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Board of Commissioners
Agenda Item Transmittal Form
Procurement/Contract Transmittal Form

Type of contract: 1 year <input type="checkbox"/> Multi-year <input checked="" type="checkbox"/> Single Event <input type="checkbox"/>	Contract #: BOC Approval Date:
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<input type="checkbox"/> Submission Information	<input type="checkbox"/> Vendor Information
Contact Name: Sharon Webb Department: Rockdale County EMA Project Title: Maintenance Plan for Weather Sirens Funding Account Number: 100-3920-522200-04 <i>See summary for Yrly cost</i> Contract amount: \$122,126.80 / 5 YR cost Contract Type: Goods () Services (X) Grant () Contract Action: New () Renewal () Change Order () Original Contract Number:	Vendor Name: American Signal Corp. ANS Services, LLC - GA Address: 541 Kings Way, Unit B Address: Swedesboro, NJ 08085 Email: mdalonzo@ans-service.com Phone #: 856-264-1336 Contact: Mike D'Alonzo Term of contract: 5 year contract 9/1/24 - 8/31/29

Chief Financial Officer Signature I have reviewed the attached contract, and the amount is approved for processing. <i>Michelle Lyons</i> 1/13/2025 Signature: _____ Date: _____	Procurement Manager Signature I have reviewed the attached contract, and it is in compliance with Purchasing Policies of Rockdale County. <i>Zinat Malone</i> 10/14/24 Signature: _____ Date: _____
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Detailed Summary of Contract:

5 year maintenance plan for Weather Siren – replacement of main batteries in year 2 & 5.

Yr 1 - \$25,000.00
 Yr 2 - \$24,281.70
 Yr 3 - \$24,281.70
 Yr 4 - \$24,281.70
 Yr 5 - \$24,281.70

original cost of equipment & installation \$217,158.37

Department Head/Elected Official Signature: <i>Shara Webb</i>	Date: 10/9/2024
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2025-26



January 7, 2025
August 13, 2024 – original proposal date
Rev 1 August 27, 2024 – rev 1 proposal date

Sharon Webb
Director
Rockdale County Emergency Management Agency
3500 E Fairview Rd SW
Stockbridge, GA 30281

Dear Sharon,

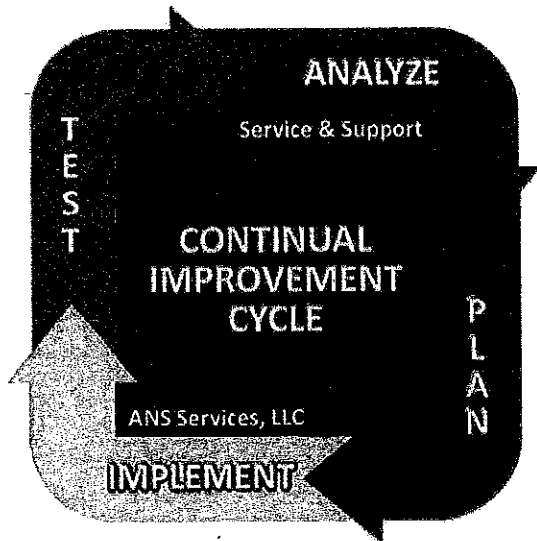
I am providing you with a copy of the ANS Services siren service & maintenance proposal. Below you will find details of how we provide customers with top siren service and maintenance in the industry.

MAINTENANCE PHILOSOPHY

Our goal at ANS Services LLC is to not only provide the best in class preventive maintenance and restoration services to our clients, but also to help our clients manage their life safety systems. Through comprehensive system maintenance, monitoring and support our clients achieve and maintain “Top Quartile” performance in the siren industry while we drive towards 100% reliability.

ANS Services CONTINUAL IMPROVEMENT CYCLE

A Continual Improvement Cycle has been developed and implemented to better coordinate the processes involved with providing our clients with the best service and support possible. This model demonstrates ANS Services’ proactive approach to improving system performance.



1. **ANALYZE** – Analyze current system performance through comprehensive system performance trending.
2. **PLAN** – Create System Improvement Plans (SIPs) based on analysis to improve system performance and reliability.
3. **IMPLEMENT** – Manage the implementation of SIPs to ensure planned goals are met.
4. **TEST** – Test the results of SIPs to gauge the effectiveness of system analysis and validate the results of improvement planning.

ANS Services STANDARD SUPPORT CONTRACT



The following describes ANS Services standard support contract offerings for Rockdale County. As this documents intent is to describe standard items, it is important to understand that support contracts can be customized.

SYSTEM CARE MANAGER

A key concept to ANS Services support model is the role of our System Care Manager (SCM). ANS Services assigns a System Care Manager to all of the alert notification systems within our clients' inventory. It is important to note that we do not simply assign an account manager to your contract but rather we assign an SCM to each alert notification system supported. Each

SCM has the primary goal of implementing the Continual Improvement Cycle and driving towards 100% system reliability. The SCM's function is to continually evaluate system performance, client requirements, and industry trends to ensure that the client achieves and maintains top quartile performance in the nuclear industry. Using the Continual Improvement Cycle, your SCM will prepare for and present system statistics during monthly siren system meetings, either onsite or via teleconference, as desired. Additionally, your SCM can provide valuable technical assistance evaluating Nuclear Industry Operating Experiences as they occur. Your SCM will act as a single point of contact for all preventive maintenance, corrective maintenance, and support contract needs.

SYSTEM MONITORING AND PERFORMANCE TRENDING

ANS Services does not wait to react, we strive to prevent. Our goal is to be the primary care giver for your alert notification system. With your cooperation, the SCM assigned to Rockdale will perform the following system monitoring and performance trending as part of the Continual Improvement Cycle.

- Collect Test Results – Where possible ANS Services receives all daily, weekly, quarterly and annual system test reports. These reports are analyzed and the data is used to create trending reports.
- Monthly Log File Analysis – Although the daily test results provide a solid picture of system performance, there is additional technical information available in the raw system log files.
- 24/7 Support Hotline - For many of our clients ANS Services is the first point of contact when a system error occurs. We provide a 24/7 emergency hotline to be used by EOC personnel at the system control points. The hotline is used to contact our technical support staff and report system issues, or to resolve an issue over the phone. Once notified of an issue our technical staff will notify the appropriate personnel and apprise them of the issue and path forward.
- Remote Access – For ANS Services to provide system monitoring, a network connection must be provided to the NEXGen server for ANS emailed daily reports & remote access. This access can help alleviate the need for support from EOC resources during system maintenance and testing. The network connection will be at the counties cost.



PREVENTIVE MAINTENANCE

To provide our clients with top quartile performance and to continually drive towards 100% reliability, ANS Services has developed the most comprehensive support package to offer our clients.

Complete PM - The Complete PM includes performing the maintenance, inspection and tuning criteria for the effected site integrating the preventive maintenance procedures of the equipment manufacturer, industry maintenance procedures, and ANS Services maintenance procedures. The Complete PM includes maintenance activities on the entire siren site from the grounding system to the siren head. ANS has access to OEM parts and material as an added benefit. ANS Services recommends Complete PM services be performed annually. Low or control PM year 1, 3 & 5. A High or Full PM completed year 2 & 4.

Control Point PM – Control Point PM is performed annually per manufacturer, industry maintenance procedures, and ANS Services requirements. As the heart of the siren systems command and control functions, the control points must be kept in optimal operating condition at all times. This includes not only performing the maintenance items on the hardware and communications platforms, but also evaluating the performance of any associated computer hardware, operating system and peripheral devices. Maintenance will be performed utilizing the equipment manufacturer’s requirements and any additional requirements provided by the client and ANS Services.

Environment PM – In additional to maintaining the equipment at the level required to reach top quartile performance, ANS Services will evaluate and recommend changes to the remote site environment to ensure system performance. Environmental PM ensures that a ten foot radius around the Siren Head is free of encroaching tree limbs or growth. This Environmental Maintenance will also ensure that no growth or vegetation is making contact or touching the siren pole or the RTU/Control Cabinets. Environmental PM is completed once per year durign regular maintenance.

Maintenance documentation along with pictures provided subsequent to work performed.

EMERGENCY SERVICES

ANS Services will provide 24/7 on call emergency response services. Our typical response commitment to be onsite is 4 hours from notification.

ANS Services owns and operates our own fleet of 40’, 65’, 75’ bucket trucks and material handlers. ANS Services owns and operates pole setting equipment to support our clients in the event of storm or other disaster. In addition to ANS Services resources, we have strategic agreements in place with nationwide utility equipment providers to augment our resources if required.



24/7/365 1(800) # available for use where technician & management are on call.

The ANS Services 2024 rate sheet is used for cost considerations when a technician is requested outside of normal maintenance.

ANS Services employs engineers, project manager professionals (PMP), construction managers, RF engineers & SME, master electricians, electronic technicians, siren technicians, IT professionals and heavy equipment operators; all with decades of experience in the alert notification and Construction/communication industry.

Our employees possess the following credentials:

- American Signal Corporation Certified
- DOT Supervisor Certified
- OSHA Safety certified
- TWIC card holders
- Bucket truck certified
- Boom truck certified
- Digger Derrick certified
- CDL driver

FIELD READINESS

ANS 2 Minute Site Safety Drill

1. What hazards are in the area?
2. How could I get hurt?
3. Do we have the proper PPE?
4. Do we have the necessary tools?
5. Are we on the correct Unit/Train/Component?
6. Are the appropriate safety barriers in-place/available?
7. Have all positionable components been identified within the 2 Foot Zone of planned work?
8. Are the appropriate robust operational barriers/flagging in place/available?
9. What else could go wrong?
10. Do we need to or have we changed our plan?

Hazard Assessment

- Body positioning – Avoid Line – of – Fire
- Sharp Surfaces
- Pinch Points / Clearance
- Falling Objects / Suspended Loads
- Electrical Flash
- Chemical Spills



- **Projectiles (Unexpected Pressure)**
- **Lifting Angle**

Environment

- **Adequate Lighting & Ventilation**
- **Slip / Trip Hazards**
- **Sharp, Hot or Wet Surfaces**
- **Obstructions (pipes, beams, etc.)**
- **Adequate Means to Enter & Exit**
- **Housekeeping Allows Work**
- **Heat Stress Conditions**

Key Fundamental Behaviors

- **ENSURE equipment is in a safe condition prior to starting work**
- **STOP and CORRECT unsafe behaviors or conditions**
- **STOP and REPORT equipment abnormalities**
- **NEVER proceed when faced with uncertainty! Always STOP work and place equipment in a safe condition. SEEK guidance and assistance from supervision.**

Pre-Mobilization Briefing (EXAMPLE)

Note: A discussion between the Field Foreman, System Care Manager and ANS Management is to occur prior to any mobilization into the field regardless of client, system, project or task/mission at hand.

1. Where are we going?
2. What is the plan?
3. Safety concerns?
4. Any history associated with the site?
5. Picture review
6. Tool review
7. Vehicle/truck review (IFTA, DVIR)
8. Expectations for the day?
9. Who is communicating with stakeholders and ASC Management?
10. Any testing scheduled?
11. Weather Forecast?
12. Any concerns or Uncertainty?
13. Confirmation that the 2 Minute drill card will be used on site as a site brief
14. Do we need to change our plan?



Maintenance Agreement

It's been discussed and agreed to spread out the cost of the current siren system enhancement across a 5-year maintenance plan.

****On August 14, 2024, Rockdale County selected the cellular option for communication enhancement** Per ANS quote # 2270, the total cost for this option is \$75,826.80. The county would like to apply \$25,000 to the cellular option up front.**

Pricing Breakdown:

Cell option cost (increase from original cell quote due to 5 years worth of cell modem service & network set up fee)	\$ 75,826.80
Initial payment	\$ 25,000.00
Residual	\$ 50,826.80

Maintenance year 1	\$ 8,700.00
Maintenance year 2	\$ 8,970.00
Maintenance year 3	\$ 9,250.00
Maintenance year 4	\$ 9,540.00
Maintenance year 5	\$ 9,840.00
total maintenance cost	\$ 46,300.00

Total amount to spread out over 4 years (residual + total maintenance cost)	\$ 97,126.80
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Year 1 invoicing Sept. 2024 (initial payment)	\$ 25,000.00
Year 2 invoicing Sept. 2025 (\$73,636.80/4)	\$ 24,281.70
Year 3 invoicing Sept. 2026 (\$73,636.80/4)	\$ 24,281.70
Year 4 invoicing Sept. 2027 (\$73,636.80/4)	\$ 24,281.70
Year 5 invoicing Sept. 2028 (\$73,636.80/4)	\$ 24,281.70
Total cost of cell option & maintenance	\$ 122,126.80



Invoice to be submitted on September 1 of each year & payment due net 10

ANS Services recommends replacing the main batteries in year 2 & year 5. These batteries will be at market price and labor will be assumed during maintenance. Battery costs are in addition to standard maintenance costs.

The ANS Services 2024 rate sheet is used for cost considerations above & beyond normal regular maintenance. This includes emergent work, corrective maintenance and work, travel time from Macon, and bucket site time & travel time.

If you have any questions at all about this proposal, please do not hesitate to contact me.

Thank you,

Mike D'Alonzo August 20, 2024

Mike D'Alonzo
ANS Services
856-264-1336

Accepted by:

The County of Rockdale Georgia.

Print: Janice Van Ness, Chair + CEO

Signature: X

Date: _____

ATTEST:

Jennifer O. Rutledge, County Clerk

Approved as to form

M. Qader A. Belg, County Attorney



Added language requested by the County.

MUTUAL RELEASE/INDEMNIFICATION

Each party hereby agrees to indemnify and hold harmless the other party from any form of action, lawsuit or claim brought by or on behalf of the indemnifying party's employees, agents or invitees and related in any way to Product/Equipment/Services supplied by ANS under this Agreement. Each party expressly agrees that the obligation of indemnity under this Paragraph extends to an action, lawsuit or claim alleging negligence of the indemnitee.

GOVERNING LAW

This Agreement shall be construed and interpreted according to the provisions of the laws of the State of Georgia.