

**SOLE SOURCE JUSTIFICATION
DETERMINATION AND FINDINGS**

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

Date: January 24, 2023

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

Vendor Number: 1000019080

Dollar Value: \$35,701.25

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 had been awarded to CompuDynamics to continue the maintenance and service of the existing server equipment at Sideburn Support Center. With the age of the equipment, in the last two years only 1-year sole source contracts have been awarded with the most recent contract being awarded February 14, 2022, and expiring February 13, 2023. This contract will also only be for one year. 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.

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.

**Sole Source Justification
Determination and Findings
Page Two**

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). It is recommended that a Notice to Proceed/Purchase Order be issued to Compu Dynamics, LLC in the amount of \$35,701.25 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.

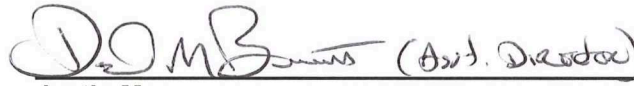
APPROVED:

Program Manager:


Randy L. Franck

Date: 1/24/2023

Director:


Justin Moss

Date: 1/27/2023

Assistant Superintendent:

Chuck W. Fanshaw

Date: _____



STAT: 2/14/23
END: 2/13/24
mm13-034-23
0031-MS-23-625
OK
Dms
1/24/23
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: 1/19/2023
Quote Number: 61101
Sales Rep: Amy Bostick
Email: amy.bostick@compu-dynamics.com
Phone: 703.796.6070 ext 208
Effective: 2/14/2023

Client POC: Mr. David Bennett
Phone Number: (301) 287-3708
Total Weight: 1,674 lbs.
Freight Estimate: Included
Shipping Method: Standard
Quote Expiration Date: 3/01/2023

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	\$4,051.50	\$24,309.00
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	\$841.25	\$5,047.50
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	\$5,564.25	\$5,564.25
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	\$780.50	\$780.50
		Total Cost for APC by Schneider Electric Product & Services:		\$35,701.25

****.-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.**

Exclusions and Clarifications:

- Services to be billed Annually upfront on the effective date of the Period of Performance.
- Proactive Replacement of Batteries and Capacitors are not included in the Advantage Ultra Service Plan.
- This is a "resale" quotation. Compu Dynamics, LLC is an Elite APC Reseller and is offering APC products and services in response to this Solicitation.
- Other critical infrastructure services are available upon request.
- Compu Dynamics Technicians will be self-performing the mechanical portions of this contract as a Certified Service Partner with APC by Schneider Electric.

PAYMENT TERMS:

Compu Dynamics is serving as a reseller of factory services. Our partner, the manufacturer, charges Compu Dynamics up front for the entire annual contract value. Therefore, we will be issuing to you, a single invoice for the annual contract value on the effective date of the contract. If a different payment plan is required, we request an opportunity to adjust our price in order to include financing costs in the contract value.

For all other offers, Compu Dynamics payment terms are Net 30.

Should the customer issue a purchase order or contract and not incorporate or attach the terms of this proposal, it shall be understood that our offer is based on these terms, and these terms will apply as if they were specifically included on the customer's document. It is understood that if acceptance of this Agreement is acknowledged on the buyer's purchase order, such acceptance will be subject to the terms and conditions of this proposal with the same force and effect as though they were included on the purchase order.



Power and Cooling Solutions
for Information Technology Spaces

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It is understood that if acceptance of this Agreement is acknowledged on the buyer's purchase order, such acceptance will be subject to the terms and conditions of this proposal with the same force and defect as though they were included on the purchase order.

Fairfax County Public Schools

Compu Dynamics, LLC

Authorized Signature

Name

Title

Date

PO Number (if applicable)

Amy Bostick

Authorized Signature

Amy Bostick

Name

Contract Manager

Title

SOLE SOURCE JUSTIFICATION INFORMATION FORM
(to be utilized when creating the Determination & Findings)

TO:	Angela Mylechraine, Senior Buyer
FROM:	Office of Facilities Management
DATE:	January 24, 2023
SOURCE OF FUNDING:	OFM Operating Fund
Product or Service:	Continuing the Preventative Maintenance and Service Agreement for APC Equipment Installed at Sideburn Support Center
Proposed Supplier:	Compu Dynamics, LLC.
Total Amount:	\$35,701.25

INSTRUCTIONS:

1. Please type or print legibly. Use as much space as necessary.
2. Complete request by addressing each point below and provide full explanations, complete descriptions, and/or list all relevant reasons to support the determination. Requests which lack sufficient detail will be returned.
3. Attach a written quotation from the vendor, including any business terms or vendor agreement(s) which would be required for the product or service to be provided.
4. Sign and date by a Director and Assistant Superintendent at the end of the form and submit to Office of Administrative Services (OAS) for approval.
5. This document will be attached to the Determination & Findings and made part of the contract file.

STATEMENT:

I am aware that the [Fairfax County Purchasing Resolution](#) prescribes the basic policies for the conduct of all purchasing in Fairfax County and that all contracts with nongovernmental contractors for the purchase or lease of goods or for the purchase of services be awarded after competition wherever practicable. However, the following determination is provided to document the basis for the request of best practicable source/sole source procurement:

1. Provide a brief description of the project and/or the purpose for which the product or service is required.

To continue the preventative maintenance and service of the APC equipment installation in the computer room at Sideburn Support Center.

2. In addition to the product or service requested what other products and/or services have you researched/considered and why are they not acceptable? (Provide links, sources, etc.)

Compu Dynamics, LLC is the certified and authorized Service Company for the APC Equipment.

3. Is the proposed supplier the only distributor of this product/service?

Yes, and Compu Dynamics has held the service contract since the installation of the APC equipment.

4. Explain why this action/choice is in the best interest of FCPS.

Authorized parts and service provider will provide guaranteed service or repair as necessary.

5. Describe the efforts that were made to negotiate the best possible price and contract terms. Why the price is considered fair and reasonable?

The proposed cost is in line with previous maintenance agreements with a slight increase each year.

6. What is the anticipated cost over the life of this contractual effort?

Not known at this time.

7. Is any part of the requirement using grant funds?

No.


8. What performance criterion will you use to evaluate the success of this vendor under the proposed contract?


A contractor performance evaluation will be written at the end of the service period.

I certify the above to be true and correct and that I have no financial interest or other beneficial interest in the vendor and understand that this certification will become a public document open to public inspection.

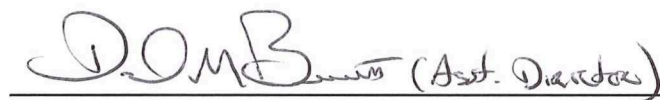
DEPARTMENT APPROVAL (SIGNATURES REQUIRED)

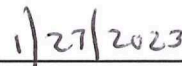
Program Manager:


Signature


Date

Director:


Signature


Date

Assistant Superintendent:

Signature

Date