined operations savings, life-cycle savings overall.

Unlike our current card access system, Siemens is the manufacturer so there is direct access to technical support engineers and development.

Siemens has a proven history of backwards compatibility and multi-level support, so that field components do not need to be upgraded when the software is upgraded.

Siemens has locally offered training - complete curriculum to allow owner to become master operators/ master programmers.

The Siemens system is capable of using the existing cabinets, power supplies, wiring and card readers that currently house other access products.

The Siemens system is also capable of reading the cards from the Corrections system so that Corrections employees are not required to use a different card to access the garage.

Snohomish County
“PROPRIETARY” (SINGLE SOURCE) PURCHASE JUSTIFICATION FORM (SCC Section 3.04.180)

- 3b. Explain (i) how the requested purchase will produce meaningful standardization/compatibility of equipment or systems, and (ii) why the proposed standardization/compatibility will be beneficial for your operations and the County.

Siemens integrated system is the product used in Facilities across the County. The system is capable of fully integrating the existing JCI Metasys building HVAC control system and allows for a single front end for all of our smart building technologies.

4. Explain why this vendor is the only source reasonably available (in the case of “Single Source”), or the best source (in the case of “Compatibility”), from which to obtain this product or service.

Siemens is the only company that has the ability to integrate other existing systems without “hanging” a second gateway next to each existing controller, which is typical of other companies.

5. Describe the market research that was conducted and the results, if any, or why a market survey was not conducted.

We reviewed the 2 large players in this market, which are Siemens and Tridium. Tridium requires additional hardware, increasing the cost.

6. Will this purchase obligate the County to a particular product or vendor in the future, either for maintenance, continuity or other follow-up? Please explain.

As stated above, there are other providers that can interface with the systems. The installation is not as clean and the cost would be higher, but it does give the County an option if Siemens fails to deliver on scope and service

7. Explain why the price for this product or service is considered to be fair and reasonable.

This continues the process of a single platform to manage all building systems and pricing is secondary to having a robust and stable platform with strong local technical support.

8. Describe the negotiation efforts, if any, that have been made to this point with the vendor to obtain the best possible price

The scope and cost of product and labor have been discussed with the vendor to ensure that pricing is competitive and meets the expectations of the County.

9. If this request is on the basis of “single source” (as opposed to “compatibility”/standardization), describe the actions your Department will take, if feasible, to introduce or increase the opportunity for vendor competition prior to any future or follow-up purchase of this product or service.

This is a compatibility/standardization request.

Name and signature of the person in the requesting Department who prepared this request and justification.

Name: Anna Morton Position: Contract Specialist

Department: Facilities & Fleet Date: 9/6/2023

I hereby certify that the above request and Justification is accurate and complete to the best of my knowledge and belief.

Signature

Date

Snohomish County

“PROPRIETARY” (SINGLE SOURCE) PURCHASE JUSTIFICATION FORM (SCC Section 3.04.180)

Name and signature of the Department or Division Director (from the requesting Department) who has reviewed and endorsed this request and justification:

Name:	JaNae Nelson	Position:	Director
Department:	Facilities & Fleet	Date:	9/6/2023

Review/Endorse: I have reviewed and hereby endorse the above request and justification.

Signature

Date

Purchasing Department:

Posted to Website? Yes ☐ No ☐ Dates _____ to _____

Ad Posted in Newspaper? Yes ☐ No ☐ Dates _____ to _____

Results of Posting: _____

Approved _____ Not Approved _____

Purchasing Manager

Date