

PROPOSAL

Fulton County Jail Phase 1 Fire Alarm Headend Upgrade
Sourcewell Contract #030421-SIE
Sourcewell Member ID#19647

PREPARED BY

Siemens Industry, Inc. ("Siemens")

PREPARED FOR

FULTON COUNTY GOVERNMENT

DELIVERED ON

August 21, 2024

STATE & LOCAL GOVERNMENT

Transforming the Everyday



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Proposal #:	8497813
Date:	August 21, 2024

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Customer Contact:	Joseph Davis
Customer:	FULTON COUNTY GOVERNMENT
Address:	901 RICE ST NW
	ATLANTA GA 30318
Services shall be provided at:	FULTON COUNTY JAIL
	901 RICE ST ATLANTA GA 30318
Sourcewell Contract #030421-SIE	
Sourcewell Member ID#19647	

STATE & LOCAL GOVERNMENT

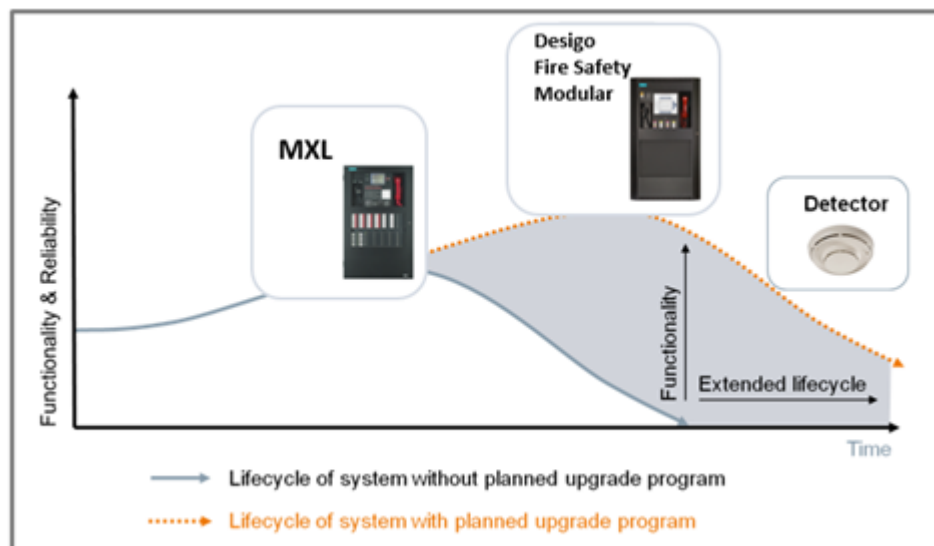
Transforming the Everyday



Executive Summary

Siemens is pleased to provide the following proposal to upgrade the existing Siemens MXL fire alarm system located at your facility to our most advanced fire alarm offering: Desigo Fire Safety Modular. The MXL fire alarm control panel currently installed at your facility has reached the end of its life expectancy and has been phased out as of September 30, 2018. This MXL phase-out has become necessary due to a number of factors. The costs associated with maintaining the current system, along with limited parts availability, outdated technology, and the increasing potential for system down time due to aging panel components are all contributing factors.

Our solution will utilize your existing infrastructure, thus minimizing downtime and unnecessary capital expense. Our Fast Forward migration strategy leverages the MXL Line Card (MLC) to allow the newer Desigo Fire Safety Modular system to communicate with existing MXL devices. This eliminates the need to replace field devices or wiring. With no new wiring involved, the disruption to your facility is minimal and the need to train your personnel on new devices is eliminated. Cabinet retrofit packages allow your old MXL panels to house your new Desigo Fire Safety Modular system components, further reducing costs and system downtime. The MXL to Modular Total Migration Solution is much more cost effective and efficient than a total system replacement and will minimize (or virtually eliminate) business disruptions during the transition.



Once you've migrated to Desigo Fire Safety Modular you will be using our state-of-the-art life safety system. As a result you'll be well positioned to incorporate the latest technologies including integrated voice evacuation and mass notification systems as well as groundbreaking new fire detection products developed by Siemens.

Benefits of a Migration Strategy

The MXL fire alarm system has been part of the Siemens product offering since 1990, and has been protecting personnel at Fulton County Jail since its original installation. While you've had to replace other assets in your facility to keep up with changing technology the always-reliable MXL remained. However as new technologies and product innovations evolve components of earlier technologies often become obsolete. As a result Siemens has phased out the availability of MXL components and maintenance as well as new MXL installations.

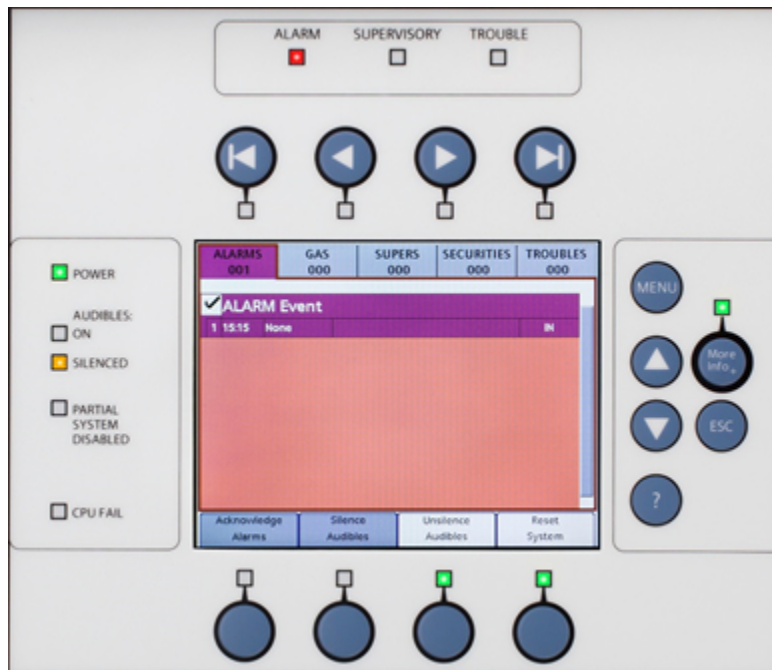
	New Installation	Modernize Panel
System Engineering Cost	\$	
Electrical Installation	\$	
Field Panel Hardware	\$\$	\$
Field Devices	\$\$	
Field Wiring	\$\$	\$
Programming	\$\$	
Workstation Hardware	\$	
Graphical Interface	\$	
Create New Point Database	\$\$	
Tools to Convert Database		\$
System Commissioning	\$	\$
Operator Training	\$	\$
System Startup	\$\$	\$
Extended System Downtime	\$	
Facility Operation Impact	\$	
System Switch-Over Cost	\$\$\$	
Panel Modernization Cost		\$

As your trusted advisor and business partner Siemens is backing our commitment to help you stay current with new technology by extending the value from your past system investments. This migration strategy allows you to leverage your past investments in engineering programming training hardware and software. The strategy enables you to migrate from an MXL to a Desigo Fire Safety Modular system while extending the life of existing field wiring cabinets initiating devices and notification appliances.

Migrating to the latest technology is easy. It requires replacing the head-end of your current MXL system with a new Desigo Fire Safety Modular head-end. The MLC allows the new Desigo Fire Safety Modular panel to seamlessly receive data from the MXL's field devices. An additional signaling card in the Desigo Fire Safety Modular interfaces with your existing notification hardware including strobes, horns, speakers and combined devices. All of your current field devices and cabinets' back-boxes remain untouched.

Advantages of Modernizing with Desigo Fire Safety Modular

The Desigo Fire Safety Modular family gives you everything you need to ensure code compliance, continuity of communications, and a smart investment. With more power, more flexibility, greater capacities, and a high performance full-color user interface—the fastest, most intelligent fire safety system available offers premium features and options that address the needs of today while remaining ready for the future. Facilities of all sizes can take advantage of faster processor speeds and state-of-the-art features which define the Desigo Fire Safety Modular. The Desigo Fire Safety Modular head-end features a large, hi-resolution 6" Color LED screen and intelligence programmed into the system. With larger text, intuitive prompts, and clear graphics, both first responders and maintenance personnel will find it easy to read and operate.

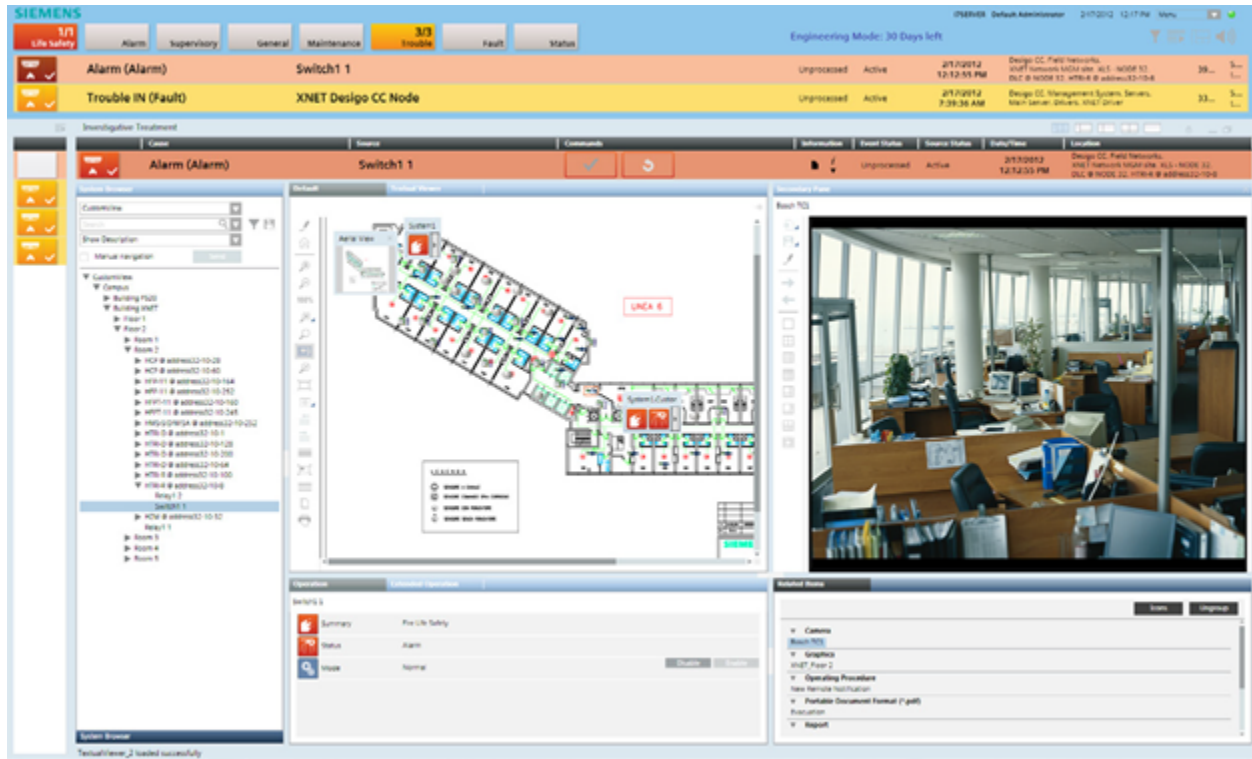


The Desigo Fire Safety Modular interface includes:

- Premier panel for complex applications such as a campus or high-rise
- Fast processing speed enables voice smoke control and fire alarm in a single node
- Compatible with a wide range of detectors and devices including Siemens high performance **ASAt**technology™ with or without CO as well as traditional cost-competitive detectors and I/O modules with built-in isolation
- High-level interface fully integrates with intelligent VESDA detectors offering a competitive detection solution for datacenters and clean rooms
- Sophisticated Operator Interface with color-coded events provides at-a-glance insight to the nature of the alarm
- 8-Channel audio system supporting 300 digital messages that exceeds government and Mass Notification System (MNS) specifications
- Practical migration path from MXL creates cost-effective solution for modernizing older nodes
- True ring topology for survivability and reduced wiring cost

Desigo CC – Building Management Station

In this proposal is a system upgrade to our Desigo CC building management station. The new management station helps you improve building performance by integrating a wide range of systems including building automation, fire and life safety, lighting, IP cameras, and power and energy. Desigo CC offers you a new way to manage your building by giving you the personalized, actionable information you need to gain optimal control of your facility today and long into the future. You can gain a new level of control over your building's fire and life safety systems. At this time, the NCC to Desigo CC upgrade includes text only. Graphics can be reinstalled during the device upgrade phase.



Desigo CC supports Desigo® Fire Safety, FireFinder® XLS and MXL® fire panels. It can also integrate to Siemens Building Automation systems providing a Total Building Solution with one system.

Scope of Work

The MXL to Desigo Fire Safety Modular fire alarm migration proposal will consist of the following:

- 17 MXL to Desigo Fire Safety Modular panel conversions, including components and retrofits
- 36 MXL Line Cards to pick up existing device circuits
- 17 Remote Annunciators
- 2 Smoke Control Panels
- 1 NCC to Desigo CC Upgrade (text only)
- Complete installation of proposed system equipment
- 100% Programming and database transfer
- Project management, start-up, programming and commissioning
- End user System Training

Clarifications

- Customer shall provide escort for all Siemens technicians at multiple locations all times
- Access to all working areas shall be provided. Unreasonable delays caused by the customer will be considered outside the scope of this proposal and may result in additional charges
- The system is currently impaired and most panels are powered down. This phase is to upgrade the headend control equipment only. Siemens anticipates several troubles to still be on the system after the panels are back up and running. Once the headend upgrades are complete, Siemens will propose phase 2 to upgrade the existing field devices, including several value engineered options to prevent future troubles from occurring again throughout the system due to inadequate device placement from the original design
- Warranty coverage (1 year) will be provided for all equipment provided in this scope of work

The following comments and exceptions apply:

- Proposal is based on using existing conduit/wiring, reusing all existing field devices
- Labor during regular business hours, 7:00am to 4:00pm, M - F
- Replacement of faulty devices not included
- Repair of damaged conduit and wiring not included
- Telephone line not included
- Any changes required by the Authority Having Jurisdiction not included
- This proposal is based on Siemens standard Terms and Conditions of Sale, a copy of which is included in this proposal document
- **"THIS PURCHASE IS MADE IN ACCORDANCE WITH THE GROUP COOPERATIVE SOURCEWELL CONTRACT #030421-SIE. ALL TERMS OF SUCH SOURCEWELL CONTRACT ARE INCORPORATED HEREIN, AND THE TERMS AND CONDITIONS WILL PREVAIL EXCLUSIVELY OVER THE TERMS OF THE PURCHASE ORDER AND/OR CUSTOMER AGREEMENT. NO FEDERAL TERMS AND CONDITIONS, FEDERAL FUNDS, OR GRANTS ARE APPLICABLE TO THIS ORDER."**

Sell Price

Total Quote Price	\$733,946.65
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This price is firm for 30 days from the date of this proposal.

Payment Terms

Payment Terms Acceptance Agreement

The total price of: \$733,946.65 and the estimated return on investment are based on the items outlined in this proposal. ANY STATEMENTS MADE HEREIN REGARDING SAVINGS THAT MAY BE ACHIEVED BY IMPLEMENTING THE SERVICES OFFERED IN THIS PROPOSAL ARE ESTIMATES ONLY. NO WARRANTY, EITHER EXPRESSED OR IMPLIED, SHALL BE CONSTRUED TO ARISE FROM SUCH STATEMENTS, NOR SHALL SUCH STATEMENTS BE CONSTRUED AS CONSTITUTING A GUARANTEE BY SIEMENS THAT SUCH SAVINGS WILL OCCUR IF THE SERVICES ARE IMPLEMENTED.

The Buyer acknowledges that when accepted by the Buyer as proposed by Siemens Industry, Inc., this Proposal and the Siemens RAM Projects Business Standard Terms and Conditions, (together with any other documents, including any applicable Rider(s), incorporated herein) shall constitute the entire agreement of the parties with respect to its subject matter. BY EXECUTION HEREOF, THE SIGNER CERTIFIES THAT (S)HE HAS READ ALL OF THE TERMS AND CONDITIONS AND DOCUMENTS, THAT SIEMENS OR ITS REPRESENTATIVES HAVE MADE NO AGREEMENTS OR REPRESENTATIONS EXCEPT AS SET FORTH THEREIN, AND THAT (S)HE IS DULY AUTHORIZED TO EXECUTE THE SIGNATURE PAGE ON BEHALF OF THE BUYER.

Proposal is valid for thirty (30) days from the delivery date of August 21, 2024. Payment is due within 30 days of invoice date.

Payment Terms: 25% mobilization in advance, progress payments

Total: \$733,946.65

Terms & Conditions Link(s)

Terms and Conditions (Click to download)

[Terms & Conditions \(Unrestricted\)](#)

(www.siemens.com/standard-terms-project-unrestricted)

Price Escalation. If, during the term of this Contract, the price of various materials or labor or logistics are increased as reflected by CRU/IHS Markit/CMAI/COMEX market index, then Siemens may increase the Contract Sum or apply a surcharge to Customer accordingly.

As a result of the global Covid-19 Virus outbreak, temporary delays in delivery, labor or services from Siemens and its sub-suppliers or subcontractors may occur. Among other factors, Siemens' delivery is subject to the correct and punctual supply from sub-suppliers or subcontractors, and Siemens reserves the right to make partial deliveries or modify its labor or services. While Siemens shall make every commercially reasonable effort to meet the delivery or service or completion date mentioned above, such date is subject to change.

To the extent applicable, the following Rider(s) are incorporated and made part of the Siemens Standard Terms and Conditions:

Riders (Click on rider below to download)

[SI Fire Life Safety Rider](#)

(www.siemens.com/rider-fls)

[SI Mass Notification Rider](#)

(www.siemens.com/rider-mass-notification)

[SI Monitoring Rider](#)

(www.siemens.com/rider-monitoring)

[SI Software License Warranty](#)

(www.siemens.com/rider-software-license)

[SI Consulting Rider](#)

(www.siemens.com/rider-consuling)

Signature Page

Proposed by:

Siemens Industry, Inc.

Company

Candace Sandusky

Name

8497813

Proposal #

\$733,946.65

Proposal Amount

August 21, 2024

Date

Accepted by:

FULTON COUNTY GOVERNMENT

Company

Name (Printed)

Signature

Title

Date

Purchase Order # ☐ PO for billing/pmnt only ☐ PO not required