

June 16, 2025

M E M O R A N D U M

TO: Jim Murdaugh, Ph.D.
President

FROM: Barbara Wills, Ph.D.
Vice President for Administrative Services and Chief Business Officer

SUBJECT: Tallahassee Collegiate Academy Building AHU's 1- 6 Replacements Project

Item Description

This item requests approval of the attached Turn Key solution for the replacement of Air Handler Units (AHUs) 1-6 at the Tallahassee Collegiate Academy (TCA) Building No. 08, located on TSC's Main Campus – Site 1, 444 Appleyard Dr.

Overview and Background

As part of the Main Campus/CUP Infrastructure Upgrades, it was identified that AHU's 1-6 at the Tallahassee Collegiate Academy Building No. 08 have been operating with poor HVAC performance, air quality issues, and are extremely energy inefficient. During evaluation, it was determined that due to the age of the AHU's, they do not have the proper coil configuration to provide dehumidification to the space. In addition, the units have older inefficient style belt driven motors that will be required to be upgraded to grease less fan wall ECM motors. The units require upgrades to support the modern guideline requirements and are recommended for replacement.

The attached Proposal no. 9802443 in the amount of \$957,451.00 was received from SIEMENS according to the pricing established under the DMS Florida State Term Contract; DMS-14-15-003 FACS SA and T_M CONTRACTS providing the most competitive pricing. Siemens will provide all labor (local subcontractors) and materials for the Turnkey solution for the replacement of AHU's 1- 6 at Tallahassee Collegiate Academy Building No. 08 on TSC's Site 1, Main Campus.

Past Actions by the Board

None

Funding/ Financial Implications

This project will be funded from local College funds.

Recommended Action

Approve the attached proposal no. 9802443 from SIEMENS as presented.

PROPOSAL

TSC - ACC AHU Dehumidification Project

PREPARED BY

Siemens Industry, Inc. ("Siemens")

PREPARED FOR

TALLAHASSEE STATE COLLEGE

DELIVERED ON

June 02, 2025

SMART BUILDINGS

Transforming the Everyday



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Contact Information

Proposal #:	9802443
Date:	June 02, 2025

Sales Executive:	Jason M Taylor
Branch Address:	113 Progress Drive Tallahassee, FL 32304
Telephone:	513-368-9073
Email Address:	jason.taylor@siemens.com

Customer Contact:	Don Herr
Customer:	TALLAHASSEE STATE COLLEGE
Address:	444 APPLEYARD DR
	TALLAHASSEE FL 32304-2815
Services shall be provided at:	TALLAHASSEE COMMUNITY COLLEGE
	444 APPLEYARD DR TALLAHASSEE FL 32304-2815

Executive Summary

Siemens Industry, Inc. is proud to present our Turnkey solution for 6 AHU's. We are uniquely qualified, and offer the best reliable solution, as well as long term site support. Our Tallahassee Team is prepared to fully commit the required resources to meet all project objectives. The below proposed solutions are in response to the site investigations at the request of Tallahassee State College. During multiple site visits to evaluate issues at the main campus associated with poor HVAC performance and air quality issues it has been determined that due to the age of AHU-1 thru 6 does not have the proper coil configuration to provide dehumidification to the space. In addition the units have older inefficient style belt driven motors that will be required to be upgraded to grease less fan wall ecm motors. Siemens will be utilizing the DMS Florida State Term Contract as the vehicle to provide this solution.

Contracting Vehicle

To: Purchasing

This document is for reference related to Purchases of Siemens products and services for equipment manufactured and installed by Siemens Industry, Inc. installed in facilities referenced above.

Services provided by Siemens include one or multiple of the following:

- Support for Siemens Building Automation, Siemens Fire Alarm, Siemens Security, Siemens CCTV, Siemens Electrical Metering Systems, Siemens Energy Services, Measurement and Verification, Siemens Mechanical Services and General and Mechanical contracting.

Siemens Industry, Inc. is the manufacturer, installer and servicer of Siemens building systems, including building temperature control, laboratory control, lighting control, fire, security, mechanical and energy management systems supporting various Florida public sector entities as defined in F.S. including the Florida Department of Management Services (DMS) since 1993.

As the manufacturer Siemens Industry, Inc. authorizes systems hardware, software and installed systems purchases, updates, expansions and/or support to be provided exclusively by Siemens Industry, Inc. factory direct branches or by specified value added partners for specific market segments.

Siemens value added partners are not authorized to provide support for **Department of Management Services** as well as other specific Florida public sector entities. Additionally non-Siemens vendor/contractors/suppliers may not offer any Siemens systems hardware and services and/or imply in any form that they are "Siemens Authorized" and do not have authorized channel access to systems hardware/software or updates thereof. Limited component parts only (valves, actuators, etc.) may be available via supply chain vendors such as "Grainger" however, systems hardware, software and installed systems or service are not authorized to be sold through supply chain.

Siemens Industry, Inc. is a "statewide" vendor as listed in MyFlorida MarketPlace under "Siemens Industry, Inc. BT Div, FEID F132762488".

Siemens Industry, Inc. supports the Florida public sector market through Factory Direct Branch Offices in (10) Florida cities.

Pricing transparency as required by F.S. for single source purchases is available and may be defined in the associated agreement request for single source or as below.

Option 1

State of Florida Dept. of Management Services
DMS-14-15-003 FACS SA and T_M CONTRACTS

Option 2

National Joint Powers Alliance. www.njpacoop.org
Siemens: Contract 03157SIE Technology
Siemens: Contract 030817SIE HVAC Services

Option 3

Many other government procurement vehicles are available for consideration such as GSA upon request and applicability.

Inclusions

Siemens will provide and Install the following:

6 AHU modifications to include the following equipment type:

- Each Air Handling Unit will be retrofitted with the following
 - Fan Wall 1 Temtrol fan wall with 2 cubes and MSP box with indicator Lights (indicator lights take a separate 120v supply), 460/3, HP determined by existing VFD,(VFD to be replaced) 2 Access doors for unit access
 - Coils 1 Hot water coil for reheat application, 1 Row SS casing, NOTE: 7000 cfm, 50 EAT, 160EWT, 150LWT
 - VFD 1 Narrow bypass VFD with Nema 1 enclosure
 - New PXC 36 Controller (required to except additional points
 - Hw Control valve
 - New Dehumidification Programming
 - Point to Point Checkout
 - Unit Cleaning to Include both existing coils.

Picture is for reference only. fan counts change based on AHU size

Fan Systems for New Construction and Replacement Applications

Using our FANWALL Systems to replace aging, end-of-life fans in existing air handlers can be the most cost-effective solution for avoiding the cost and business disruption of an air handler failure while delivering energy savings as high as 40%. Featuring our innovative **FANWALL TECHNOLOGY®**, FANWALL Systems are ideal for replacement applications with access or time limitations, without requiring a major demolition and reconstruction project.

[VIDEO OVERVIEW >](#)

[PRODUCT BENEFITS >](#)

[CASE STUDIES >](#)

[PRODUCT LITERATURE >](#)



AHU Equipment Installation:

- Demolish and dispose of existing AHU fans and material
- Ductwork
- Install Hydronic Control Valves and Piping for chilled water and hot water systems

- pipe fittings to connect existing heating & chilled water services to new AHU's
 - Insulation
 - Disposables, power tools and hand tools
 - Hangers and supports necessary for installation
 - Tie-ins to existing lines as required
 - Demolish and dispose of existing AHU's
 - New Ductwork for AHU's in the mechanical room for proper routing and connections to the building HVAC
 - Freight, delivery and handling
 - Crane and hoisting
 - Rental equipment
 - Warranty to be one (1) year from the earlier of the date of substantial completion or the first beneficial operation or use by contractor or owner
 - Pipe and fittings to connect existing heating hot water and chilled water services to new AHU's
 - Install hydronic control valves for chilled and heating hot water feeds.
-
1. The project cost includes the tie in of the associated BMS system to the existing Siemens BMS front end workstation
 2. Control wiring shall be run in conduit where exposed. Control wiring shall be run using plenum rated cable without conduit in concealed accessible locations and above lift-out ceiling
 3. Any serviceable components may be reused (if parts are reused then the new purchased Parts will be turned over to TSC

Sell Price

Project Total:	\$911,971.00
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Recommended Contingency for owner (Piping issues or Ductwork/Electrical Rerouting)	45,500.00
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Project Total:	\$957,451.00
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Terms & Conditions Link(s)

Terms and Conditions (Click to download)

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

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

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 Monitoring Rider](#)

(www.siemens.com/rider-monitoring)

[SI Online Backup and Data Protection](#)

(www.siemens.com/rider-data-backup)

[SI UBM or Utility Procurement](http://www.siemens.com/rider-ubm)

(www.siemens.com/rider-ubm)

[SI Software License Warranty](http://www.siemens.com/rider-software-license)

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

[SI Consulting Rider](http://www.siemens.com/rider-consuling)

(www.siemens.com/rider-consuling)

[SI Third Party Rider \(Smart Air Quality™\)](http://www.siemens.com/rider-air-quality)

(www.siemens.com/rider-air-quality)



Signature Page

Proposed by:

Siemens Industry, Inc.

Company

Jason M Taylor

Name

9802443

Proposal #

\$957,451.00

Proposal Amount

June 02, 2025

Date

Accepted by:

TALLAHASSEE STATE COLLEGE

Company

Name (Printed)

Signature

Title

Date

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