



# CITY OF ORLANDO

## REQUEST FOR A SOLE SOURCE PROCUREMENT

**NOTE:** This form is to be used for items that are available from only one source and there are no alternates. Forward to the Procurement and Contracts Division sixty (60) days prior to actual need.

Date Submitted: 10/2/2017 Requesting Division/Department: Water Reclamation / Public Works

Contact Person: Guy Mecabe Telephone Number: 321-765-8022

Commodity / Service Request: Siemens Automation Components

Describe the commodity or service and its function: The Water Reclamation Division has standardized it's automation using mostly Siemens products. These products include but are not limited to VFDs, PLCs, Input and Output modules, software, etc. See attached documentation for more details.

\*\*\*\*\*  
Cost of Commodity or Service: \$ 300,000 per year

Vendor Name: AWC, Inc. Contact Name: Jon Hanger

Address: 385 Center Pointe Circle, Suite 1305 City/State/Zip: Altamonte Springs, FL 32701

Contact Phone Number: 321-207-0120 Contact E-Mail Address: Jon.Hanger@awc-inc.com

\*\*\*\*\*  
Initial below:

This purchase is clearly and legitimately limited to a Sole Source because the commodity or service is:

Item(s) are available from only one source and there are no alternates: GM  
Initials

\*\*\*\*\*

Attach vendor documentation certifying that the vendor is the only source for the commodities or services in question or holds the production, copyrights, trademark, and/or patent to the item.

Check the following statement(s) that apply:

- ☒ The vendor holds the exclusive distribution rights for the item in question.
- ☒ Vendor documentation attached.
- ☒ The item to be purchased is the only item compatible with existing equipment owned by the City.
- ☒ Vendor documentation attached.
- ☐ The vendor is the sole provider of the goods or services which have unique characteristics essential to the needs of the program to perform the intended function and no other goods or service will be suitable for use by the City.
- ☐ Vendor documentation attached.

**What steps were taken to verify that these features are not available elsewhere?**

- ☐ Other brands/manufacturers were examined (please list names, phone numbers, and explain why they are not suitable for use by the City. Attach additional pages as necessary): \_\_\_\_\_
- ☐ Other vendors were contacted (please list names, phone numbers and explain why those contacted would not meet the needs of the City. Attach additional pages as necessary): \_\_\_\_\_
- ☒ State why this is the only source for the required commodity or service (attach additional pages as necessary): AWC Inc. is the exclusive authorized stocking distributor for the full-line of Siemens Motion Control and Automation products in Florida. These products include all SIMATIC Automation (PLC's, HMI, Ethernet Switches, Software, etc.).

I certify that to the best of my knowledge, this request is a sole source and the information provided herein is accurate and truthful.

Guy Mecabe

Draft of the City of Orlando, Florida, Public Works Department's Request for Proposal (RFP) for the purchase of Siemens Motion Control and Automation products in Florida. This RFP is being issued for the purpose of obtaining proposals for the purchase of Siemens Motion Control and Automation products in Florida. The RFP is being issued for the purpose of obtaining proposals for the purchase of Siemens Motion Control and Automation products in Florida. The RFP is being issued for the purpose of obtaining proposals for the purchase of Siemens Motion Control and Automation products in Florida.

10/02/2017

Requester's Signature

Date

Paul K. Paul

10/03/17

Office Head/Department Director's Signature

Date

**For Procurement Use Only**

Date Received in Purchasing: 10/12/17 Purchasing Division Tracking Number: S18-0053

Requesting Division/Department: Water Reclamation / Public Works

Commodity / Service Request: Siemens Automation Components

Purchasing Staff Reviewer: Diane Wetherington

Verified that this request is the only source. Yes ☒ No ☐

Is Council Approval Required? Yes ☒ No ☐

Was this Procurement Posted on the Internet? Yes ☒ No ☐

Comments: AWC is the exclusive authorized distributor for Siemens Motion Control and automation products in Florida. A sole source procurement was posted for 7 days with no response.

Diane Wetherington  
Procurement Staff Reviewer Signature

10/25/17  
Date

Approved ☒ Denied ☐

[Signature]  
Chief Procurement Officer

10/26/17  
Date

**NOTE:** Section 838.22 Florida Statutes, it is unlawful (second degree felony) for a public servant with corrupt intent to obtain a benefit for any person (company) or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole-source contract for commodities or services. **Page 2 of 2**



# SIEMENS

August 2017  
Authorized SIEMENS Distributor

The purpose of this letter is to provide documentation that AWC Inc. is the **exclusive authorized** stocking distributor for the full-line of Siemens Motion Control and Automation products in Florida. These products include all SIMATIC Automation (PLC's, HMI, Ethernet Switches, Software, etc.).

AWC Inc. has access to products offered by the Digital Factory, Process and Drives and Energy Management divisions of Siemens including; Master Drives, Sinamics Drives, MicroMaster Drives as well as Industrial Control, Molded Case Circuit Breakers, Safety Switches, NEMA Motors, Motor Control Switchgear, Panelboards, Switchboards, Medium Voltage Switchgear and Low Voltage Switchgear. AWC Inc. is also the authorized distributor for RUGGEDCOM WiMAX in the Industrial Network Market.

AWC-Inc. has certified application engineers, local inventory and experienced automation and drives specialists to assist customers in Florida.

Please do not hesitate to call if you have any questions regarding this information.

*K. Alexander*

Kristin Alexander  
Regional Channel Manager  
Siemens  
(678) 602-6568



## **MEMORANDUM**

**Date:** October 2, 2017  
**To:** David Billingsley, Chief Procurement Officer - Office of Procurement and Contracts  
**Through:** David Bass, P.E., Division Manager – Water Reclamation  
**From:** Guy Mecabe, Industrial Automation Manager – Water Reclamation  
**Subject:** SIEMENS Automation Equipment Sole Source Basis

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The purpose of this memo is to provide a solid basis to maintain our sole source purchasing of SIEMENS Automation equipment through AWC, Inc.

The City of Orlando Water Reclamation Division continues to rely on over two-hundred (200+) control panels, installed since 1992, with SIEMENS SIMATIC® proprietary hardware automation content platforms which include S7-300 and 1500 Programmable Logic Controllers (PLCs), Industrial PCs, Profibus and Profinet field bus networks, ET200M High-Density Remote Inputs/Outputs (RIO), ET200S Low-Density RIO, Industrial Communications, SCALANCE Ethernet Media Converters and Switches, Variable Frequency Drives (VFD), Solid State Reduced Voltage Starters (SSRVS) and SIRIUS SIMOCODE Motor Management Controllers. All of this hardware is configured, programmed, tested, visualized and maintained using the SIEMENS SIMATIC® STEP7™ Integration Suite of Software Tools. In 2004, we leveraged our investment by adding the Windows® Control Center (WinCC™), the SIEMENS SIMATIC® HMI Software System. This Human Machine Interface (HMI) software monitors all points of plant information, then logically displays and alarms this information to our operators and archives all of this data for future reports and retrieval. We presently deploy twelve (9) WinCC™ servers, (six production & three development).

The Industrial Automation Group (IAG) within the Water Reclamation Division has developed unique configuration and programming standards, all based on the SIEMENS SIMATIC® Automation Architecture, to facilitate development and maintenance of our process & telemetry automation efforts. These programming standards include: organizational structure (OBs, FCs, FBs), data assignments and handling using data blocks (DBs), digital/analog input and output handling and documentation requirements. Also, we've developed HMI objects, visual and non-visual, and standards to quickly develop graphic screens and reports. These standards formalize our training among developers, greatly decrease the development schedule from months to weeks and allow the entire team to maintain what an individual has developed.

IAG staff has several man-years invested in the creation of consistent motor starting methodologies (≤25HP ATL, SSRVS, VFD, VFD-SSRVS) and drawings used to facilitate panel construction, automation integration and maintenance.

The entire technical staff of five (5) PLC/HMI developers and five (5) Industrial Automation Technicians has all been trained on the above SIEMENS hardware and software.



All of our Water Reclamation Facilities have stocked common spare parts to maintain the automation system and all of our licensed development software is at current revision levels thanks to an annual maintenance agreement.

We also prefer that any Contractor doing business with the City, purchase SIEMENS Automation components from our local SIEMENS Automation distributor in order for our existing agreements, warranties, and service contracts to carry over for these new components.

SIEMENS selected AWC, INC., as their statewide exclusive SIEMENS Automation Products distributor. Since their appointment, AWC has supported the City and provided excellent service and support. AWC typically provides the City original equipment manufacturer (OEM) pricing vs. higher end-user pricing due to our long history with SIEMENS.

In summary, we have an extremely large investment in SIEMENS equipment, software, standards, drawings, training and spares. We rely on the installed automation equipment 24/7/365. We are confident in the hardware and our abilities & skills to develop and maintain this automation architecture.

If you have any questions, please call me at (321) 765-8022 or (321) 229-7257 cell.

Cc: Paul K. Deuel, Assistant Division Manager (WPO) - Water Reclamation Division  
Maria Lachney, Wastewater Business Operations Manager - Water Reclamation Division  
Sonia Flores, Wastewater Systems Manager - Water Reclamation Division  
John Guntner, High Voltage Specialist - Water Reclamation Division

Product Class	Product Class Description	Discount Off List
643	GP - Micromaster 4 Options GMC	31%
644	GP - Micromaster 4 Options GMC	31%
645	GP - SIMATIC 300 Family	18%
648	HP - 6RA70 DC Drives (LD)	37%
649	HP - DC Drives - 6RA70-4A-0-0-0 (LD)	28%
651	GP - Micromaster 420 GMC	51%
652	GP - SIMATIC 300 Family	29%
660	Networking - Simatic NET SW	5%
661	Automation - LOGO! Product Family	18%
662	Networking Ethernet CPs S7-300/400	18%
667	Auto HMI - SIMATIC PC/WinCC Graphics	4%
668	Auto HMI Cmptrs PC840Rk PC/627 BxPC	4%
669	Auto HMI - SIMATIC PC/WinCC Graphics	4%
670	Automation - SIPLUS GSM Products	4%
672	Auto - SIMATIC HMI Panels with Key	4%
673	Auto SMTIC HMI-SW WINCC/WinCC flex	5%
675	Networking Industrial Cables & Comps	18%
676	Networking PROFIBUS Cables & Comps	18%
677	Auto SIMATIC Programm SW Acc	5%
678	Auto Prcss and Discrete Shared Prod	18%
679	Auto - SIMATIC WIN/ACC control SW	5%
684	Auto - SITOP power Supply Solutions	32%
685	Auto - SITOP control Systems	4%
686	Auto SIMATIC S7-300 Product Family	18%
688	Auto SIMATIC S7-400 Product Family	18%
689	Auto S7 & IO Failsafe Sys & Prod	18%
692	Auto SIMATIC Programm HW/Prod	4%
693	Snsrs SIWAREX Static Weighing Instr	18%
694	Networking - SINAUT	18%
696	Auto - SIMATIC Programming SW Step7	5%
697	Auto SIPLUS S7-300/400 I/O Prod	18%
698	Automation - LOGO! Accessories	18%
700	Sensors - SII/D/3-Order Indicators	18%
701	Sensors Vision Solutions and Acc	18%
704	Auto SIMATIC DP PRO/DP/PROFINET Prod	18%
707	Auto Sirius Net Profibus DP Mtrstr	18%
712	Auto SIMATIC 1200F	12%
713	Auto S71X00F CPU I/O software	10%
715	Auto SIMATIC HMI Touch Panels 12"/15"/17"/19"	4%
725	Auto - Simatic HMI custom products	4%
726	Automation - SIPLUS LOGO! Products	18%
727	Auto SIMATIC Engr Tool Support SW	5%
740	Auto SIMATIC HMI Panels PC 577/PC677/PC877	4%
741	Auto - HMI Basic Panel Products	4%
742	Automation - S7-1200 CPUs	14%
743	Auto - S7-1200 I/O & Accessories	18%

744	Networking Simatic NET S71200 Comps	18%
749	Auto SE SITOP 300 Pwr Supply Sols	18%
773	Auto SMTIC SW WINCC	4%
774	Networking - Simatic NET Other	14%
775	Networking Simatic NET Profibus CPs	18%
776	Networking - Scalance X - Unmanaged	18%
777	Ntwkg Scalance W/ & Wireless Comps	18%
778	Networking - Scalance X - Managed	18%
779	Networking - Scalance S - Security	18%
780	Networking IE infrastructure Other	18%
781	RUGGEDCOM WIN Subscriber Units	1%
782	Ntwkg SIMATIC Net CPS for S7-1500	10%
784	RX1000 BOX I Routers	1%
785	RUGGEDCOM WIN Accessories	1%
786	Comm PP SITOP Basic Pwr Supplies	25%
787	SITOP Modular Profinet	25%
939	Networking SCALANCE XC Unmanaged	14%
940	Auto SW Maintenance for SCADA/HMI	5%
941	Auto SW Maintenance for PLC SW	5%
948	Ntwkg Scalance X-500 Communication	10%
954	HP/MC MASTERDRIVES Spare Parts (LD)	13%
958	GP/MC - SINAMICS Spares GMC	1%
960	GP - Micromaster 430 GMC	51%
963	GP - SINAMICS G120C GMC	26%
964	GP - SINAMICS V20 GMC	26%
965	GP-SINAMICS G110M GMC	26%
975	GP - SINAMICS G120 GMC	29%
976	GP - SINAMICS G110D/G120D GMC	29%
977	GP - SINAMICS Options GMC	29%
979	HP - 6RA80 SINAMICS DCM (LD)	37%
980	Automation - Simatic S71500 CPU	18%
981	Auto SMTIC S71500 Input/output Mod	12%
982	Auto SMTIC S71500 Comm/Counting Mod	10%
983	Auto SMTIC S71500 Comm Mods	10%
984	Auto - Simatic S71500 Accessories	10%
985	Networkg-Scalance XB200 managed SW	14%
991	GP - SIPLUS HMI	4%
992	GP - SIPLUS S7-1200	14%
995	Auto - SIMATIC HMI Comfort Panels	4%
997	Ruggedcom Services	1%
998	RUGGEDCOM WIN Base Stations	1%
00A	RUGGEDSolutions SW HW NMS Other	1%
00H	RuggedCom RS900M	1%
00M	RUGGEDSolutions SW HW NMS Other	1%
A75	MC - SIMOTION (PM)	15%
A79	MC-MASTERDRIVES DrivesES SW GMC	44%
A80	MCHP SINAMICS S120 Multaxis Drv-GMC	24%



A83	MC/HP - Cables GMC	24%
A85	MC/HP SINAMICS and Mtr Sp Pnts GMC	11%
A90	MC SINAMICS S110/S120 AC Drives-GMC	15%
A91	MC/GP SINAMICS AC Drive Comps GMC	19%
A94	MC - SIMATIC T-CPU (PM)	4%
EJ3	Motor180 P BASE VSS	35%
EJ4	Motor210 P BASE VSS	35%
EJ5	Motor250 P BASE VSS	35%
EJ6	Motor280 P BASE VSS	35%
EJ7	Motor320 P BASE VSS	35%
EJ8	Motor360 P BASE VSS	35%
EJ9	Motor400 P BASE VSS	35%
EK1	Motor440 P BASE VSS	35%
EO8	GP - SINAMICS G120L/G150 (LD)	29%
ER1	HP/MC - SINAMICS G130/S120 (LD)	24%
ER2	HP/MC - SINAMICS Components (LD)	24%
ER3	GP/MC - SINAMICS Spare Parts (LD)	12%
M1A	3VA UL 250A High TM	40%
M1H	3VA UL 150A Standard ETU	35%
M1I	3VA UL 150A High ETU	35%
M1J	3VA UL 150A Extra High ETU	35%
M1K	3VA UL 250A Standard ETU	35%
M1L	3VA UL 250A High ETU	35%
M1M	3VA UL 250A Extra High ETU	35%
M1N	3VA UL 400A Standard ETU	35%
M1O	3VA UL 400A High ETU	35%
M1P	3VA UL 400A Extra High ETU	35%
M1Q	3VA UL 600A Standard ETU	35%
M1R	3VA UL 600A High ETU	35%
M1S	3VA UL 600A Extra High ETU	35%
M1X	3VA UL Internal Acc	35%
M1Y	3VA UL External Acc	35%
M1Z	3VA UL Misc Acc	35%
M35		35%
M97	3VA UL 125A Standard TM	40%
M98	3VA UL 125A High TM	40%
M99	3VA UL 250A Standard TM	40%
N04	SEM3- SIEMENS Embedded Metering	4%
N0H	Meter Enclosures	4%
N0K	9840 / 9860 METER	4%
N0L	9200 Meter	4%
N0N	9510 Meter/ADR	4%
N0P	9610 Meter	4%
N0R	Meter Accessories	4%
N0S	Standard PCs	4%
N0T	WinPM Net Software	4%
N0U	SETRON PAC31xx	4%



N0V	SENTRON PAC32xx	4%
N0W	SENTRON PAC4xxx	4%
N0X	SIMATIC software	4%
N0Z	SENTRON PAC Accessories	4%
N10	SENTRON Software	70%
N21	AC DISCONNECT SWITCH	75%
N22	TYPE 1 SWITCHES	75%
N23	TYPE 3R SWITCHES	75%
N24	S SW NEMA 1 GD	75%
N25	S SW NEMA 3R GD	75%
N26	S SW KNFBLD GD	75%
N2A	TYPE 1 SWITCHES 200-600A	75%
N2B	TYPE 3R SWITCHES 200-600A	75%
N2L	TYPE 4/4X SWITCHES	75%
N2M	TYPE 12 SWITCHES	75%
N2Q	ACCESSORIES	75%
N30	ENC SW NEU/FUSE KITS	75%
N36	TYPE 1 SWITCHES 200-1200A	75%
N37	TYPE 3R SWITCHES 200-1200A	75%
N64	CLASS 51 HAZ DUTY	35%
N65	Controls - 30MM CLASS 52 CHROME	50%
N66	Controls - 30MM CLASS 52 BLKMAX	45%
N67	Controls - 30MM CLASS 52 ACCES	45%
N68	Controls - 30MM CLASS 52 STATNS	40%
N74	Controls - TIMING 3RP 7PV	55%
N75	Controls - MONITORING 3UG3	40%
N79	Controls - PLUG-IN RELAY 3TX71	40%
N7G	Controls - SIMOCODE 3UF50 OVRLD	7%
N7Q	Controls - Compact Starter DOL	30%
N7R	Controls - Compact Starter REV	20%
NAD	5SX SUPPL PROTECTORS	60%
NAE	5SY SUPPL PROTECTORS	70%
NAF	CYLINDRICAL FUSES	40%
NAG	3NW FUSE HOLDERS	55%
NAH	BRANCH CIRCUIT PROT	65%
NAM	8WA1 TERMINAL BLOCKS	55%
NAN	8WA2 TERMINAL BLOCKS	55%
NAQ	TERMINAL BLOCK ACC	55%
NAR	SITOR FUSES	40%
NAS	UL1077 D Curve	70%
UJJ	Motor Control Center Spare Parts	14%
UJK	Mcc Unit Assemblies	14%
UJL	MCC Standard Structures	14%
UJX	Cntrl 3RW40/44 Encl NONCOMBO CLS73	45%
UJY	Cntrl 3RW40/44 Encl COMBO CLASS 74	20%
UYL	Controls - OPEN 3RW3 SOFT STARTERS	40%
UYP	Controls - 3RW40 OPEN SOFT STARTERS	40%

UYQ	Controls - 3RW44 OPEN SOFT STARTERS	40%
UZ1	1600A WL Breaker Cradle	45%
UZU	ANSI 4000A WL BREAKER	65%
UZV	ANSI 5000A WL BREAKER	65%
UZY	WL ACCESSORIES	70%
UZZ	WL PARTS & SERVICE	65%
VPL	Cntrls PLUG IN ICE CUBE RLYS 3TX71	4%
VQ1	8WH Term Blocks Screw Connection	20%
VQ2	8WH Term Blocks Spring Loaded Conne	20%
VQ3	8WH Term Blocks Combination Plug In	20%
VQ4	8WH Term Blocks Plug-in Connection	20%
VQ5	8WH Term Blocks Insulation Displace	20%
VQ6	8WH Terminal Block Accessories	20%
VQ7	8WH Terminal Block Labelling	20%
VQ8	8WH Term Blocks & Accessories Non-D	20%