

CHRONOLOGY OF THE AGENDA ITEM
Contract Renewal
Sole Source Distributor
Control Concepts Inc. (CCI) –HVAC Instrumentation and Controls

Scope

Renewal -Sole Source Vendor Contract – Control Concepts, Inc. (CCI) – HVAC Instrumentation and Controls. Control Concepts is the exclusive vendor installer for the iNTREO system that supports the Staefa/Talon system for building automation and controls.

Contract Term:

The approval of the contract with Control Concepts, Inc. as a Sole Source vendor and distributor of the iNTREO system supporting Staefa/Talon software systems must be approved on an annual basis.

The contract is effective upon Board Approval and a fully executed contract for a contract term of one (1) year beginning May 2026, through May 2027.

Background

In 2002, DeKalb County School District standardized Staefa/Talcon as the exclusive controls system for all schools and facilities in the District. The District's existing Building Automation System operates on the **iNTREO product line**, which is manufactured exclusively by **Delta Controls**.

Control Concepts, Inc., is the exclusive sole source distributor and installer of the iNTREO system in the State of Georgia, making it the only vendor capable of providing a compatible system expansion, integration, programming, and ongoing support for the District's BAS infrastructure.

The Board previously approved Control Concepts, Inc. as a Sole Source Vendor on **January 11, 2016**, and again on **October 19, 2020**, to support the District's standardized controls platform.

This renewal will ensure continued system compatibility, cybersecurity integrity, and operational continuity across approximately 140+ facilities utilizing the District's centralized BAS network.

Approval of this renewal is critical to maintaining the integrity and functionality of the District's Building Automation System. Due to the proprietary nature of the **Delta Controls iNTREO platform** and the District's long-standing standardization, Control Concepts, Inc. remains the only qualified provider in Georgia capable of:

- Providing fully compatible hardware, software, and system expansions
- Maintaining system warranties and manufacturer compliance
- Ensuring seamless integration with existing BAS infrastructure
- Delivering secure remote access and system support (including VPN connectivity and backend system access)

- Supporting troubleshooting, diagnostics, and emergency repairs without system disruption

Utilizing alternative vendors would introduce significant risks, including system incompatibility, loss of standardization, cybersecurity vulnerabilities, increased costs, and potential operational disruptions across multiple school sites.

This renewal supports the District's strategic goal of providing **safe, efficient, and well-maintained facilities** by ensuring reliable HVAC system control, energy management, and indoor environmental quality for students and staff.