



PROPOSAL

Life Safety Test and Inspect Agreement- Fire Only

PREPARED BY

Siemens Industry, Inc.

PREPARED FOR

LEXINGTON-FAYETTE URBAN

DELIVERED ON

August 13, 2019



Smarter buildings drive smarter, and more efficient, building operations.

Creating perfect places to live. That's ingenuity for life.

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Contact Information

Proposal #:	3888542
Date:	August 13, 2019

Sales Executive:	Greg Saylor
Branch Address:	2700 Stanley Gault Pkwy Suite 135 Louisville Kentucky, 40223
Telephone:	5023569433
Email Address:	gregory.saylor@siemens.com

Customer Contact:	Gina Dulin
Customer:	LEXINGTON-FAYETTE URBAN
Address:	600 OLD FRANKFORT CIR LEXINGTON KY 40510-9689
Services shall be provided at:	600 Old Frankfort Circle Lexington KY 40510

Summary (JAF)

Proposal Name:	LFUCG Detention Center
Proposal Author	Greg Saylor
Proposal Owner email	gregory.saylor@siemens.com
Total Quote Price	\$134,809.87
Estimate ID:	4f0731bc-d5e9-4c17-9840-910fcecfc8
Proposal ID	3888542

Business	FIRE	Estimate Type	Base Estimate
Business Segment	SER Fire Safety	Price by Area	true
Business Hierarchy	Fire Service Agreement	Number of Periods	5
Country	United States	Contract Start Date	2019-07-13
Language	en-US	Period 1 End Date	2020-07-12
Sell Price	134809.87	Contract End Date	2024-07-12

Included Disciplines	Fire	Billing Frequency	Annually
Proposal Type	Proposal	Include ProvOutLanguage	N
US Sales Tax	false	US Use Tax	false
Service Description	D		

Hours of Coverage	24 x 7	Response Times (Phone/Online)	2 Hours
Response Times (Onsite/Emergency)	4 Hours	Remote Services	Yes
Third Party Systems	No	Monitoring	No
Additional Labor Discount	0.0%	Additional Material Discount	0.0%

SAP Sold To Number	30147358	Address	600 OLD FRANKFORT CIR
Sold To Name	LEXINGTON-FAYETTE URBAN	City	LEXINGTON
End User Name	Gina Dulin	State	KY
		Zip	40510-9689

Executive Summary

Customer Needs

The Services proposed in this agreement are specifically designed for LEXINGTON-FAYETTE URBAN, and the services provided herein will help you in achieving your facility goals.

Our Services

Siemens will provide the following services.

Annual Test and Inspect of Fire Alarm System

Smoke Detector Sensitivity Testing

Annual Smoke Purge Inspection (Visual and Report)

Siemens Capabilities & Customer Commitment

Siemens Industry, Inc. is a leading single-source provider of cost-effective facility performance solutions for the comfort, life safety, security, energy efficiency and operation of some of the most technically advanced buildings in the world. For more than 150 years, Siemens has built a culture of long-term commitment to customers through innovation and technology. Siemens is a financially strong global organization with a Branch network that delivers personalized service and support to customers in multiple industries and locations.

References are available upon request.

Building Services – Fire

Services that deliver the outcomes you want to achieve.

Services delivered by Siemens have been developed to ensure your satisfaction and help you achieve the outcomes you expect.

Through the Siemens Building Fire Services we are pleased to offer the following services:

- Manage System Operation & Compliance

Fire Safety industry acronyms used in the following service descriptions:

AHJ – Authority Having Jurisdiction

NFPA – National Fire Protection Association

Emergency Online/Phone Response

Emergency On-site Response

Billable Service

Emergency Onsite Response is not included within the coverage of this agreement. Siemens will respond to your request for emergency on-site service as soon as staff is available. An emergency is determined by your staff and Siemens. All service performed will be provided as a billable service.

Manage System Operation & Compliance

Test & Inspection – Fire Alarm System

Siemens will perform the required annual test of the fire alarm system using the locally adopted NFPA 72 edition's recommended methods as guidelines. Siemens will provide the necessary documentation to aid in satisfying local code and AHJ requirements. A list of equipment covered, along with test frequencies, can be found in the List of Maintained Equipment section of this Agreement.

Siemens will verify proper operation of the following:

- Initiating devices
- Notification appliances

Exclusions and Clarifications

- Unless expressly stated otherwise, Services do not include and Siemens is not responsible for: (a) service or provision of consumable supplies, including but not limited to batteries and halon cylinder charging; (b) reinstallation or relocation of Equipment; (c) painting or refinishing of Equipment or surrounding surfaces; (d) changes to Services; (e) parts, accessories, attachments or other devices added to Equipment but not furnished by Siemens; (f) failure to continually provide suitable operating environment including, but not limited to, adequate space, ventilation, electrical power and protection from the elements; (g) the removal or reinstallation of replacement valves, dampers, waterflow and tamper switches, airflow stations, venting or draining systems, and any other permanently mounted integral pipe or air duct component; (h) replacement of more than 10% of refrigerant charge per piece of equipment per incident; (i) installation / removal, and / or rental fees for any temporary HVAC equipment if necessary; or (j) latent defects in the Equipment that cannot be discovered through the standard provision of the Services. Siemens is not responsible for services performed on any Equipment other than by Siemens or its agents.
- Siemens will not be responsible for the maintenance, repair or replacement of, or Services necessitated by reason of: (a) non-maintainable, non-replaceable or obsolete parts of the Equipment, including but not limited to ductwork, shell and tubes, heat exchangers, coils, unit cabinets, casings, refractory material, electrical wiring, water and pneumatic piping, structural supports, cooling tower fill, slats and basins, etc. unless otherwise expressly stated elsewhere in this Proposal; or (b) negligence, abuse, misuse, improper or inadequate repairs or modifications, improper operation, lack of operator maintenance or skill, failure to comply with manufacturer's operating and environmental requirements.
- Siemens is not responsible for repairs, replacements or services to Equipment due to corrosion, erosion, improper or inadequate water treatment by others, electrolytic or chemical action, or reasons beyond its reasonable control.

Connectivity and Communications

The Service Portal complements the personalized services you will receive from your local Siemens office by providing greater visibility into equipment and services delivered by Siemens. This web-based portal allows you the ability to confirm schedules, track repairs, manage agreements, generate reports, and access critical information; then share it across your entire enterprise quickly and efficiently. The Service Portal is a user-friendly way to increase your productivity and the value of your service program.

Data security as a basic requirement

We value confidentiality and long-term partnerships. That is why we give the security of your data the highest priority. Before we implement an enhanced service package with remote support, we conduct an in-depth analysis of the situation, taking into account national and international regulations, technical infrastructures and industry specifics. Our service employees carefully evaluate your needs on an individual basis with a view toward information security.

Service Agreement Contract Characteristics

Description	FIRE
Hours of Coverage	
Response Times (Phone/Online)	2 Hours
Response Times (Onsite/Emergency)	Billable
Remote Services	No
Third Party Systems	No
Monitoring	No
Additional Labor Discount	0.0%
Additional Material Discount	0.0%

*Labor and material costs for troubleshooting problems and repairing or replacing components are handled separately. These costs can be billable or included within your Repair and Replacement Coverage. See List of Maintained Equipment to view your current Repair and Replacement Coverage.

Maintained Equipment Table

Area 1

Service Equipment	Qty	Service/ Description	Frequency	Year	Location	Repair & Replace Coverage
Power Booster	18	Test & Inspection – Fire Alarm System	1	1,2,3,4,5	Onsite	None
Remote Control/ Annunciator Panel	6	Test & Inspection – Fire Alarm System	1	1,2,3,4,5	Onsite	None
Addressable Heat Detector	110	Test & Inspection – Fire Alarm System	1	1,2,3,4,5	Onsite	None
Addressable Smoke Detector	1551	Test & Inspection – Fire Alarm System	1	1,2,3,4,5	Onsite	None
Addressable Pull Station	72	Test & Inspection – Fire Alarm System	1	1,2,3,4,5	Onsite	None
Control Module Contact Output Point (S)	9	Test & Inspection – Fire Alarm System	1	1,2,3,4,5	Onsite	None
Speakers or Horns with Strobes	250	Test & Inspection – Fire Alarm System	1	1,2,3,4,5	Onsite	None
Strobe	12	Test & Inspection – Fire Alarm System	1	1,2,3,4,5	Onsite	None
Tamper Switch Monitor Module	1	Test & Inspection – Fire Alarm System	1	1,2,3,4,5	Onsite	None
Waterflow Switch Monitor Module	1	Test & Inspection – Fire Alarm System	1	1,2,3,4,5	Onsite	None
Smoke purge test	1	Test & Inspection – Fire Alarm System	1	1,2,3,4,5	Onsite	None
Siemens MXL Alarm Panel	6	Test & Inspection – Fire Alarm System	1	1,2,3,4,5	Onsite	None
Addressable Panel Sensitivity Report & Documentation	1	Smoke Detector Sensitivity Testing	1	1,2,3,4,5	Onsite	None

Service Team

An important benefit of your Service Agreement derives from having the trained building service personnel of Siemens Industry, Inc. familiar with your building systems. Our implementation team of local experts provides thorough, reliable service and scheduling for the support of your system.

Added to the team is a team of building experts at our Digital Service Center. The benefits you receive are less disruption to your employees at the site, less intrusive on the system at peak hours, fewer emissions for trucks rolled, and real time analytics with digital workspace hours.

The following list outlines the service team that will be assigned to the service agreement for your facility

Your Assigned Team of Service Professionals will include:

Greg Saylor – Sr. Sales Executive –
502-356-9433 –
gregory.saylor@siemens.com manages the overall strategic service plan based upon your current and future service requirements.

Rhonda Massingill – Client Services Manager is responsible for ensuring that our contractual obligations are delivered, your expectations are being met and you are satisfied with the delivery of our services.

Guy Sallee- Primary Service Specialist is responsible for performing the ongoing service of your system.

Randy Hammond- Secondary Service Specialist who will be familiarized with your building systems to provide in-depth backup coverage.

James Skelly- Service Operations Manager is responsible for managing the delivery of your entire support program and service requirements.

Melissa Puente- Service Coordinator is responsible for scheduling your planned maintenance visits, and handling your emergency situations by taking the appropriate action.

Wanda Leach - Service Administrator is responsible for all service invoicing including both service agreement and service projects.

Terms and Conditions

Terms and Conditions (Click to download)

[Terms & Conditions](#)

(<https://www.siemens.com/download?A6V11628573>)

Attachment A

Riders (Click on rider below to download)

[SI Fire Life Safety Rider](#)

(<http://www.siemens.com/download?A6V10946164>)

Agreement Terms for Investments

Services shall be provided at:

600 Old Frankfort Circle

Lexington, KY40510.

Siemens Industry, Inc. shall provide the services as identified in this Proposal and pursuant to the associated terms and conditions contained within.

Duration (Initial Term and Renewal): This Agreement shall remain in effect for an Initial Term of 5 Periods beginning 2019-07-13. After the expiration of the Initial Term, this Agreement shall automatically renew for successive one year periods. The Investments for each year after the Initial Term of the Agreement and each year of each renewal of this Agreement shall be determined as the immediate prior year's Investment plus an escalator of 3%. In addition, each renewal term pricing shall be adjusted for any additions or deletions to services selected for the renewal term.

Initial Term Investments:

Area 1

Period	Period Range	Billing Frequency	Price
1	Jul 13,2019 - Jul 12,2020	Annually	\$25,392.23*
2	Jul 13,2020 - Jul 12,2021	Annually	\$26,153.99*
3	Jul 13,2021 - Jul 12,2022	Annually	\$26,938.61*
4	Jul 13,2022 - Jul 12,2023	Annually	\$27,746.09*
5	Jul 13,2023 - Jul 12,2024	Annually	\$28,578.95*

Total Quote Price	\$134,809.87
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*Amount Due In Advance Based On Billing Frequency

Applicable sales taxes are excluded from the Investments. The pricing quoted in this Proposal are firm for 30 days.

Signature Page

The Buyer acknowledges that when accepted by the Buyer as proposed Siemens Industry, Inc., this Proposal and the Standard Terms and Conditions of Sale for Services, (together with any other documents incorporated into the forgoing) shall constitute the entire agreement of the parties with respect to its subject matter.

BY EXECUTION HEREOF, THE SIGNER CERTIFIES THAT (S)HE HAS READ ALL OF THE TERMS AND CONDITIONS AND DOCUMENTS, THAT SIEMENS INDUSTRY, INC. OR ITS REPRESENTATIVES HAVE MADE NO AGREEMENTS OR REPRESENTATIONS EXCEPT AS SET FORTH THEREIN, AND THAT (S)HE IS DULY AUTHORIZED TO EXECUTE THE SIGNATURE PAGE ON BEHALF OF THE BUYER.

Initial Term Investments

Period	Period Range	Price	Billing Frequency
1	Jul 13,2019 - Jul 12,2020	\$25,392.23	Annually
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5	Jul 13,2023 - Jul 12,2024	\$28,578.95	Annually

Proposed by:

Siemens Industry, Inc.

Company

Greg Saylor

Name

3888542

Proposal #

\$134,809.87

Proposal Amount

August 13, 2019

Date

Accepted by:

LEXINGTON-FAYETTE URBAN

Company

Name (Printed)

Signature

Title

Date

Purchase Order # PO for billing only PO not required

Appendix A: Siemens Service Portfolio

Advisory and Performance Services

<p>Manage System Operation & Compliance</p>	<p>Optimize Performance & Productivity</p>	<p>Protect Lifecycle Investment</p>	<p>Enhance Energy Management & Sustainability</p>
<p>Services that keep systems performing at their best, as designed and intended to operate, help you achieve:</p> <ul style="list-style-type: none"> • Optimized comfort, safety, and security • Fulfilled regulatory requirements • Greater transparency into critical systems • Reduced operating risk <p>Facility Assessment & Planning In-depth building system assessment and recommendations, definition of relevant KPIs, and development of your service program</p> <p>Test & Inspection Regular check-ups to measure system performance compared to your defined facility and regulation requirements and risks</p> <p>Preventive Services Services performed on a regular schedule or based on data analytics to verify and improve system state</p> <p>Documentation Management Management of critical building system and compliance information, with organization and access determined by your needs</p> <p>Corrective Services Immediate response to system failures or faults to restore functionality and integrity to desired state</p>	<p>Enhance building performance with improvement measures that increase productivity and efficiency; common outcomes include:</p> <ul style="list-style-type: none"> • Enhanced system performance • Streamlined operational processes • Improved decision-making through data analytics <p>Optimization Planning Planning and prioritization of improvement measures to increase building and/or process performance and efficiencies</p> <p>Predictive Services Systems are audited and monitored to detect abnormalities or faults, with recommendations provided and/or corrective actions taken</p> <p>System Improvements & Integration Enhancements or additions to your current system to increase staff productivity, system performance, and operational/energy efficiencies</p> <p>Training & Operational Support Training, coaching, and on-site support to increase staff productivity and knowledge</p> <p>Managed Services On-site and/or remote resources monitor system events and alarms, and take appropriate action</p>	<p>Leverage past investments and address future requirements with advanced and proven technology, to achieve outcomes such as:</p> <ul style="list-style-type: none"> • Extended system life • Maximized return on investment • Realized benefits of new technology <p>Technology Planning Consulting services identify technology improvement opportunities that help achieve performance goals while leveraging past investments</p> <p>System Updates / Upgrades Software upgrades and firmware updates are provided, delivering the most current technology and functionality</p> <p>System Migration / Modernization Enhancements to your systems by elevating them to the most current hardware and software platforms, resulting in increased functionality and performance levels</p> <p>Retrofits & Extensions Modifications are made to existing systems to accommodate changes to your facility usage and footprint</p> <p>New Installation Services Startup, commissioning, and other installation services are completed to ensure new equipment operates at maximum performance</p>	<p>Increase the value and competitiveness of buildings and infrastructure by delivering solutions that:</p> <ul style="list-style-type: none"> • Conserve energy • Maximize efficiency • Minimize operating costs • Reduce environmental impact <p>Energy & Sustainability Master Planning Strategy Strategy and planning services provide a detailed master plan to provide budget transparency, enable improved performance and sustainability, reduce energy consumption, and minimize operational costs</p> <p>Energy Conservation Implementing energy conservation strategies reduces total carbon emissions through efficiency measures and minimizes energy spend by optimizing consumption</p> <p>Energy Production & Storage Using innovative design and simulation tools, energy production and storage solutions improve energy efficiency, energy availability, security of supply, and carbon reduction</p> <p>Energy Procurement With advanced procurement technologies and beneficial contract terms, these tailored procurement and supply services reduce costs, reduce risks, and create certainty</p>
<p>Digital Services</p>			