



Exhibit G

Competitive Negotiation Waiver Request

Date: 01/06/2022 Division: Facilities-Parks Fiscal Year: 21-22

Requestor: Bruce Atkinson Phone Number: 689-4400

Vendor: Advanced Automation Systems, Inc

Item: Proprietary Building Control Systems Utilizing Delta Controls for VSCSC, Jail-F Bldg, Jail

Estimated Expenditure for the above item: \$ \$6,749.00

Check all entries below that apply to the proposed purchase.
Attach a memo containing justification and support documentation.

- Sole source request is for the original manufacturer or provider; there are no area distributors.
- The part/equipment/item is not interchangeable with similar parts of another manufacturer.
- This is the only known item or service that will meet the specialized needs of this division or perform the intended functions.
- The part/equipment/item is required from this source to permit standardization.
- The part/equipment/item is requested for purchase as a product sample for product testing purposes.

The undersigned requests that competitive negotiation procedures be waived and the vendor identified above be authorized as the supplier for the requested item.

Michael F. Jara
Digitally signed by Michael F. Jara
DN: cn=Michael F. Jara,
email=michael.jara@sumtercountyfl.gov, c=US
Date: 2022.01.07 08:18:25 -05'00'

Department Director/Authorized Designee

Department

Date

Purchasing Use Only

Reviewed by: **Emily Morrison**
Digitally signed by Emily Morrison
Date: 2022.01.07 08:40:29 -05'00'

Purchasing Staff

Date

Approved
 Denied

Comments:

Approved by: **Becky Segrest**
Digitally signed by Becky Segrest
Date: 2022.01.07 09:00:19 -05'00'

Date

Comments:



07 October 2021

Bruce Atkinson
Facilities and Parks Manager
Board of Sumter County Commissioners
8033 E County Rd 466
Lady Lake, FL 32162

Subject: Delta Controls' Partner – Advanced Automation Systems, Inc.

Dear Mr. Atkinson:

Delta Controls has developed an outstanding reputation in the DDC marketplace based on the quality of its products and through the careful selection of its distributors.

Please be advised that Advanced Automation Systems, Inc. is an authorized Delta Controls' Partner for the Tampa Bay area of Florida including Sumter County and is committed to excellence in all aspects of the project delivery system. This is a business relationship that is valued and will remain in effect as per our Delta Distributorship Agreement. The Florida market represents an important component of our marketplace and Delta Controls is committed to providing full sales, service, and installation capabilities to these customers.

As part of the Delta Controls commitment to our distributors and their clients, we are dedicated to providing full support and warranty of our products through

- Forward/backward compatibility pathways to legacy systems
- Long term product functionality
- Factory technical support and training
- System Solution quality control via ISO 9001:2015

At Delta Controls, we are more than proud of our prominence among our rivals. Largely because this position stems from an acute sensitivity to market needs like yours, and dedicated distributors like Advanced Automation Systems, Inc., with a commitment to excellence in installation and service.

Regards,

Robert Hemmerdinger
Chief Sales & Marketing Officer

Head Office

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