

PROPOSAL

Culver City - City Hall - Fire Alarm Migration

PREPARED BY

Siemens Industry, Inc.

PREPARED FOR

City of Culver City

DELIVERED ON

December 16, 2019



Contact Information

Proposal #:	4392699
Date:	December 16, 2019

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Customer Contact:	Eric Mirzaian
Customer:	City of Culver City
Services shall be provided at:	City Hall
	9770 Culver Blvd, Culver City, CA 90232

2013 Siemens MXL Phase-Out Letter

April 24th, 2013

Subject: MXL Phase-Out

To our valued customer:

As announced in January of 2013 (POA 01-13_MXL_Phaseout) and December of 2016 (POA-03-16: Updated MXL Detector Phase Out Announcement, due to component availability issues, we have phased out all versions of the MXL as of October 1, 2013. Orders for new MXL systems will continue to be accepted until October 1, 2013 and thereafter solely for support and expansion purposes. Siemens will continue to support the MXL and all affected parts for 5 years until October of 2018 and will support MXL devices and detectors until May 29, 2020. This includes support, repair and replacement (if available) or expansions of existing MXL systems. Please note that our suppliers have had difficulty in providing older generation components which has led to an increase in price for MXL replacement parts.

However, in order to reduce your maintenance costs, there is now a cost effective total migration solution that will allow you to convert your existing MXL panel to the Desigo Fire Safety Modular panel while still using your existing field devices, wiring and back boxes. This kind of system migration allows you to extend the life of your system and save money over total system replacement. Additionally, it allows you to leverage the more advanced features included in the newer technology Desigo Fire Safety Modular which include:

- Improved performance and response time
- Intuitive Person Machine Interface for easier annunciation and control
- Digital Voice
- Background Music and Convenience Paging

Contact your authorized Siemens representative for more information or to see if your system is a candidate for this upgrade.

Kind regards,

Siemens Sales Outlet

Executive Summary



Siemens is pleased to provide the following proposal to upgrade the existing Siemens MXL fire alarm system located at City of Culver City 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. With no new wiring involved, the disruption to your facility is minimal and the need to train your personnel on new devices is eliminated. 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.

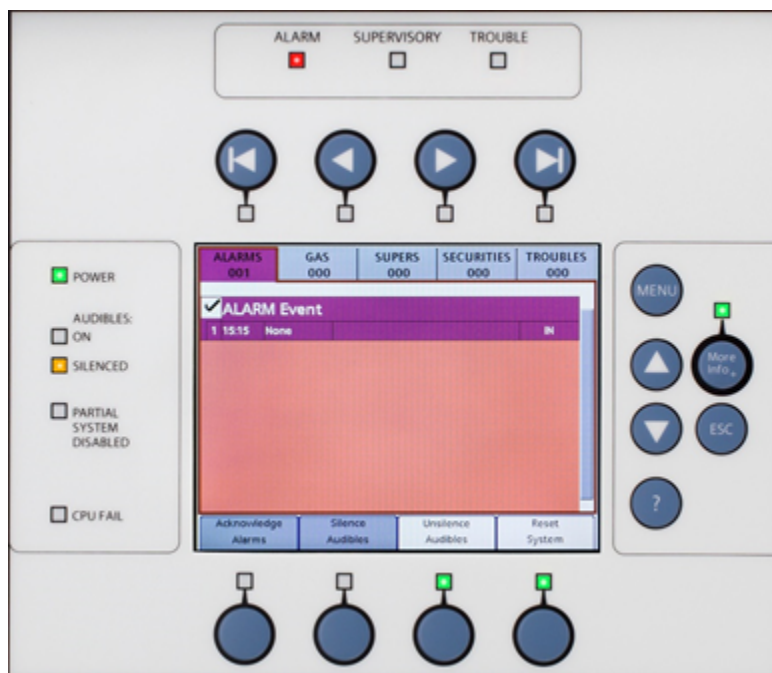
Once you've migrated to Desigo Fire Safety Modular, you will be using our state-of-the-art life safety system. As a result, you'll be well positioned to incorporate the latest technologies including integrated voice evacuation and mass notification systems, as well as groundbreaking new fire detection 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 for years. 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 is phasing out the availability of MXL components and maintenance as well as new MXL installations.

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 **ASA**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

Scope of Work

- (1) Migration from Siemens MXL to Siemens Desigo Modular Fire Alarm System
 - Supply all panels, modules, circuit cards, and components as necessary for a complete and operational system (All equipment UL and California State Fire Marshal Listed)
 - MXL Line Cards to pick up existing initiating device circuits
- Proposal is based on using existing conduit/wiring, and reusing existing initiating and notification devices
- (1) Cellular Radio Dialers
- (1) Remote Annunciator Conversions
- Engineered Drawings, Submittals, & As-Built drawings are included; assuming delivery of full CAD backgrounds from Owner. (Excludes BIM Modeling)
 - Only includes head end unit of Fire Alarm system. If AHJ requires entire building floor plans with devices, an additional cost will be required.
- All programming, loaded software, and required testing
- System is 100 percent functional before work is performed
- Project Management and field technician resources
- Pre-test entire system
- Final test entire system with AHJ
- Start-up and Check-out (Siemens provided equipment only)
- Proposal includes all applicable freight and taxes (FOB project Site)
- Use tax, as applicable and required on materials
- Programming and database transfer
- Normal business hours labor for installation
- Prevailing Wage rates for Labor
- Pricing is based on executing the project at the same time. If the project is phased additional costs will be required from mobilization.
- Demonstration and operation training – (4) Training Hours
- *Warranty for one (1) year parts and labor (covering newly installed Fire Alarm equipment)*
- Quote valid for 30 days

Inclusions

- AutoCAD drawings to be provided to Siemens once commitment is made. If not provided, a change-order for additional Engineering will occur
- Proposal is based on using existing conduit/wiring, and reusing existing initiating and notification devices
- Submittals as required, and as-built drawings provided for owner's records
- Price includes labor performed during normal business hours: Monday – Friday (7 AM – 4 PM)
- Escort required during all testing for proper access
- Siemens assumes cellular dialer will have adequate signal strength and is accepted by local AHJ. If signal strength or AHJ does not approve, a change order will occur.
- All existing and not to be upgraded devices are compatible with new fire alarm system
- All interfaced equipment such as: Air handlers, elevators, fire doors, dampers, etc. shall be in working order and are not included in this scope.
- This proposal incorporates by reference, SII's standard terms and conditions, available upon request

Exclusions

- Fire Watch
- Plans & Permit Fees & Inspection to be paid by owner, and not included in this bid
- Central Station monitoring and/or Division 5 Permit
- Upgrading existing initiating, notification, or power supplies
- Replacement of faulty/ non-syncable notification devices not included
- Replacement of faulty initiating/ non-compatible devices
- Repair of damaged conduit and wiring not included
- Any system other than the fire alarm system as proposed herein
- Furnish & installation of related items such as conduit with pull string, fiber optic cabling, fire caulking, plenum cable, electrical back-boxes, 2-hr pathways, terminal cabinets and 120 VAC power
- Telephone line not included
- Upgrades to current code requirements
- If Cellular Dialer does not have adequate cellular signal, a change order for POTS lines will occur
- Upgrades to current code requirements
- Any changes required by the Authority Having Jurisdiction not included
- Any change to the project beyond the provided documents whether caused by Owner revision, AHJ or construction modifications are subject to Change Order
- Painting, patching, replacement, access panels, or removal/replacement of ceiling tiles
- Additional devices, conduit, and/or wire due to code deficiencies or architectural changes determined by AHJ
- Overtime, after hours and holidays are excluded
- Any interconnections with other existing buildings, trenching
- Payment & performance bonds, OCIP, prevailing wage, union labor, per project aggregate insurance are excluded, but available upon request/requirement
- Dampers and associated equipment to be provided by others
- Water flow or tamper devices (Siemens to monitor only)
- Delayed egress, sub-floor detection, full are detection, fireman's phone, smoke control
- Tests beyond AHJ acceptance
- Parking fees & Spare parts
- On site office/storage
- Full-time/onsite project manager
- Union installation
- 3rd party testing and/or certifications for emergency generator, elevators, mechanical, or other systems
- Upgrades or alterations to existing mechanical/HVAC and security system or any other system
- Offsite monitoring systems fees for cellular communication
- Scaffolding and lifts

Sell Price

Total Quote Price	\$49,820.00
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Payment Terms: 25% mobilization in advance, progress payments

Terms & Conditions Link(s)

Terms and Conditions (Click to download)
Terms & Conditions (www.siemens.com/download?A6V10946842)

Attachment A

Riders (Click on rider below to download)
SI Fire Life Safety Rider (www.siemens.com/download?A6V10946164)
SI Mass Notification Rider (www.siemens.com/download?A6V10946167)
SI Monitoring Rider (www.siemens.com/download?A6V10946171)
SI Software License Warranty (www.siemens.com/download?A6V10946180)
SI Consulting Rider (www.siemens.com/download?A6V10946838)

Signature Page

Proposed by:

Siemens Industry, Inc.

Company

Evan Finkenberg

Name

4392699

Proposal #

\$49,820.00

Proposal Amount

December 16, 2019

Date

Accepted by:

City of Culver City

Company

Name (Printed)

Signature

Title

Date

Purchase Order #