

PROPOSAL

SAMES AUTO ARENA - DESIGOCC

PREPARED BY

Siemens Industry, Inc. ("Siemens")

PREPARED FOR

CITY OF LAREDO

DELIVERED ON

July 13, 2026

STATE & LOCAL GOVERNMENT

Transforming the Everyday



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Contact Information

Proposal #:	9038700
Date:	July 13, 2026

Sales Executive:	Chris Bomnskie
Branch Address:	12001 Network Blvd Suite 318 San Antonio, TX 78249
Telephone:	210-240-9071
Email Address:	smith.michael@siemens.com

Customer Contact:	Lorena L. Lopez-Mata
Customer:	City of Laredo
Siemens Sourcewell Contract #121024-SIE	City of Laredo Sourcewell Member ID# 20319
Address:	6700 ARENA BLVD
	LAREDO TX 78041-1949
Services shall be provided at:	CITY OF LAREDO
	6700 ARENA BLVD LAREDO TX 78041-1949

Scope of Work

Siemens is proud to present our turnkey building management system (BMS) solution for Project SAMES Auto Arena. This scope was derived from the drawings titled "SAMES AUTO ARENA HVAC CHILLER & CONTROLS REPLACEMENTS" dated 6/6/25, but includes only the immediate scope described herein.

Scope of Work

General notes:

- Siemens proposes to migrate the entirety of the Siemens BAS to the New Desigo CC user interface
- (3) Antiquated controllers to be migrated to newest PXC BACnet IP (ALN) controller hardware
- All existing controls, wiring and end devices will be reused unless explicitly stated as new
- Any existing controls not explicitly listed in this scope will continue to be monitored and/or controlled as they are today

(1) Water cooled chilled water system (2 Chillers, 2 CHWP, 2 CWP, & 2 CT):

- Siemens will provide new or reuse existing controls to control and monitor the following points:
 - (2) Chiller- Start/Stop [DO-Relay]
 - Comm via BACnet/MSTP (new)
 - (2) Evaporator entering & leaving temperature sensor- AI (new)
 - (2) Condenser entering & leaving temperature sensor- AI (new)
 - (2) Chiller CHW control valve w/ feedback- AO & AI
 - (2) Chiller condenser isolation valve w/ feedback- AO & AI
 - (2) CHW differential pressure sensor- AI
 - (1) Flow meter- AI (new)
 - Installed by others
 - (1) Building differential pressure sensor- AI (new)
 - Piping to be installed by others
 - (1) Bypass valve w/ feedback- AO & AI (new)
 - Provided and installed by others
 - (2) Common CHWS & R temperature sensor- AI
 - (2) CHWP VFD hardwired- Start/Stop [DO- Relay] + Status [DI- CSR]
 - Comm via BACnet/MSTP (new)
 - Refrigerant leak detector- BACnet/MSTP integration (new)
 - Provided and installed by others
 - (2) CT fan VFD hardwired- Start/Stop [DO- Relay] + Status [DI- CSR]
 - (1) Speed signal - AO (new)
 - Comm via BACnet/MSTP (new)
 - (2) CWP hardwired- Start/Stop [DO- Relay] + Status [DI- CSR]

- (1) Basin water temperature sensor- AI (new)
- (2) High & low water level alarm- DI (new)
 - Provided and installed by others
- (1) Fill valve status- DI (new)
 - Provided and installed by others
- (1) CT bypass valve w/ feedback- AO & AI

Inclusions

1. Allowance for up to \$75,000 to cover labor and materials needed to rectify issues with failed devices in existing Siemens BAS found during execution of project
2. Labor to provide Siemens standard submittals / record documents
 - Project management
 - Subcontractor management
 - Coordination with customer and trades
 - Control installation / wiring diagrams
 - Point database
 - Programming
 - Graphics
3. Siemens to provide New DesigoCC software & workstation.
4. BACnet communication wiring by siemens.
5. Siemens will include 1 year warranty.
6. Performance and Payment Bond

Exclusions

1. Construction permits and other permits
2. Removing, replacing, cutting, patching, or painting of ceilings or walls
3. Roof penetrations, access doors and fire caulking
4. Site cleanup crews and or additional labor for site cleanup of non-Siemens work
5. Overtime/After hours work
6. Asbestos abatement, and work within asbestos areas
7. Additional testing due to others
8. Costs associated with multiple trips to the jobsite due to incompleteness by others
9. Damage by other contractors
10. Any consequential damages, loss of use, loss of revenue, and any third-party consequential damages
11. Per project aggregate general liability, Professional liability, Errors and omissions, Bonding or special insurance
12. Owner Controlled Insurance Program (OCIP) or Owner provided insurance
13. Certified payroll, Wage scale or Davis-Bacon wages
14. 120VAC Power wiring
15. Ethernet drop to control panel for communication to the front end
16. Motor starters, HOA switches, VFD's, or contactors
17. Networking, wiring, and conduit between buildings.
18. Furnishing, installing, or wiring of duct smoke detectors
19. Furnishing and/or wiring to fire, smoke or combo fire/smoke dampers
20. Access doors

Clarifications

1. Owner shall provide Ethernet connection to Network Interface Panels and workstation
2. A maximum of (2) graphics submissions for customer approval unless specified otherwise
3. All ethernet network, IP drops, IT connections and associated addresses by others
4. Existing AHU valves and actuators to remain.
5. Siemens does not currently control valves on dehumidifiers
6. Siemens will exclude control of EF-18 since it is controlled by Chiller emergency refrigerant exhaust system
7. Siemens will exclude control & monitoring of exhaust fan EF-19 since it is controlled by ice plant emergency refrigerant exhaust system
8. Siemens will exclude control & monitoring of exhaust fan EF-20 since it has existing controls in the laundry room
9. Any failed devices can be quoted for replacement separately

Sell Price

Total Quote Price	\$422,477.00
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This price is firm for 30 days from the date of this proposal. Sales tax NOT included.

Payment Terms

Payment Terms Acceptance Agreement

The total price of: \$422,477.00 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 RAM 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 July 13, 2026. Payment is due within 30 days of invoice date.

Payment Terms: 25% mobilization in advance, progress payments

Total: \$422,477.00

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

Terms & Conditions Link(s)

Terms and Conditions (Click to download)

[Terms & Conditions \(Unrestricted\)](#)

(www.siemens.com/standard-terms-project-unrestricted)

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.

THIS PURCHASE IS MADE IN ACCORDANCE WITH THE GROUP COOPERATIVE SOURCEWELL CONTRACT #121024-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.

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.

To the extent applicable, the following Addendum(s) are incorporated and made part of the Siemens Standard Terms and Conditions:

Click on addendum below to read/download

[Monitoring Rider](#)

(www.siemens.com/rider-monitoring)

[Online Backup and Data Protection](#)

(www.siemens.com/rider-data-backup)

[UBM or Utility Procurement](#)

(www.siemens.com/rider-ubm)

[Software License Warranty](#)

(www.siemens.com/rider-software-license)

[Consulting](#)

(www.siemens.com/rider-consuling)

[Third Party \(Smart Air Quality™\)](#)

(www.siemens.com/rider-air-quality)

Signature Page

Siemens Sourcewell Contract #121024-SIE

City of Laredo Sourcewell Member ID# 20319

Proposed by:

Siemens Industry, Inc.

Company

Chris Bomnskie

Name

9038700

Proposal #

\$422,477.00

Proposal Amount

July 13, 2026

Date

Accepted by:

CITY OF LAREDO

Company

Name (Printed)

Signature

Title

Date

Purchase Order # ☐ PO for billing/pmnt only ☐ PO not required