

**SOLE SOURCE JUSTIFICATION
DETERMINATION AND FINDINGS**

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

Date: January 10, 2019

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

Vendor Number: 1000019080

Dollar Value: \$56,174.34

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. It was requested that another contract be awarded to continue the maintenance and service agreement of the existing server equipment at Sideburn Support Center for an additional two (2) year period. A subsequent sole source for a two-year preventative maintenance and service agreement in the amount of \$53,651.00 was awarded February 14, 2015. The service agreements are for a period of two years.

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.

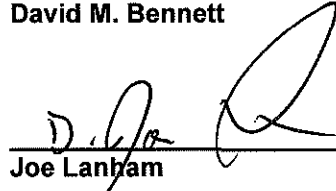
DETERMINATION:


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 nine (9). It is recommended that a Notice to Proceed/Purchase Order be issued to Compu Dynamics, LLC in the amount of \$56,174.34 to extend and continue the maintenance and service agreement of the existing APC equipment installed at Sideburn Support Center.

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Determination and Findings
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APPROVED:

Program Manager:  **Date:** 1/10/19
David M. Bennett

Acting Director:  **Date:** 1/10/19
Joe Lanham

Assistant Superintendent:  **Date:** 1.11.19
Jeffrey K. Platenberg

Fairfax County Public Schools Sideburn Data Center 5025 Sideburn Rd Fairfax, VA 22032 Continuing Services for Existing Equipment	
Today's Date: 1/09/2019	POC Name: David Bennett
Quote Number: 31973	POC Email: dmbennett@fcps.edu
Prepared By: Melanie Kilgore	POC Number:
Email: Melanie.kilgore@comp-u-dynamics.com	Project: UPS and Cooling Maintenance
Phone: 703.796.6070	
Effective: 2/14/19 – 2/13/21	

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: We work seamlessly with general contractors, resellers, 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.

Products and Pricing: This proposal is for services for existing APC equipment located at 5025 Sideburn Rd, Fairfax, VA 22032. The period of performance will be for February 14, 2019 through February 13, 2020. The subject serial numbers covered under this agreement are UK1136112819, UK1136112821, UK1136112841, UK1109212087, UK1136112825, UK1136112818, and ED0312001806.

Qty	Description	Unit Price	Total Price
6	Comprehensive Service for APC ACRD Cooling Unit: -Covers Parts, Travel, and Labor -Experienced Compu Dynamics Technicians -Next Business Day Response Standard -Semi Annual Preventive Maintenance Visits -Coverage from 2/14/19 through 2/13/20	\$3,097.60	\$18,585.60
6	4 Hour Emergency Response Upgrade to Comprehensive Service: -Ensures an Compu Dynamics Technician will be onsite within 4 hours, once deemed necessary -Coverage from 2/14/19 through 2/13/20	\$661.76	\$4,006.56
1	Comprehensive Service for APC 40 kW Symmetra UPS: -Covers Parts, Travel, and Labor -Experienced APC Technicians -Next Business Day Response Standard -Annual Preventive Maintenance Visits -Coverage from 2/14/19 through 2/13/20	\$4,256.00	\$4,256.00
1	4 Hour Emergency Response Upgrade to Comprehensive Service: -Ensures an APC Technician will be onsite within 4 hours, once deemed necessary -Coverage from 2/14/19 through 2/13/20	\$614.40	\$614.40

COST FOR Year (1) SCHNEIDER ELECTRIC SERVICES: \$ 27,462.16

Products and Pricing: This proposal is for services for existing APC equipment located at 5025 Sideburn Rd, Fairfax, VA 22032. The period of performance will be for February 14, 2020 through February 13, 2021. The subject serial numbers covered under this agreement are UK1136112819, UK1136112821, UK1136112841, UK1109212087, UK1136112825, UK1136112818, and ED0312001806.

Qty	Description	Unit Price	Total Price
6	Comprehensive Service for APC ACRD Cooling Unit: -Covers Parts, Travel, and Labor -Experienced Compu Dynamics Technicians -Next Business Day Response Standard -Semi Annual Preventive Maintenance Visits -Coverage from 2/14/20 through 2/13/21	\$3,242.80	\$19,456.80
6	4 Hour Emergency Response Upgrade to Comprehensive Service: -Ensures an Compu Dynamics Technician will be onsite within 4 hours, once deemed necessary -Coverage from 2/14/20 through 2/13/21	\$692.78	\$4,156.68
1	Comprehensive Service for APC 40 kW Symmetra UPS: -Covers Parts, Travel, and Labor -Experienced APC Technicians -Next Business Day Response Standard -Annual Preventive Maintenance Visits -Coverage from 2/14/20 through 2/13/21	\$4,455.50	\$4,455.50
1	4 Hour Emergency Response Upgrade to Comprehensive Service: -Ensures an APC Technician will be onsite within 4 hours, once deemed necessary -Coverage from 2/14/20 through 2/13/21	\$643.20	\$643.20

COST FOR Year (2) SCHNEIDER ELECTRIC SERVICES: \$ 28,712.18

COST FOR ALL SCHNEIDER ELECTRIC SERVICES: \$ 56,174.34

Exclusions and Clarifications:

- Unless noted otherwise, all services will be performed during normal working hours.
- Pricing above excludes sales taxes and freight costs. Both will be added to invoices, where applicable.
- 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.
- Compu Dynamics will Self-Perform the mechanical portions of this contract. Compu Dynamics is a Certified Service Partner with APC by Schneider Electric and is authorized to perform work on their behalf.
- Other critical infrastructure services are available upon request.

PAYMENT TERMS

Compu Dynamics is serving as a reseller of factory services. Our partner, Schneider Electric, 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.

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.

Submitted by:

Compu Dynamics, LLC

Melanie Kilgore

Melanie Kilgore

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