BUNCOMBE COUNTY SCHOOLS
PREPARING STUDENTS FOR THEIR TOMORROW

Maintenance & Facilities Department

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buncombeschools.org

MEMORANDUM

TO: Dr. Rob Jackson
Superintendent

FROM: Clark Wyatt
Director of Maintenance & Facilities

DATE: June 4, 2026

SUBJECT: Sole Source Justification - Harris Integrated Solutions (Automated Logic)

This memorandum requests Board approval to award a sole source contract to Harris Integrated Solutions for the upgrade, maintenance, and expansion of the District's Building Automation System (BAS).

Harris Integrated Solutions is an exclusive factory-authorized dealer and service provider for Automated Logic controls in our region.

The district's facilities currently operate using Automated Logic's proprietary hardware and software to manage HVAC and energy management systems. To maintain system compatibility, protect existing warranties, and ensure reliable operation, all programming, installation, and service work must be completed by an authorized Automated Logic dealer.

Justification for Sole Source Procurement

Automated Logic operates under a strict geographic dealership network. Harris Integrated Solutions is the sole authorized dealer with exclusive rights to sell, install, and service Automated Logic products within our service territory. No other vendor has authorized access to proprietary software patches, firmware updates, programming tools, or factory-direct replacement parts required to maintain and support the existing system.

RECOMMENDATION:

To ensure the continued safety, efficiency, and seamless operation of our facilities, it is recommended that the Board approve the sole source contract award to Harris Integrated Solutions.

Attachments: Harris Integrated Solutions - ALC Territory Statement

CC: Chip Cody, Assistant Superintended
Tina Thorpe, Chief Finance Officer
Lisa Sharpe, Purchasing & Risk Manager

IN WITNESS WHEREOF, the parties hereto have executed this Agreement by and through their duly authorized representatives on the dates indicated below.

OWNER

_____

Dr. Rob Jackson
Superintendent
Buncombe County Schools

_____

Rob Elliott
Chair, Board of Education
Buncombe County Schools

_____

Tina Thorpe
Chief Financial Officer
Buncombe County Schools

ATTEST:

Name:_____ **Signature:** _____

Title:_____

AutomatedLogic

January 5, 2026

To Whom it May Concern:

Subject: Automated Logic Dealer Representation

Automated Logic Corporation (ALC) has a distribution network comprised of factory-owned branch offices and authorized partners across the globe who share our commitment toward product excellence and unparalleled customer support. These relationships combine our financial strength and engineering resources with the experience, service and commitment you'll find at the local level. It's a combination that will serve you without equal – and continues to keep Automated Logic at the forefront of innovative building control.

The dealer distribution network for North America is represented by participating ALC Dealer Representatives and ALC Branches. Automated Logic recognizes the network offices by geographic boundaries. Please note that Harris Integrated Solutions; is the only independent authorized dealer in their service area geography which includes:

State of South Carolina

North Carolina Counties to include:

Avery, Buncombe, Cherokee, Clay, Graham, Haywood, Henderson, Jackson, Macon, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania, Yancey, Alexander, Ashe, Catawba, Cleveland, Burke, Caldwell, Gaston, Lincoln and Watauga.

Harris also operates in select other geographies, partnering with ALC on national accounts, critical and special projects and contributes to ALC's ongoing research development and beta test programs.

Please do not hesitate to contact me should you have any comments, questions or requirement for additional information.

Thank you,

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