

Resolution #21-0197  
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**RESOLUTION AUTHORIZING A SOLE SOURCE CONTRACT WITH SCHNEIDER  
ELECTRIC BUILDINGS AMERICAS, INC. FOR REPLACEMENT OF AIR  
HANDLERS AT THE BENTON**

**WHEREAS**, as part of the planning for the City’s \$20 million renovation at The Benton in 2017-2018, the project team value-engineered replacement of the existing outdated commercial mechanical system to ensure the overall project remained within the budget; and

**WHEREAS**, at that time, a mechanical engineering consultant was engaged to prepare the scope to bring the system up to current industry standards. The scope included a Building Automation System (BAS) that would control HVAC units automatically in real-time, allowing the units to operate in the most energy-efficient manner; and

**WHEREAS**, because the City did not have sufficient capital funds to replace all 30 air handlers at one time, the City never bid out the project; and

**WHEREAS**, last year, the City contracted with Schneider Electric Buildings Americas, Inc. (Schneider Electric) for their BAS and to begin the replacement and programming of the air handler controls, starting with the new foyer space of The Benton. Schneider’s BAS was installed, and nine of the thirty HVAC units had their controls upgraded to the system; and

**WHEREAS**, City staff recommend awarding a sole source contract to Schneider Electric for \$184,463 to replace seven more air handlers, bringing the total replaced to 16; and

**WHEREAS**, funds would come from the City’s annual contribution to address capital maintenance needs at The Benton; and

**WHEREAS**, G.S. 143-129(e)(6) provides an exception for sole-source purchases that do not require formal bidding when “standardization or compatibility is the overriding consideration.” Schneider Electric’s BAS is a proprietary system. Contracting with Schneider Electric is required

to ensure the compatibility for the HVAC controls to communicate with their Building Automation System.

**NOW, THEREFORE, BE IT RESOLVED** that the Mayor and City Council of the City of Winston-Salem hereby authorize a sole source contract with Schneider Electric Buildings Americas, Inc., consistent with G.S. 143-129(e)(6), for replacement of seven air handlers at The Benton.

**BE IT FURTHER RESOLVED** that the City Manager is authorized to execute a contract on behalf of the City.