

**HENDERSON COUNTY
BOARD OF COMMISSIONERS**

MEETING DATE: April 5, 2021

SUBJECT: Purchase and Installation of Delta Control DDC System at Historic Courthouse

PRESENTER: Andrew Griffin, Facilities Director

ATTACHMENTS: Vendor Proposal
N.C.G.S. 143-129 (e)(6)
Sole Source Confirmation Letter from Vendor

SUMMARY OF REQUEST:

The Board is requested to approve the attached proposal and authorize staff to proceed with the procurement, installation, and integration of a Delta Control DDC System at the Historic Courthouse via the sole source exception as allowed under N.C.G.S 143-129 (e)(6). As a sole source contract with County government, approval of this agreement by the Board of Commissioners is required.

The sole proposal was received from Champion Systems, Inc. for a total price of \$54,700.00. The Historic Courthouse currently utilizes Carrier equipment and system controls, whereas the Historic Courthouse Annex utilizes the Delta Controls DDS system. The integration and consolidation of the Delta Controls DDS system offers a holistic approach to the needs of the entire structure and provides standardization for staff and maintenance programs in the future. Additionally, no other system will provide the same capability, as these features are proprietary to Delta Controls front end and the Delta Control Hardware currently existing in the Historic Courthouse Annex.

The purchase and installation of the control system is a part of the FY21 Planned Projects budget.

BOARD ACTION REQUESTED:

The Board is requested to accept the bid proposal from Champion Systems and authorize Henderson County staff to proceed with the purchase, installation, and integration of a Delta Control DDC System using the sole source exception to as allowed under N.C.G.S 143-129 (e)(6).

Suggested Motion:

I move the Henderson County Board of Commissioners award the contract for the purchase, installation, and integration of a Delta Control DDC System to the sole bidder, Champion Systems for \$54,700.00 and authorize staff to proceed with the purchase using the sole source exception to formal bidding as allowed under N.C.G.S 143-129 (e)(6).



Champion Systems Inc.

206 Hillstone Drive

Jamestown, NC 27282

VOICE: (336) 885-2441

FAX: (336) 454-2378

Cell: (336) 687-2011

EMAIL: ramos@championsystemsinc.com

29 years service!

February 22, 2021

PROPOSAL

#JA-20200421-01

TO:

Estimator

FROM:

Robert Amos

Champion Systems, Inc.

PROJECT:

Building Automation System

Historic Courthouse

Hendersonville, NC

PROPOSAL:

We propose to furnish and install a complete **DELTA CONTROLS** DDC System for the above referenced project, per your plans and our specifications.

Addendum 0 (is/are) acknowledged.

• Includes:

Delta Controls System with DDC Controls for each of the following in the Base Bid:

- AHU – Qty of 8
 - Reuse compatible devices
 - Reuse damper motors and control valves
 - Replace VFD Qty of 2 (for VAV units)
- ChW System
 - Chiller– Qty of 1
 - CHW Pump – Qty of 2
 - Reuse Pipe temp sensors
- HW System
 - Boiler – Qty of 1
 - HW Pumps– Qty of 2
 - Reuse compatible devices
- VAV/FPB – Qty of 31
 - Reuse HW valve
 - Field mounting of controllers
 - Color display stat
- FCU – Qty of 7
 - Reuse HW/ChW valve
 - Field mounting of controllers
 - Color display stat

Reuse all wiring for DDC Control System

Owner Training, 4 hours

Integrate network into existing County Delta Server

Presumes license has space for new points

Add equipment and floor plan color graphics into existing BAS Web software



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Sales Use Tax

- Excludes:
 - Provision or installation of instrumentation on BACnet units
 - Starters, disconnects, VFD's or combination starter/disconnects not listed above
 - Smoke, fire, or combination fire/smoke dampers
 - Thermometers, access doors, and pressure gauges
 - Providing of Fire Alarm devices including duct detectors or mounting of Fire Alarm devices
 - Inspection fees, permit fees, misc fess (if required, prepay and bill
- Our Proposal is based on NET 10 terms progress payments. All overdue payments subject to 1.5% surcharge. Our Proposal is valid for 30 days.

Base Price \$54,700.00

§ 143-129. Procedure for letting of public contracts.

(e) Exceptions. - The requirements of this Article do not apply to:

(6) Purchases of apparatus, supplies, materials, or equipment when: (i) performance or price competition for a product are not available; (ii) a needed product is available from only one source of supply; or (iii) standardization or compatibility is the overriding consideration. Notwithstanding any other provision of this section, the governing board of a political subdivision of the State shall approve the purchases listed in the preceding sentence prior to the award of the contract.



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29 years service!

March 26, 2021

TO:

**Henderson County Maintenance
Chris Hill**

FROM:

Robert Amos
Champion Systems, Inc.

PROJECT:

Historic Courthouse
HVAC Controls Retrofit

Hi Chris,

We appreciate the opportunity to provide Delta Controls products for your proposed project. As you know Delta products have many features that your team enjoys

There are no other products in the industry that can provide the level of integration that we can offer, as these features are proprietary to Delta Controls front end and the Delta Control Hardware.

I hope this explanation is helpful to your team in understanding the industry that we are in.

Sincerely,

R. F. Amos

Robert F. Amos, President
Champion Systems, Inc.

A 29 year certified partner of Delta Controls



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