

**PROPOSAL**

Alternate Add for Antioch SD 34 Hill Crest BAS Design Migration

**PREPARED BY**

Siemens Industry, Inc. ("Siemens") – Using Sourcewell Contract 080824-SIE

**PREPARED FOR**

ANTIOCH COMMUNITY CONSOLIDATED SCHOOL DISTRICT 34 – Sourcewell Member # 41192

**DELIVERED ON**

March 13, 2026

SMART BUILDINGS

# Transforming the Everyday



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## Contact Information

|             |                |
|-------------|----------------|
| Proposal #: | 10454125       |
| Date:       | March 13, 2026 |

|                  |   |
|------------------|---|
| Sales Executive: | AJ DeGeorge   |
| Branch Address:  | 1701 Golf Rd. Bldg 3 Suite 500<br>Rolling Meadows, IL 60008 |
| Telephone:       | 224-342-3448  |
| Email Address:   | anthony.degeorge@siemens.com                                |

|                                |  |
|--------------------------------|--|
| Customer Contact:              | Maria Treto-French, Cuauhetmoc Mendez                                |
| Customer:                      | ANTIOCH COMMUNITY CONSOLIDATED SCHOOL DISTRICT 34                    |
| Address:                       | 964 SPAFFORD ST<br>ANTIOCH IL 60002-1459                             |
| Services shall be provided at: | Hill Crest Elementary School<br>433 E Depot St.<br>Antioch, IL 60002 |

## Executive Summary

Siemens is pleased to provide the following proposal to migrate your Building Management System to the new Desigo CC Workstation. The Insight workstation, which has been an integral component to your Apogee building automation system, has been in existence since 1998 and has reached its end of life. Our new workstation, Desigo CC, has been designed and developed based upon customer demands for easier to use, smarter, more robust, adaptable, and open systems.



Desigo CC brings your existing APOGEE System System into the digital age with a modern integration platform ready to meet your changing needs. We continue to develop new solutions that help our customers take advantage of new applications, innovations, and integrations.

Key features available with Desigo CC:

- Latest IT standards
- Open development platform
- Cloud ready
- Mobile accessibility
- Cyber safety monitoring
- Backward compatibility
- Multi discipline Capability
- Ecosystem for integration



The migration modernizes your building automation system, giving it enhanced functionality and flexibility and lays the foundation for a state of the art "Smart Building". As a result, you'll be well positioned to incorporate many of the latest Smart Building technologies.

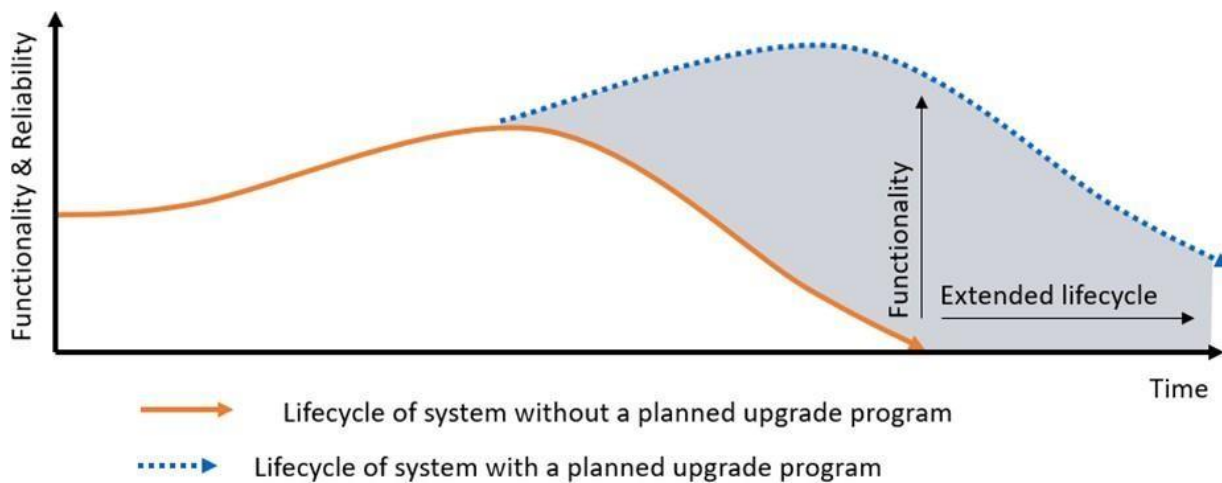
## Desigo CC multi-discipline platform

|  |  |   |
|--|--|---|
| <br>HVAC  | <br>Fire Safety | <br>Security                   |
| <br>Power | <br>Lighting    | <br>Third-party<br>integration |

## Benefits of a Planned Migration Strategy

Siemens Smart Infrastructure has a roadmap for upgrading your system to the latest platform. The migration modernizes your building automation system, giving it enhanced functionality and flexibility and lays the foundation for a state of the art "Smart Building".

Your initial investment in the Siemens Apogee software platform many years ago now provides a strong foundation for the future. In most cases, a planned upgrade of your automation system will allow for a smooth transition to our new platform while minimizing any downtime. Additionally, as the diagram below depicts, replacing your old software with a new system allows you to build upon your existing investment. A planned migration program provides a clear path to the latest technology, increasing functionality and reliability while reducing lifecycle costs. The Desigo CC upgrade has been engineered to be cost-effective and minimize the operational downtime for your facility and its occupants.



As your business partner, Siemens is backing our commitment to help you stay current with technology by extending the value from your past system investments. This migration strategy allows you to leverage your past investments in engineering, programming, training, hardware and software.

## Cost Benefits of a Fast Forward Migration

|                                      | New Installation | With the Fast Forward Migration Program |
|--------------------------------------|------------------|---|
| System Engineering                   | \$\$             |   |
| Field Wiring/Electrical Installation | \$\$             |   |
| <b>Field Panel Hardware</b>          | <b>\$\$</b>      | <b>\$</b>                               |
| Sensors & Actuators                  | \$               |   |
| Programming                          | \$               |   |
| Workstation Hardware                 | \$               |   |
| Graphics Creation                    | \$               |   |
| Create New Point Database            | \$               |   |
| <b>Tools to Convert Database</b>     |                  | <b>\$</b>                               |
| System Commissioning                 | \$               |   |
| Operator Training                    | \$               |   |
| <b>System Startup</b>                | <b>\$\$</b>      | <b>\$</b>                               |
| Extended System Downtime             | \$               |   |
| Facility Operation Impact            | \$               |   |
| Total Systems Switchover Cost        | \$\$\$\$         |   |
| Total Panel Conversion Cost          |                  | \$                                      |

A powerful feature provided in your new controller is Adaptive Control, a sophisticated closed loop control algorithm that auto-adjusts to provide more efficient, robust, fast, and stable control than traditional Proportional, Integral, Derivative (PID) control.

## Scope of Work

| Workstation Hardware / Software | Included in Scope    |
|---------------------------------|----------------------|
| Monitors                        | Provided by customer |
| Server(s)                       | Provided by customer |
| Workstations                    | provided by customer |
|                                 |                      |

| ALN / FLN / BLN              | Included in Scope |
|------------------------------|-------------------|
| Networks                     | 2                 |
| Total Controllers            | 10                |
| Total Points (I/O & Virtual) | 461               |
| # Panels Migrated (Hardware) | 6                 |
| # Panels Migrated (Firmware) | 6                 |

| Database Customization | Quantity |
|------------------------|----------|
| User Accounts          | 2        |
| Points Renamed         | None     |
| Trends                 | 3        |
| Reports                | 5        |



| Graphics   | Included in Scope |
|------------|-------------------|
| # Upgraded | 20                |

| Customer Training        | Included in Scope |
|--------------------------|-------------------|
| Hours Delivered (Onsite) | 8 hours           |
| Classes Included         | 0                 |
|                          |                   |

## **Exclusions**

Overtime Labor

Ethernet/IP Network Drops

Network Switches

Network Firewall

Server/Client Workstation(s)

Floor Level Device Migrations

Communication Protocol Conversions

Coring & Risers

Cutting & Patching

## **Clarifications**

All work is to be completed during normal hours of operation. Desigo CC database migrations for Hillcrest and Early Learning Center are contingent upon utilizing existing Desigo CC server. Desigo CC operation is contingent upon Ethernet/IP Network Infrastructure. Migration of remaining legacy Area Level Network equipment at Hillcrest must be completed prior to Desigo CC implementation and is inclusive of the above scope. Existing point naming conventions and communication protocols are to be retained. Any deviation from the above scope of work will result in a change order.

## Sell Price

|                   |               |
|-------------------|---------------|
| Total Quote Price | \$137,020.00* |
|-------------------|---------------|

- THIS PROPOSAL IS FIRM FIXED PRICE
- THIS PURCHASE IS MADE IN ACCORDANCE WITH THE GROUP COOPERATIVE SOURCEWELL CONTRACT #080824-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 reserves the right to adjust prices to reflect the impact of any new or modified taxes, duties, tariffs, or equivalent measures, whether direct or indirect, imposed by any U.S. or foreign governmental authority that are applicable to our offering, including any hardware, software, or service components contained therein.*

## Payment Terms

### Payment Terms Acceptance Agreement

The total price of: \$137,020 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 Buildings 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 March 13, 2026. Payment is due within 30 days of invoice date.*

***Payment Terms: 25% mobilization in advance, progress payments***

***Total: \$137,020***

Siemens Industry, Inc. invoices paid by credit card may be subject to a surcharge of up to 2%.

## Siemens Terms of Sale (STS)

Terms of Sale (Click to download)

[Base Terms \(United States\)](#)

Buyer agrees that Siemens shall be authorized, at its discretion and without consent, to utilize any of its world-wide affiliates to perform (subcontract) work under this Agreement. (Buyer agrees that) Buyer's data may be viewed or accessed from outside the United States by Siemens world-wide affiliates. Buyer data may be stored and/or accessed in the United States or other countries in which Siemens or our (subcontract) affiliates operate.

**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.

**To the extent applicable, the following Supplements are incorporated and made part of the Siemens Terms of Sale:**

Click on supplement(s) below to read/download

[Solutions Supplemental Terms](#)

[Hardware Supplemental Terms](#)

The order of precedence is stated in the Base Terms (United States).

To the extent the Offerings are purchased through an existing master or frame agreement, the terms and conditions of that agreement shall apply instead of the Siemens Terms of Sale.

Siemens reserves the right to adjust prices to reflect the impact of any new or modified taxes, duties, tariffs, or equivalent measures, whether direct or indirect, imposed by any U.S. or foreign governmental authority that are applicable to the Offerings, including any hardware, software, or service components contained therein.

Siemens is entitled to amend these terms and conditions at any time without prior notice. Previous and Retired versions of Base Terms & Supplemental Terms can be found here: [www.siemens.com/terms-of-sale](http://www.siemens.com/terms-of-sale)

**Signature Page**

**Proposed by:**

Siemens Industry, Inc. – Sourcewell 080824-SIE

\_\_\_\_\_  
Company

AJ DeGeorge

\_\_\_\_\_  
Name

10454125

\_\_\_\_\_  
Proposal #

\$137,020

\_\_\_\_\_  
Proposal Amount

March 13, 2026

\_\_\_\_\_  
Date

**Accepted by:**

ANTIOCH COMMUNITY CONSOLIDATED  
SCHOOL DISTRICT 34 – Sourcewell Member  
#41192

\_\_\_\_\_  
Company

\_\_\_\_\_  
Name (Printed)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

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

