

**SOLE SOURCE JUSTIFICATION  
DETERMINATION AND FINDINGS**

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

**Date:** February 22, 2021

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

**Vendor Number:** 1000019080

**Dollar Value:** \$60,479.68

**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.

**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.

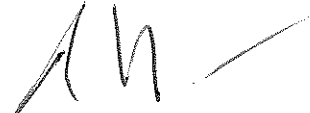
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**DETERMINATION:**

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 eleven (11). It is recommended that a Notice to Proceed/Purchase Order be issued to Compu Dynamics, LLC in the amount of \$60,479.68 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: 2/24/2021  
David M. Bennett

Director:  Date: 2-4-2021  
Justin R. Moss

Assistant Superintendent:  Date: 3-10-21  
Jeffrey K. Platenberg

<b>Fairfax County Public Schools  Sideburn Data Center  5025 Sideburn Road  Fairfax, VA 22032</b>	
<b>APC by Schneider Electric Critical Power and Cooling Services with Modular  Battery Replacement and Modular Power Revitalization Services</b>	
<b>Today's Date:</b> 2/11/2021 <b>Quote Number:</b> 39293 <b>Sales Rep:</b> Braden M. Halter <b>Email:</b> braden.halter@compu-dynamics.com <b>Phone:</b> 703.796.6070 <b>Effective:</b> 2/11/2021	<b>Client POC:</b> Mr. David Bennett <b>Phone Number:</b> (301) 287-3708 <b>Total Weight:</b> 1,674 lbs. <b>Freight Estimate:</b> Included  <b>Shipping Method:</b> Standard <b>Expiration Date:</b> 4/11/2021

**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	<b>Advantage Ultra Comprehensive Service for (1) APC ACRD InRow Cooling Unit:</b> -Covers Parts, Travel, and Labor -Experienced APC Field Service Engineers -Next Business Day Response Standard -Semi Annual Preventive Maintenance Visits -Coverage from 2/14/21 through 2/13/22	\$3,307.66	\$19,845.96
0002	6	<b>4 Hour Emergency Response Upgrade to Advantage Ultra Comprehensive Service for (1) APC ACRD InRow Cooling Unit:</b> -Ensures an APC Field Service Engineer will be onsite within 4 hours, once deemed necessary - Coverage from 2/14/21 through 2/13/22	\$706.64	\$4,239.84
0003	1	<b>Advantage Ultra Comprehensive Service for (1) APC 40 kW Symmetra UPS:</b> -Covers Parts, Travel, and Labor -Experienced APC Technicians -Next Business Day Response Standard -Annual Preventive Maintenance Visits -Coverage from 2/14/21 through 12/31/2021**	\$4,544.61	\$4,544.61
0004	1	<b>4 Hour Emergency Response Upgrade to Advantage Ultra Comprehensive Service:</b> -Ensures an APC Field Service Engineer will be onsite within 4 hours, once deemed necessary - Coverage from 2/14/21 through 2/13/22	\$656.07	\$656.07
<b>Total Cost for APC by Schneider Electric Product &amp; Services:</b>				<b>\$29,286.48</b>

\*\* -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.

**Additional Manufacturer Recommendations and Requirements:** This proposal is for the purchase of APC by Schneider Electric Modular Power Revitalization and Modular Battery Replacement Services for existing equipment located at 2025 Sideburn Rd, Fairfax, VA 22032. All Critical Power Services will be completed by an APC Field Service Engineer with 'Off-Hours' scheduling options available. All deliveries will during normal business hours, utilizing 'Lift-Gate' delivery and will be 'FOB Destination'. The Serial Numbers considered for this agreement are ED03122001806, and all related ancillary devices/equipment.

CLIN	Qty	Description	Unit Price	Total Price
0005	1	<b>Modular Power Revitalization Service for one (1) Symmetra UPS with 4x SYPM10KF:</b> -Experienced APC Field Service Engineer -Normal Business Hours or Off Hour Scheduling Options -Includes Installation, Removal, and Disposal Services -Lift Gate Delivery Included	\$18,661.60	\$18,661.60
0006	1	<b>Modular Battery Replacement Service for six (6) Modules of SYBT4 UPS Replacement Batteries for Symmetra UPS:</b> -Experienced APC Field Service Engineer -Normal Business Hours or Off Hour Scheduling Options -Includes Installation, Removal, and Disposal Services -Lift Gate Delivery Included	\$12,531.60	\$12,531.60
<b>Total Cost for APC by Schneider Electric Product &amp; Services:</b>				<b>\$31,193.20</b>

**Total Cost for All Annual Comprehensive and Preventive Maintenance Services: \$29,286.48**  
**Total Cost for All Modular Component Replacement Services: \$31,193.20**

**Total Cost: \$60,479.68**

**Exclusions and Clarifications:**

- **Services to be billed Annually upfront on the effective date of the Period of Performance for Modular Component Services. All Annual Maintenance Services will be billed on a Quarterly basis.**
- This proposal does not include taxes. Any applicable taxes will be added to invoices.
- **Compu Dynamics shall not be liable or deemed to be in default for any delay or failure in performance under this Agreement or interruption of Service resulting, directly or indirectly, from acts of God, civil or military authority, terrorist attacks, labor disputes, Internet failure, shortages of suitable parts, materials, labor or transportation, epidemics, or any similar cause beyond the reasonable control of Administrator or Company.**
- 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 not be onsite at any point in time in correlation to the services offered in this proposal, unless explicitly dispatched by Schneider Electric as a Certified Service Partner.

**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 GSA Schedule offers, all standard GSA payment terms apply. Compu Dynamics is a Small Business and may qualify for expedited payment processing. For all other offers, Compu Dynamics payment terms are Net 30.



**Power and Cooling Solutions  
for Information Technology Spaces**


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 defect as though they were included on the purchase order.

**Fairfax County Public Schools**

**Compu Dynamics, LLC**

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Authorized Signature

  
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Authorized Signature

\_\_\_\_\_  
Name

Braden M. Halter  
\_\_\_\_\_  
Name

\_\_\_\_\_  
Title

Account Manager  
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Title

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Date

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PO Number (if applicable)