

**City of San Bernardino**  
**Finance Department, Purchasing Division**  
**JUSTIFICATION OF SINGLE/SOLE SOURCE REQUEST**

**ITEM Description:** HVAC Services

**DATE:** 10/11/2023

**Select Source:**

  X   Sole Source: Item is manufactured and/or only distributed by one vendor.

       Single Source: Item is available from several vendors, but item is the only one that will work.

**Please answer all questions in detail, in order to prevent delays in the evaluation.** Please do not provide one sentence answers. If any additional pages are needed to answer all questions, please attached all pages to this document.

- 1. Why is the acquisition restricted to this good/service/supplier? (Explain why the acquisition cannot be competitively bid). Please enter answer below:**

Large HVAC systems, such as the one utilized for the Police Department building, are very complex and involve significant digital controls. Familiarity with these types of control systems requires specialized knowledge of their operation to successfully diagnose, program, and make modifications to the system. From previous experience, it is difficult to receive an accurate cost for a project requiring integration of existing software/systems.

- 2. Describe the uniqueness of the purchase (why was the good/service/supplier chosen?) Please enter the answer below:**

Western Allied Corporation is the leading provider of the specific control system needed to operate the HVAC system at the Police Department building. They are the company that originally programmed the system and continue to provide maintenance.

- 3. What are the consequences of not purchasing the good/service or contracting with the proposed supplier?**

The project would take significantly longer to complete, which increases the likelihood of existing HVAC failure. The existing HVAC control system is obsolete and requires replacement to ensure uninterrupted operation of the system. An increase in cost can also occur as unfamiliarity with the current system may lead to unforeseen changes, requiring additional software and/or hardware.

- 4. What market research was conducted to substantiate the single source, including evaluation of other items considered?**

- a. (Please provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The names, addresses and phone numbers of suppliers contacted and the reasons for not considering them must be included or an explanation of why the survey or effort to identify other goods/services was not performed.)**

Three perspective contractors were contacted to evaluate and provide an estimate to update the HVAC system for the police department building. WCM Associates, located at 1590 E Victoria Ave. in the city of San Bernardino, was reached out to several times by Facilities Maintenance Supervisor Manuel Sanchez. An email with the scope of work was sent but they were non-responsive to the requests for a quote. WCM Associates can be reached at 909-799-5988 or by email [wcmassociates@gmail.com](mailto:wcmassociates@gmail.com). A second contractor, Davidson's Air Conditioning and Heating, located at 495 S Sierra Way. in the city of San Bernardino, indicated they were not familiar with maintaining the energy management system or hydronics utilized by the police department building. They estimated an additional 20-30% in total cost for time spent becoming familiar with the HVAC system, to perform the necessary services effectively. This would increase the cost and amount of time needed to complete this project. Due to the unfamiliarity of the current HVAC system, they declined to provide a quote. Davidson's Air Conditioning and Heating can be reached at 909-885-2703 or by email [davidsonac@aol.com](mailto:davidsonac@aol.com).

Since Western Allied Corporation has extensive knowledge of the current system, the city would not need to pay the additional costs to become familiar with the system. Having Western Allied Corporation provide this service will also reduce the time it will take to upgrade the HVAC system, as any unforeseen elements become very limited. Existing familiarity with the system also reduces the potential for issues to arise during construction. Western Allied Corporation may be reached at 562-944-6341.

- 5. How was the price offered determined to be fair and reasonable? Explain what the basis was for comparison and include cost analyses as applicable. (I.E. Compared to vendor's previous or current offer to the city or to another agency/company – or any other method of comparison that will substantiate fair and reasonable pricing in the absence of competition)**

Western Allied Corporation recently upgraded the City of Ontario's Police Department HVAC system, which was very similar in scope of work. The cost for this project was within 5-10% of the quote provided to the City of San Bernardino. Western Allied Corporation confirmed the quote provided in July of 2023 will still be honored. Given the cost increases of labor and materials, we believe this quote to be fair and reasonable. In addition, pricing will be sought and evaluated prior to authorizing any specific work to be performed under this agreement.

6. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.

Being the original contractor who installed the current energy management system and hydronics, Western Allied Corporation in our opinion can provide the most accurate cost assessment for this project. As previously mentioned, our department has experienced drastic cost increases utilizing contractors who are not familiar with existing HVAC management systems. When upgrading complex systems, it is in the best interest of the city to seek out vendors who were involved in the original design. Doing so will ensure these upgrades will be implemented in an efficient and timely manner.

1.

Department Head

Date

2.

(Up to \$100,000)  
Purchasing Manager

2/5/2024

Approved ☒ Not Approved ☐

Date

Justification: provided

n/a

n/a

3. Over \$100,000 – must be submitted for City Council Approval with the Purchasing Manager in concurrence.

# WESTERN ALLIED CORPORATION

Mechanical Contractors / Controls Division  
Contractors License No. 198821



July 19, 2023

**Subject: San Bernardino Police Department – BMS Controls Upgrade**

Western Allied is please to submit the following controls proposal for San Bernardino Police Department building located on 710 N. D Street, San Bernardino. This proposal is based on mechanical drawings and site survey. The following specific items are listed to describe and / or clarify the work and items included in this proposal.

## SCOPE OF WORK

- A.** DDC Server and Backbone
  - a.** Provide LonWorks multi-protocol communication backbone.
  - b.** Provide a new Adesto SmartServer IoT web server for graphics, scheduling, alarming, and trending.
  - c.** Replace existing iLON with SmartServer IoT (SSIoT) and relocate it into the main control panel.
  - d.** Provide all low voltage conduit and cabling necessary.
- B.** AC Units
  - a.** Provide graphical user front end to monitor and control the AC units via the new SSIoT.
- C.** Hot Water System
  - a.** Provide controls for boiler and pump(s).
  - b.** Provide, install, and monitor temperature sensors for boiler supply temp, building supply and return temps.
  - c.** Integrate the hot water system into the Building Management System (BMS).
  - d.** Provide graphical user front end to monitor and control the equipment.
- D.** (80) Variable Air Volume Boxes
  - a.** Provide controls for VAV unit including controller, damper actuator, and wall thermostat.
  - b.** We are assuming that all hot water valves are in working condition. See Option #1 below for valve replacement.
  - c.** Integrate the VAVs into the Building Management System (BMS).
  - d.** Provide graphical user front end to monitor and control the VAVs.
- E.** (12) Exhaust Fans
  - a.** Provide controls for Exhaust fans including start/stop, status, and alarm.
  - b.** Monitor outside air temperature, and outside air relative humidity.
  - c.** Provide graphical user front end to monitor and control the Exhaust Fans.
- F.** Option #1 – Replace Heating hot water valves as they are found defective
  - a.** Experience suggests that somewhere around 25-40% will not be operating properly and need to be replaced, but that it is fair to assume that most will need to be replaced in the next 10-15 years.
  - b.** Provide new Belimo control valves.
  - c.** Replace, wire and test all heating hot water Valves.
  - d.** Heating system shall be un-operational during the duration of valve replacement work as sections of the piping need to be isolated and drained of water.
- G.** Option #2 – Replace Heating hot water Valves on all VAVs (80 zones), done as a single project.
  - a.** Provide new Belimo Valves for all zones.
  - b.** Replace, wire and test all heating hot water Valves.

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- c. Heating system shall be un-operational during the duration of valve replacement work as sections of the piping need to be isolated and drained of water.

## EXCLUSIONS

- A. Any VFD communication cards.
- B. Any line-voltage or power electrical conduit.
- C. Any electrical power or lighting.
- D. Any 120VAC to control panels.
- E. Staging area and restroom facilities.
- F. Any plan check and permit fees.
- G. Any structural, electrical power/lighting, fire sprinkler, life/safety work, or plumbing.
- H. Any liquidated damages of any kind excluded.
- I. Any cutting/patching/framing of drywall or plaster wall.
- J. Any painting.
- K. Any asbestos or hazardous material abatement work.
- L. Any CEC Title 24 testing and acceptance.
- M. Any air-balance.
- N. Any water-balance.
- O. Any roof work or protection.
- P. Any overtime or double time hours.
- Q. Any parking costs.
- R. Any costs for freight elevator usage after hours for stocking materials.
- S. Any roofing.
- T. Tie into life safety system of the building.
- U. Overtime labor except for stocking of materials. Working hours included from 6AM to 2:30PM Monday – Friday.
- V. Covering of duct openings and protection of mechanical equipment during demolition phase of project.
- W. Any phased construction schedules.
- X. Any supervision of other trades.

## PRICING

- A. Our price for the work above is **\$238,050.00** including sales tax.
- B. Option #1 - replace zone heating hot water valve as they are deemed defective (cost per zone): **\$1,195**
- C. Option #2 - replace (80) zone heating hot water valves is **\$87,500**

If you have any questions, please feel free to give us a call. We appreciate any feedback that you can give us. If there is anything that we can do, please let us know.

Thank you for the opportunity to provide this proposal to you.

Sincerely,

Alpesh Mistry  
Western Allied Corporation