



**SOLE SOURCE JUSTIFICATION
DETERMINATION AND FINDINGS**

Description: Continuing the Preventative
Maintenance and Service
Agreement for APC Equipment

Date: February 4, 2022

Department: Office of Facilities Management
Infrastructure & Environmental
Engineering Section (IEE)

Vendor Number: 1000019080

Dollar Value: \$33,680.50

Work Order #: not yet assigned

STATEMENT OF REQUIREMENT:

Fairfax County Public Schools (FCPS), Department of Facilities and Transportation Services (FTS), had data and server room equipment installed at Sideburn Support Center in January 2012 for \$269,711.56. The data/server room equipment installation was procured from GTSI Corp (County Contract #RQ09-997736-42D). The equipment installed was American Power Conversion (APC) equipment, which was performed by Compu Dynamics, LLC a subcontractor to GTSI Corp on the above contract.

An initial Sole Source justification was prepared and issued, with contract award on February 13, 2012 in the amount of \$12,290.40 for the service of six (6) pieces of APC cooling system equipment installed. A preceding sole source justification was prepared and issued on January 31, 2013, with contract award in the amount of \$47,389.56, for two-year maintenance and service of the APC cooling equipment installed. Since the initial maintenance and service contract, 2-year sole source contracts have been awarded to CompuDynamics to continue the maintenance and service of the existing server equipment at Sideburn Support Center with the most recent contract being awarded February 14, 2019, and expiring February 13, 2021. Including an additional year of service and maintenance of the equipment, the contract will include work to extend the life of the UPS and replacement of the modular battery which are nearing their end of service life.

The APC cooling system equipment will continue to require service and maintenance to the end of the life of the equipment, approximately 12 years +/- . The UPS Platform is at the End of Service Life (EOSL). Most of components for this system will not be manufactured shortly after December 31, 2021. The remaining supplies will only be available to units that have a completed a Modular Power Revitalization Service (MPRS).

FINDINGS:


Compu Dynamics, LLC is the only firm certified by APC to perform maintenance and service of the APC cooling equipment installed. Compu Dynamics is the only firm able to offer this service agreement and able to perform the warranty or maintenance service on the APC equipment. All other APC Service Partners re-sell APC services only and do not have the technical expertise, onsite maintenance, or authorization from the Manufacturer to work on APC equipment. Compu Dynamics, LLC is the local authorized representative and is equipped to perform this work.

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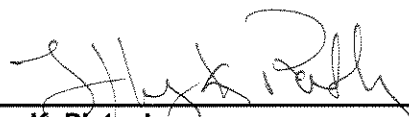
DETERMINATION:

The APC cooling system equipment will continue to require service and maintenance to the end of the life of the equipment, approximately 12 years +/- . Currently the equipment is entering the beginning of year twelve (12). In order to continue the comprehensive Advantage Ultra Service, it is recommended that a Notice to Proceed/Purchase Order be issued to Compu Dynamics, LLC in the amount of \$33,680.50 to extend and continue the maintenance and service agreement for the existing APC equipment at Sideburn Support Center while also conducting additional work to extend the life of the UPS and modular batteries.

APPROVED:

Program Manager:  _____ Date: 2/4/2022
David M. Bennett

Director:  _____ Date: 2/4/22
Justin R. Moss

Assistant Superintendent:  _____ Date: 2.6.22
Jeffrey K. Platenberg

SOP: 2/14/2022
CD 2/13/2023

OK
Jas
2/4/2022



Power and Cooling Solutions
for Information Technology Spaces

Fairfax County Public Schools Sideburn Data Center 5025 Sideburn Road Fairfax, VA 22032 APC by Schneider Electric Critical Power and Cooling Services	
Today's Date: 1/10/2022 Quote Number: 39293R1 Sales Rep: Amy Bostick Email: amy.bostick@compu-dynamics.com Phone: 703.796.6070 ext 208 Effective: 2/14/2022	Client POC: Mr. David Bennett Phone Number: (301) 287-3708 Total Weight: 1,674 lbs. Freight Estimate: Included Shipping Method: Standard Expiration Date: 3/01/2022

SUMMARY OF QUALIFICATIONS

Since 1982, **Compu Dynamics** has been a leading provider of critical power and precision cooling solutions for data centers, network facilities, server rooms, operations centers, points of presence and other communications facilities. Our manufacturer-certified service and installation technicians deliver turnkey, energy efficient solutions for some of the world's most demanding information technology clients.

Compu Dynamics' most notable **differentiators** include:

Responsiveness & Agility: We understand the value of top-notch customer service and we pride ourselves on our responsiveness. We are prepared to guarantee a 4 hour on site response to service calls, weather permitting. Our typical response time is far less.

Technology Expertise: Our partnerships with industry leading manufacturers give us access to the most environmentally friendly and technologically advanced data center solutions. We are a leader in implementing high density power and cooling solutions.

Consultative and Cooperative Approach: Working within an operating data center environment demands open communication and close cooperation. We work seamlessly with engineers, architects, manufacturers, subcontractors, and of course, end users to deliver cost effective and functional facility upgrades.

Compu Dynamics, LLC is an **Elite Data Center Partner** with American Power Conversion (**APC**) and is also a **Certified Service Sales Partner**. In addition to those designations, Compu Dynamics, LLC is also a **Certified Service Partner**. Our technicians have been factory trained to meet the same specifications and technical knowledge as the **APC** Field Technicians. Compu Dynamics, LLC is routinely dispatched on behalf of American Power Conversion (**APC**) in lieu of APC Field Representatives to provide quick, efficient, and accurate troubleshooting and repairs to APC equipment.

Cage Code: 3BEC4
Tax ID: 42-154-8326
DUNS: 11-872-7283
Compu Dynamics, LLC is a Small Business



APC by Schneider Electric Products and Services: This proposal is for the purchase of APC by Schneider Electric Critical Power and Cooling Services for existing equipment located at 2025 Sideburn Rd, Fairfax, VA 22032. All Preventive Maintenance Services will be completed by an APC Field Service Engineer during Normal Business Hours and all Emergency Services will be conducted in accordance with the attached Scopes of Work. The Serial Numbers considered for this agreement are UK1136112819, UK1136112821, UK1136112841, UK1109212087, UK1136112825, UK1136112818, ED03122001806, and all related ancillary devices/equipment.

CLIN	Qty	Description	Unit Price	Total Price
0001	6	Advantage Ultra Comprehensive Service for (1) APC ACRD InRow Cooling Unit: -Covers Parts, Travel, and Labor -Experienced APC Field Service Engineers -Next Business Day Response Standard -Semi Annual Preventive Maintenance Visits -Coverage from 2/14/2022 through 2/13/2023	\$3,822.25	\$22,933.50
0002	6	4 Hour Emergency Response Upgrade to Advantage Ultra Comprehensive Service for (1) APC ACRD InRow Cooling Unit: -Ensures an APC Field Service Engineer will be onsite within 4 hours, once deemed necessary -Coverage from 2/14/2022 through 2/13/2023	\$793.55	\$4,761.30
0003	1	Advantage Ultra Comprehensive Service for (1) APC 40 kW Symmetra UPS: -Covers Parts, Travel, and Labor -Experienced APC Technicians -Next Business Day Response Standard -Annual Preventive Maintenance Visits -Coverage from 2/14/2022 through 2/13/2023	\$5,249.25	\$5,249.25
0004	1	4 Hour Emergency Response Upgrade to Advantage Ultra Comprehensive Service: -Ensures an APC Field Service Engineer will be onsite within 4 hours, once deemed necessary -Coverage from 2/14/2022 through 2/13/2023	\$736.45	\$736.45
Total Cost for APC by Schneider Electric Product & Services:				\$33,680.50

****The Symmetra UPS Platform is at 'End of Service Life' (EOSL) with an end date of coverage on December 31, 2021. Most components for this system will not be manufactured shortly after this date and remaining supplies will only be available to units that have completed a Modular Power Revitalization Service (MPRS) prior to the current EOSL date. Units that have completed the MPRS service prior to the EOSL date will be eligible to continue the comprehensive Advantage Ultra Service Coverage through December 31, 2026.**