

PROPOSAL

TAMUSA MNS SW UPG 2022 - 2023

PREPARED BY

Siemens Industry, Inc.

PREPARED FOR

TEXAS A&M UNIVERSITY-SAN ANTONIO

DELIVERED ON

September 15, 2022

SMART BUILDINGS

Transforming the Everyday



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Contact Information

Proposal #:	7143704
Date:	September 15, 2022

Sales Executive:	Gregg Stapleton
Branch Address:	12001 Network Blvd Suite 318, San Antonio 78249
Telephone:	210-931-1712
Email Address:	gregg.stapleton@siemens.com

Customer Contact:	CORRIN LE VASSEUR
Customer:	TEXAS A&M UNIVERSITY-SAN ANTONIO
Address:	1 UNIVERSITY WAY SAN ANTONIO TX 78224-3134
Services shall be provided at:	TEXAS A&M UNIVERSITY-SAN ANTONIO 1 UNIVERSITY WAY SAN ANTONIO TX 78224-3134

Executive Summary

The Services proposed in this agreement are specifically designed for TEXAS A&M UNIVERSITY-SAN ANTONIO, and the services provided herein will help you in achieving your facility goals.

Our Services

Customer Objectives

As the owner of Sygnal™, the world-class mass notification system available only from Siemens Industry, you want to have the peace of mind knowing that your system will function and operate fully when you need it most, in times of an emergency.

Current Situation

Sygnal™ is a passive system. It operates only in times of need. In order to ensure proper operation when it is needed, Siemens recommends that every Sygnal™ mass notification system be 100% tested at least once per year.

Software Support and Updates

Siemens will provide you with software and documentation updates to your existing Siemens Sygnal software as they become available (approximately twice semiannually). Included is onsite training to familiarize you with the new features and their associated benefits associated with the newest updates for the Sygnal™ Application Software Suite and the Linux operating system software, ensuring that their premise-based mass notification system performs beyond your expectations. These updates deliver the benefits of Siemens Industry, Inc. commitment to compatibility by design, a commitment unique in our industry. Software licenses covered under this service are itemized in the List of Maintained Equipment. (Upgrades to PC's and related workstation hardware are excluded unless specified elsewhere).

This is an optional service which provides unlimited support and upgrades for the Sygnal™ System as well as the added benefit of facilitating final commissioning by allowing local customization of the operating software. If a support agreement is not purchased, no system upgrades or bug fixes will be able to be delivered to customer's system. The annual software agreement must be first established at the commissioning of the system.

All updates are evaluated thoroughly to ensure each customer's system functionality and integrity. All updates can either be delivered remotely through a web application or can be installed locally by a local technician.

The Sygnal™ premise-based system is most commonly installed within the customer's IT infrastructure and hence the typical security risks of an IT network interconnected to the internet exists for Sygnal™. The security updates provided through the software agreement is critical to continuously protect the Sygnal™ system from those risks.

Scope of Support

- Annual software support agreement for a 1- 20 software licenses.
- Licenses System. The current system has 21 licenses. (Exception to charge at the lower tier - next tier is \$1500 additional cost).
- Coverage: 8:00 am - 5:00 pm EST, Monday -Friday. From: September 1, 2022 - August 31, 2023
- Provide technical support services to the customer via remote electronic and telephone access for support of the Customers Layered Solutions' Products related to:
 - Assistance with troubleshooting the system as installed and operating.
 - Assistance with diagnosing failures of hardware.
 - Provide new versions and updates of the licensed software.
 - Consult and assist with the installation of new versions and updates of the licensed software
 - Provide ten (10) hours of remote professional services by phone.

Siemens will ensure that company is assisting with troubleshooting efforts and will provide:

- Remote access to the applicable server hosting the licensed software via HTTP (port 80) and SSH (port 22) from the Layered Solutions public IP address (38.123.6.67). VPN access by Layered Solutions support staff to the customers server is also an acceptable method of remote access.

*Note: In the event that the customer does not provide remote access, by which Layered Solutions personnel or its agents can access such server, the time and effort required in diagnosing and directing corrective action by Layered Solutions shall be greatly lengthened.

Customer is responsible for providing a primary point of contact to facilitate troubleshooting and coordination efforts.

Customer is responsible for providing a secondary point of contact in the event the primary point of contact is unavailable.

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 operations 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 help you achieve the outcomes you expect.

Fire Safety industry acronyms used in the following service descriptions:

AHJ – Authority Having Jurisdiction

NFPA – National Fire Protection Association

Emergency Response Times - Fire

Emergency Online/Phone Response

Billable Service

Online system and software troubleshooting, and diagnostics and phone support will not be provided under the coverage of this agreement. Siemens will respond to your request for emergency on-line/phone support, when available, upon receiving notification of an emergency, as determined by your staff and Siemens, but all service performed will be provided as a billable service. If remote diagnostics determine a site visit is required to resolve the problem, a technician can be dispatched. Depending on your contract coverage, the on-site dispatch will be covered or will be a billable service call.

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.

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.

Service Agreement Contract Characteristics

Description	FIRE
Hours of Coverage	No Coverage
Response Times (Phone/Online)	Billable
Response Times (Onsite/Emergency)	Billable
Remote Services	No
Third Party Systems	No
Monitoring	No
Additional Labor Discount	20.0%
Additional Material Discount	0.0%

Labor and material costs for troubleshooting problems and repairing or replacing components are managed separately. These costs can be billable. See List of Maintained Equipment. Material discounts, when applicable, are as follows:

- Material discounts do not apply to third party or non-Siemens manufactured components.

Service Details

Fire

Service Description	Qty	Frequency	Year
Fire Alarm Mass Notification Software Upgrade	1	1	1

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:

Gregg Stapleton - Sales Executive manages the overall strategic service plan based upon your current and future service requirements.

Ken Bennett - Client Services Manager is responsible for ensuring that our contractual obligations are executed, your expectations are being met and you are satisfied with the delivery of our services.

John Davis - Primary Service Specialist is responsible for performing the ongoing service of your system.

Eduardo San Miguel - Service Operations Manager is responsible for managing the delivery of your entire support program and service requirements.

Joanne Nazaroff - Service Coordinator is responsible for scheduling your planned maintenance visits and managing your emergency situations by taking the appropriate action.

Terms and Conditions

Terms and Conditions (Click to download)

[Terms & Conditions](#)

(www.siemens.com/standard-terms-

Price Escalation. If, during the term of this Contract, the price of various materials or labor or logistics are increased as reflected by CRU, CMAI, COMEX market indexes or IHS Markit, then Siemens may increase the applicable yearly Investment or apply a surcharge 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.

Attachment A

Riders (Click on rider below to download)

[SI Fire Life Safety Rider](#)

(www.siemens.com/rider-fls)

[SI Exclusions and Clarifications](#)

(www.siemens.com/rider-clarification)

Agreement Terms for Investments

Services shall be provided at:

1 UNIVERSITY WAY
SAN ANTONIO, TX 78224-3134

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 1 Period beginning 2022-09-01 through August 31, 2023. After the expiration of the Initial Term, this Agreement shall ~~automatically~~ have the option to renew for ~~successive~~ a one-year period upon an agreement with both parties through an Addendum. 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 5.5% or as allowed per this proposal. In addition, each renewal term pricing shall be adjusted for any additions or deletions to services selected for the renewal term.

Initial Term Investments:

Period	Period Range	Billing Frequency	Annual Price
1	Sep 1,2022 - Aug 31,2023	Annually	\$17,940.00
Multi-Period Investment Total			\$17,940.00

*Amount Due In Advance Based On Billing Frequency

Applicable sales taxes, if included in the investment amount, are estimated only and will be calculated based on local requirements at the time of invoicing. The pricing quoted in this Proposal are firm for 90 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.

Proposed by:

Siemens Industry, Inc.

Company

Gregg Stapleton

Name

7143704

Proposal #

\$17,940.00

Proposal Amount

September 15, 2022

Date

Accepted by:

TEXAS A&M UNIVERSITY-SAN ANTONIO

Company

Kathryn Funk-Baxter

Name (Printed)

Kathryn Funk-Baxter
Signature

VP for Business Affairs : CFO
Title

12/7/2022
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>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 systems 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>Optimize Performance & Productivity</p> <p>Maximize building performance with intelligent & connected systems that include productivity, sustainability, seamless customer service</p> <ul style="list-style-type: none"> Optimized system performance Automated equipment processes Increased building resiliency through data insights <p>Optimization Planning Planning and prioritization of improvement measures to increase building and/or process performance and efficiencies</p> <p>Proactive Services Systems are alerted 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>Building & Construction Support Training, coaching, and on-site support to increase staff productivity and knowledge</p> <p>Workforce Enablement On-site and/or remote resources monitor system events and alarms, and take appropriate action</p>	 <p>Protect Lifecycle Investment</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>Refits & 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>Enhance Energy Management & Sustainability</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 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 risk, and create certainty</p>
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Digital Services