



Sole Brand Waiver Kansas City Code Section 3-7

DATE: June 17, 2021

TO: Keely Golden, Procurement Manager
Pat Klein, Director of Aviation Department 

FROM: Ian Redhead, Deputy Director of Operations and Maintenance

SUBJECT: Solicitation Waiver Procurement from Siemens Industry, Inc.

It is recommended that in accordance with Code Section 3-3, the solicitation requirements of Code Section D number 5 to make a one-time purchase equipment for the upgrade of terminal public address system through Siemens Industry, Inc. as it is necessary to provide essential services or meet city contractual obligations.

A sole brand has been approved for the manufacturer of this system, in partnership with AtlasIED and ECD. The Aviation Department is requesting to enter into contract with Siemens Industry, Inc to purchase the particle upgrade consisting of system components, set-up/configuration and system assurance plan to maintain the current terminals' public address system capabilities until opening of the new terminal project in two years. Siemens and partners have the unique and specialized experience to provide the upgrade components that will work with current system in existing terminals as well as used for spare parts with the new terminal system to maximize City's return on investment.

The estimated total for this purchase order is \$641,084. The current terminal public address system is subject to failure at any time and in urgent need of this upgrade purchase as it will provide the continued use of automated flight and terminal information, as well as direct airline boarding and airport public safety announcements needed by the traveling public and required to continue terminal operations until completion of new terminal project. The Aviation Department has searched other options, including an entirely new public address system at a cost of around \$1.2 million and believe this is the only company that can accomplish the upgrade in the most effective time frame and cost.

If you have any questions, please contact Ian Redhead at 816-243-3100.

DocuSigned by:

DA4266F30A55473...

6/25/2021

Darrell Everette, Acting Procurement Services Manager
Acting Procurement Services Manager

Date

CC: Department Director