

PROPOSAL

RCSD Mech Replacements

PREPARED BY

Siemens Industry, Inc. ("Siemens")

PREPARED FOR

REDWOOD CITY SCHOOL DISTRICT

DELIVERED ON

May 21, 2025

SMART BUILDINGS

Transforming the Everyday



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Contact Information

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Date:	May 21, 2025

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Customer:	REDWOOD CITY SCHOOL DISTRICT
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Services shall be provided at:	REDWOOD CITY SCHOOL DISTRICT

Sourcewell Contract #: 030421-SIE

Account # 14129

Scope of Work

Siemens is proud to present our turnkey building management system (BMS) solution for Project RCSD HVAC Improvements.

Siemens proposes the following:

Furnish and install the Siemens Building Management System (BMS) in accordance with the drawings and specifications dated 02/20/2025 by COSTA ENGINEERS INC.

Detailed Scope of Work

The following list of equipment will be controlled and/or monitored by the BAS:

ROOSEVELT ELEMENTARY SCHOOL

Qty	System Description
36	Daikin Indoor Fan coil unit
36	Daikin Outdoor Condensing Unit
3	Carrier Packaged Heat Pump
1	Carrier Packaged Gas Electric Unit

The following equipment/systems will be controlled and/or monitored by the Siemens BMS as described. For counts per area refer to the above list of equipment per the breakdown:

(36) Indoor Fan coil Unit (FC XXX)

- Indoor fan coil unit will be connected with outdoor Heat pump unit.
- Siemens will furnish controls for the indoor fan coil unit as per the control details available in MP- A4.1.
- Outside air and return air damper actuator will be wired in series.
- Siemens to Furnish (1) Climatix RTU controller for each unit & will be connected to the BACnet IP trunk.
- Siemens to wire the following to the Climatix RTU controller:
 - (1) Outside air damper actuator with position feedback
 - (1) Return air damper actuator with position feedback.
 - (1) Economizer duct supply air temperature sensor
 - (1) Economizer duct Return air temperature sensor
 - (1) Current Switch-Unit status
 - (1) Relay-Unit start/stop

- (1) Fan Speed command
- (1) Mech Heating stage 1
- (1) Mech Heating stage 2
- (1) Mech cooling stage 1
- (1) Mech cooling stage 2
- (1) Filter Differential pressure switch
- (1) Condensate float switch
- (1) Outdoor air temperature/humidity sensor (mounted at OA intake)
- (1) Room thermostat-KNX/PL Link
- (1) Control Transformer_

(3) Packaged heat pump (AC HX)

- Siemens to furnish controls for the packaged heat pump as per the control details available in MP- A4.1.
- Siemens to Furnish (1) Climatix RTU controller for each unit & will be connected to the BACnet IP trunk.
- Economizer damper actuator & Economizer Controller will be furnished by the unit manufacturer.
- Siemens to furnish and wire the following to the Climatix RTU controller/Economizercontroller:
 - (1) Economizer damper command-Hardwire
 - (1) Economizer damper position feedback
 - (1) Current Switch-Unit Fan status
 - (1) Relay-Unit fan start/stop
 - (1) Compressor Command
 - (1) Reversing Valve Command
 - (1) Auxiliary heating command
 - (1) Supply air temperature sensor
 - (1) Filter Differential pressure switch
 - (1) Room thermostat-KNX/PL Link
 - (1) Outdoor air temperature/humidity sensor (mounted at OA intake)
 - (1) Transformer
 - (1) Occupancy Sensor
 - To be installed by thermostat_

(1) Packaged Gas Electric Unit (AC G1)

- Siemens to furnish controls for the packaged gas electric unit as per the control details available in MP- A4.1.
- Siemens to Furnish (1) Climatix RTU controller for each unit & will be connected to the BACnet IP trunk.
- Economizer damper actuator & Economizer Controller will be furnished by the unit manufacturer.
- Siemens to furnish and wire the following to the Climatix RTU controller/Economizercontroller:
 - (1) Economizer damper command-Hardwire

- (1) Economizer damper position feedback
- (1) Current Switch-Unit Fan status
- (1) Relay-Unit fan start/stop
- (1) Mech Heating stage 1
- (1) Mech Heating stage 2
- (1) Mech cooling stage 1
- (1) Mech cooling stage 2
- (1) Supply air temperature sensor
- (1) Filter Differential pressure switch
- (1) Room thermostat-KNX/PL Link
- (1) Outdoor air temperature/humidity sensor (mounted at OA intake)
- (1) Control Transformer
- (1) Occupancy Sensor
 - To be installed by thermostat

Demolition notes

- Siemens will be responsible for the removal of controls for the following mechanical equipment:
 - (4) AC Unit
 - (2) Cooling coil
 - (36) Thermostat
 - (36) Furnace

TAFT SCHOOL

Qty	System Description
32	Daikin Indoor Fan coil unit
32	Daikin Outdoor Condenser Unit
2	Carrier Packaged Gas Electric Unit

(32) Indoor Fan coil Unit (FC XXX)

- Indoor fan coil unit will be connected with outdoor Heat pump unit.
- Siemens will furnish controls for the indoor fan coil unit as per the control details available in MP- A4.1.
- Outside air and return air damper actuator will be wired in series.
- Siemens to Furnish (1) Climatix RTU controller for each unit & will be connected to the BACnet IP trunk.
- Siemens to wire the following to the Climatix RTU controller:
 - (1) Outside air damper actuator with position feedback
 - (1) Return air damper actuator with position feedback.
 - (1) Economizer duct supply air temperature sensor
 - (1) Economizer duct Return air temperature sensor
 - (1) Current Switch-Unit status
 - (1) Relay-Unit start/stop
 - (1) Fan Speed command
 - (1) Mech Heating stage 1
 - (1) Mech Heating stage 2
 - (1) Mech cooling stage 1
 - (1) Mech cooling stage 2
 - (1) Filter Differential pressure switch
 - (1) Condensate float switch
 - (1) Room thermostat-KNX/PL Link
 - (1) Outdoor air temperature/humidity sensor (mounted at OA intake)
 - (1) Control Transformer

(2) Packaged Gas Electric Unit (AC GX)

- Siemens to furnish controls for the packaged gas electric unit as per the control details available in MP- A4.1.
- Siemens to Furnish (1) Climatix RTU controller for each unit & will be connected to the BACnet IP trunk.
- Economizer damper actuator & Economizer Controller will be furnished by the unit manufacturer.
- Siemens to furnish and wire the following to the Climatix RTU controller/Economizer controller:
 - (1) Economizer damper command-Hardwire

- (1) Economizer damper position feedback
- (1) Current Switch-Unit Fan status
- (1) Relay-Unit fan start/stop
- (1) Mech Heating stage 1
- (1) Mech Heating stage 2
- (1) Mech cooling stage 1
- (1) Mech cooling stage 2
- (1) Supply air temperature sensor
- (1) Filter Differential pressure switch
- (1) Room thermostat-KNX/PL Link
- (1) Outdoor air temperature/humidity sensor (mounted at OA intake)
- (1) Control Transformer
- (1) Occupancy Sensor
 - To be installed by thermostat

Demolition notes

- Siemens will be responsible for the removal of controls for the following mechanical equipment:
 - (2) Packaged AC unit
 - (1) Cooling coil
 - (32) Furnace
 - (31) Thermostats

ADELANTE SELBY SCHOOL

Qty	System Description
41	Daikin Indoor Fan coil unit
41	Daikin Outdoor Condensing Unit
4	Carrier Packaged Gas Electric Unit

(41) Indoor Fan coil Unit (FC XXX)

- Indoor fan coil unit will be connected with outdoor Heat pump unit.
- Siemens will furnish controls for the indoor fan coil unit as per the control details available in MP- A4.1.
- Outside air and return air damper actuator will be wired in series.
- Siemens to Furnish (1) Climatix RTU controller for each unit & will be connected to the BACnet IP trunk.
- Siemens to wire the following to the Climatix RTU controller:
 - (1) Outside air damper actuator with position feedback
 - (1) Return air damper actuator with position feedback.
 - (1) Economizer duct supply air temperature sensor
 - (1) Economizer duct Return air temperature sensor
 - (1) Current Switch-Unit status
 - (1) Relay-Unit start/stop
 - (1) Fan Speed command
 - (1) Mech Heating stage 1
 - (1) Mech Heating stage 2
 - (1) Mech cooling stage 1
 - (1) Mech cooling stage 2
 - (1) Filter Differential pressure switch
 - (1) Condensate float switch
 - (1) Room thermostat-KNX/PL Link
 - (1) Outdoor air temperature/humidity sensor (mounted at OA intake)
 - (1) Control Transformer (4)

Packaged Gas Electric Unit (ACGX)

- Siemens to furnish controls for the packaged gas electric unit as per the control details available in MP- A4.1.
- Siemens to Furnish (1) Climatix RTU controller for each unit & will be connected to the BACnet IP trunk.
- Economizer damper actuator & Economizer Controller will be furnished by the unit manufacturer.
- Siemens to furnish and wire the following to the Climatix RTU controller/Economizercontroller:
 - (1) Economizer damper command-Hardwire
 - (1) Economizer damper position feedback

- (1) Current Switch-Unit Fan status
- (1) Relay-Unit fan start/stop
- (1) Mech Heating stage 1
- (1) Mech Heating stage 2
- (1) Mech cooling stage 1
- (1) Mech cooling stage 2
- (1) Supply air temperature sensor
- (1) Filter Differential pressure switch
- (1) Room thermostat-KNX/PL Link
- (1) Outdoor air temperature/humidity sensor (mounted at OA intake)
- (1) Control Transformer
- (1) Occupancy Sensor
 - To be installed by thermostat

Demolition notes

- Siemens will be responsible for the removal of controls for the following mechanical equipment:
 - (4) Packaged AC unit
 - (41) Furnace
 - (44) Thermostat
 - (15) Cooling coil

HOOVER ELEMENTARY SCHOOL

Qty	System Description
51	Daikin Indoor Fan coil unit
50	Daikin Outdoor Condensing Unit
2	Carrier Packaged Heat pump

(51) Indoor Fan coil Unit (FC XXX)

- Indoor fan coil unit will be connected with outdoor Heat pump unit.
- Siemens will furnish controls for the indoor fan coil unit as per the control details available in MP- A4.1.
- Outside air and return air damper actuator will be wired in series.
- Siemens to Furnish (1) Climatix RTU controller for each unit & will be connected to the BACnet IP trunk.
- Siemens to wire the following to the Climatix RTU controller:
 - (1) Outside air damper actuator with position feedback
 - (1) Return air damper actuator with position feedback.
 - (1) Economizer duct supply air temperature sensor
 - (1) Economizer duct Return air temperature sensor
 - (1) Current Switch-Unit status
 - (1) Relay-Unit start/stop
 - (1) Fan Speed command
 - (1) Mech Heating stage 1
 - (1) Mech Heating stage 2
 - (1) Mech cooling stage 1
 - (1) Mech cooling stage 2
 - (1) Filter Differential pressure switch
 - (1) Condensate float switch
 - (1) Room thermostat-KNX/PL Link
 - (1) Outdoor air temperature/humidity sensor (mounted at OA intake)
 - (1) Control Transformer

(2) Packaged heat pump (AC HX)

- Siemens to furnish controls for the packaged heat pump as per the control details available in MP- A4.1.
- Siemens to Furnish (1) Climatix RTU controller for each unit & will be connected to the BACnet IP trunk.
- Economizer damper actuator & Economizer Controller will be furnished by the unit manufacturer.
- Siemens to furnish and wire the following to the Climatix RTU controller/Economizercontroller:
 - (1) Economizer damper command-Hardwire
 - (1) Economizer damper position feedback
 - (1) Current Switch-Unit Fan status
 - (1) Relay-Unit fan start/stop

- (1) Compressor Command
- (1) Reversing Valve Command
- (1) Auxiliary heating command
- (1) Supply air temperature sensor (only for 1 unit)
- (1) Filter Differential pressure switch
- (1) Room thermostat-KNX/PL Link
- (1) Outdoor air temperature/humidity sensor (mounted at OA intake)
- (1) Transformer
- (1) Occupancy Sensor
 - To be installed by thermostat

Demolition Notes

- Siemens will be responsible for the demolition of controls for the following existing mechanical equipment.
 - (1) Packaged AC unit
 - (6) Cooling coil
 - (1) Package roof top unit
 - (51) Furnace
 - (52) Thermostat

Milestones

These are the prerequisites/milestones for controls startup:

Equipment & ductwork Installed allowing airflow to space

Water/Gas connected and ready for equipment use

Mechanical equipment powered up and ready for startup

Network operational and ready, including all IP addresses and switch

Durations

Startup, testing, integration into the BMS. Based on (6) 8 hours days.

Taft – 13 days (w/o Cx)

Selby - 14 days (w/o Cx)

Hoover – 15 days (w/o Cx)

Roosevelt – 14 days (w/o Cx)

Inclusions

1. Labor to provide Siemens standard submittals / record documents
 - System architecture (Siemens BACnet IP)
 - Network address schedule
 - Control installation / wiring diagrams
 - Equipment / Instrumentation datasheets
 - Point database
 - Programming
2. Labor to provide installation and wiring, to include:
 - BMS conduit as specified
 - BMS control and interlock wiring
3. Labor to provide Siemens standard startup & checkout
 - Point database verification
 - Point-to-point
 - Sequence verification
4. Labor to provide Siemens project management, to include the following:
 - BMS project scope only and associated meetings and coordination as required by project schedule (not full-time project manager)
 - Project meeting attendance
 - Project documentation requirements
 - Coordination with trades
 - Subcontractor management
 - Material ordering and delivery coordination
 - Project turnover documentation support
5. Labor to provide 47 hours of test and balance (TAB) support
6. Labor to provide 50 hours to support Commissioning Agent, to include
 - Commissioning of BMS
 - Commissioning priced on overtime
7. Labor to provide 40 hours of Owner training
8. 1-year parts and labor warranty upon beneficial use of systems
9. Extension to the existing Desigo CC
10. Furnishing of Damper actuators to the existing dampers.
11. Graphics
 1. Siemens to modify (33) existing floor plan graphics to include new HVAC units
 2. Siemens to provide (1) HVAC unit set point table (dashboards) per School (4 in total)

Exclusions

1. **DEMOLITION OF EXISTING CONTROLLERS**
 1. Existing controllers are tied to exterior lighting
 2. Siemens can provide a cost to demo existing controllers once the lighting project is complete
2. **Refurbishment of dampers (by mechanical)**
3. **Condensate flow switches (already provided by manufacturer)**
4. **Provision and install of network switches**
5. **Duct smoke detectors**
6. **Conduit in IT rooms and fan coil closets. Wiring to be exposed.**
7. Methods beyond 3M fire caulking for risers
8. Construction permits and other permits (e.g. general construction, mechanical, electrical, plumbing, security, etc.)
9. Removing, replacing, cutting, patching, or painting of ceilings or walls
10. Roof penetrations, access doors and fire caulking
11. Repair or replacement of any existing, failed, or defective components
12. Site cleanup crews and or additional labor for site cleanup of non-Siemens work
13. Overtime unless specified elsewhere on the proposal
14. New server
15. BIM work
16. Rooftop graphics
17. After hours work
18. Asbestos abatement, and work within asbestos areas
19. Additional testing due to others
20. Costs associated with multiple trips to the jobsite due to incompleteness by others
21. Damage by other contractors
22. Any consequential damages, loss of use, loss of revenue, and any third-party consequential damages
23. Per project aggregate general liability insurance
24. Professional liability insurance
25. Errors and omissions insurance
26. Bonding or special insurance
27. Owner Controlled Insurance Program (OCIP)
28. Owner provided insurance
29. 120VAC Power wiring to all new control panels and terminal box controllers
30. Lighting control panels
31. Ethernet drop to control panel for communication to the front end
32. Furnishing, monitoring or safety shutdown of vibration switches.
33. Networking, wiring, and conduit between buildings.
34. Furnishing, installing, or wiring of duct smoke detectors
35. Furnishing and/or wiring to fire, smoke or combo fire/smoke dampers
36. Wiring for fire alarm shutdown of HVAC equipment

37. Access doors
38. Temporary or standby labor and services
39. Furnishing of control dampers
40. Furnishing of door/window switches
41. Furnishing of network switches, workstation etc.

Clarifications

Project Utilities required in advance of Start-up and Commissioning

This proposal is based upon standard labor staffing with the requirement the following project utilities are available 5 work days in advance to perform our start-up and check-out procedures prior to commissioning:

- Power – to mechanical equipment and automation controllers
- Network Connectivity
- Moving Air in ductwork
- Hot Water/Electric Reheat available
- Conditioned Air available

If these utilities are not available in the timeframe indicated this may result in delays to achieve project milestones, or an increase in the contract amount due to incurring additional charges to cover overtime or additional manpower.

Additional Clarifications

1. **Roof penetration sleeves for interconnecting wiring between Daikin Split System Condenser and Fan Coil by others**
 1. **Siemens to provide interconnecting wiring (low-voltage)**
2. **Labor is priced for a schedule from June 3rd to August 12th. Commissioning labor referenced under inclusions is factored on overtime**
3. **Scope of work is priced assuming all material is ordered prior to January 1st, 2026 and labor is complete prior to October 1st, 2025.**
4. **Climatix RT Controllers to be installed in Unit Cabinets. No enclosures provided by Siemens.**
5. **Duct smoke detectors wired by others.**
6. **No high voltage beyond landing 120/24V transformer wiring is included**
7. **RCS D IT to designate port switch terminations**
8. **OA Temperature sensors for Daikin Split systems to be mounted at exterior OA louver.**
 1. **Siemens can provide an add cost to install the OA sensors at the condensers on the roof**
9. **Existing Raceways and conduit to re be reused where possible**
10. **Smoke control by Division 26**
11. **The project cost includes extension to existing siemens Desigo front end commonly for all four campus**
12. **All wiring above 24V will be provided by Division 26**
13. **The owner will need to provide IP drops to the Siemens DDC panels**
14. **Lighting controls provided by others**
15. **Owner to provide Ethernet connection to Network Interface Panels**
16. **Owner shall provide Ethernet connection to Network Interface Panels and workstation**
17. **IT connections and associated addresses will be provided by the owner**
18. **Siemens to furnish all the controls with Climatix RT controller KIT for the Indoor FCUs, Gas AC units and Packaged heat pump units.**
19. **Trenching and backfilling by others**

20. Siemens to furnish transformers for all the Climatix RT controllers.
21. **Climatix RT controllers are BACnet IP and CAT cabling is to be routed to IT closets**

Sell Price

Total Quote Price	*\$1,817,354.00
Alt. 1 Price (Outside Air Sensor mounted at HP)	\$58,792.00

THIS PURCHASE IS MADE IN ACCORDANCE WITH THE GROUP COOPERATIVE SOURCEWELL CONTRACT #030421-SIE. ALL TERMS OF SUCH SOURCEWELL CONTRACT ARE INCORPORATED HEREIN, AND THE TERMS AND CONDITIONS WILL PREVAIL EXCLUSIVELY OVER THE TERMS OF THE PURCHASE ORDER AND/OR CUSTOMER AGREEMENT. NO FEDERAL TERMS AND CONDITIONS, FEDERAL FUNDS, OR GRANTS ARE APPLICABLE TO THIS ORDER.

This price is firm for 30 days from the date of this proposal.

*Siemens' pricing is subject to adjustment for any direct or indirect new or modified taxes, duties, tariffs, or equivalent measures imposed by any U.S. or foreign governmental authority that are applicable to our offering, including any hardware, software, or service components contained therein. Siemens shall be entitled to an equitable adjustment in pricing to reflect the impacts of any such measures. Please note that the aforementioned measures specifically include any price adjustments required as a result of increased costs incurred by Siemens due to tariffs imposed by any governmental authority (including, without limitation, increased costs due to tariffs imposed by any governmental authority on Siemens' vendors).

This proposal is firm fixed price.

Payment Terms

Payment Terms Acceptance Agreement

The total price of: \$1,817,354.00 and the estimated return on investment are based on the items outlined in this proposal. ANY STATEMENTS MADE HEREIN REGARDING SAVINGS THAT MAY BE ACHIEVED BY IMPLEMENTING THE SERVICES OFFERED IN THIS PROPOSAL ARE ESTIMATES ONLY. NO WARRANTY, EITHER EXPRESSED OR IMPLIED, SHALL BE CONSTRUED TO ARISE FROM SUCH STATEMENTS, NOR SHALL SUCH STATEMENTS BE CONSTRUED AS CONSTITUTING A GUARANTEE BY SIEMENS THAT SUCH SAVINGS WILL OCCUR IF THE SERVICES ARE IMPLEMENTED.

The Buyer acknowledges that when accepted by the Buyer as proposed by Siemens Industry, Inc., this Proposal and the Siemens RAM Projects Business Standard Terms and Conditions, (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 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.

Proposal is valid for thirty (30) days from the delivery date of May 21, 2025. Payment is due within 30 days of invoice date.

Payment Terms: 25% mobilization in advance, progress payments

Total: \$1,817,354.00

Terms & Conditions Link(s)

Terms and Conditions (Click to download)

[Terms & Conditions \(Unrestricted\)](http://www.siemens.com/standard-terms-project-unrestricted)
(www.siemens.com/standard-terms-project-unrestricted)

Price Escalation. If, during the term of this Contract, the price of various materials or labor or logistics are increased as reflected by CRU/IHS Markit/CMAI/COMEX market index, then Siemens may increase the Contract Sum or apply a surcharge to Customer accordingly.

As a result of the global Covid-19 Virus outbreak, temporary delays in delivery, labor or services from Siemens and its sub-suppliers or subcontractors may occur. Among other factors, Siemens' delivery is subject to the correct and punctual supply from sub-suppliers or subcontractors, and Siemens reserves the right to make partial deliveries or modify its labor or services. While Siemens shall make every commercially reasonable effort to meet the delivery or service or completion date mentioned above, such date is subject to change.

Siemens' pricing is subject to adjustment for any direct or indirect new or modified taxes, duties, tariffs, or equivalent measures imposed by any U.S. or foreign governmental authority that are applicable to our offering, including any hardware, software, or service components contained therein. Siemens shall be entitled to an equitable adjustment in pricing to reflect the impacts of any such measures. Please note that the aforementioned measures specifically include any price adjustments required as a result of increased costs incurred by Siemens due to tariffs imposed by any governmental authority (including, without limitation, increased costs due to tariffs imposed by any governmental authority on Siemens' vendors).

To the extent applicable, the following Addendum(s) are incorporated and made part of the Siemens Standard Terms and Conditions:

Click on addendum below to read/download

[Digital Service Offerings](http://www.siemens.com/digital-service-addendum)
(www.siemens.com/digital-service-addendum)

[Monitoring](http://www.siemens.com/monitoring-addendum)
(www.siemens.com/monitoring-addendum)

[Online Backup and Data Protection](http://www.siemens.com/data-backup-addendum)
(www.siemens.com/data-backup-addendum)

[UBM or Utility Procurement](http://www.siemens.com/ubm-addendum)
(www.siemens.com/ubm-addendum)

[Software License Warranty](http://www.siemens.com/software-license-addendum)
(www.siemens.com/software-license-addendum)

[Consulting](http://www.siemens.com/rider-consulting)
(www.siemens.com/rider-consulting)

Signature Page

Proposed by:

Siemens Industry, Inc.

Company

Kris Gilmour

Name

9474338

Proposal #

\$1,817,354.00

Proposal Amount

May 21, 2025

Date

Accepted by:

REDWOOD CITY SCHOOL DISTRICT

Company

Name (Printed)

Signature

Title

Date

Purchase Order # PO for billing/pmnt only PO not required