



HVAC EQUIPMENT, INSTALLATION, SERVICE & RELATED PRODUCTS
Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 20-04

RFP Issued: February 13, 2020

Pre-Proposal Date: March 3, 2020

Response Due Date: July 14, 2020

Proposals Received: #8

Awarded to: Daikin Applied – R200401

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 20-04 on February 13, 2020, to establish a national cooperative contract for HVAC Equipment, Installation, Service & Related Products.

The solicitation included cooperative purchasing language in Sections I. Scope of Work:

NATIONAL CONTRACT

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, has partnered with OMNIA Partners to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The Region 4 is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”). Appendix D contains additional information about OMNIA Partners and the cooperative purchasing agreement.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 ESC website
- OMNIA Partners, Public Sector website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- The Herald-News, IL
- Las Vegas Review-Journal, NV

On July 14, 2020 proposals were received from the following offerors:

- Johnson Controls, Inc.
- Sun Mechanical Contracting, Inc.
- BLUE BOX AIR, LLC
- Daikin Applied Americas, Inc.
- SVL, Inc.
- HACI Service LLC
- TDIndustries, Inc.
- APS Building Services, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that three (3) companies (Johnson Controls, Inc., Daikin Applied Americas, Inc., and TDIndustries, Inc.) all demonstrating the ability to provide the services outlined in the solicitation while offering competitive pricing to members.

Region 4 ESC executed agreements with a contract effective date of October 1, 2020.

Contract includes:

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| • HVAC Equipment and Parts | • HVAC Rentals |
| • HVAC Installation | • Advanced Controls Systems |
| • HVAC Maintenance and Repair Services | • LED Lighting Solutions |
| • HVAC Retrofits and Replacement Services | |

Term:

Initial three-year agreement from October 1, 2020 through September 30, 2023 with the option to renew for two (2) additional one-year periods through September 30, 2025.

Pricing/Discount: Discount on equipment, competitive labor rates by regional area.

OMNIA Partners, Public Sector Web Landing Pages: <https://public.omniapartners.com/suppliers/daikin-applied/contract-documentation#c35322>