



HVAC SOLUTIONS, RELATED PRODUCTS AND SERVICES
Executive Summary

Lead Agency: Region 4 Education Service Center (ESC) **Solicitation:** 24-09

RFP Issued: June 20, 2024

Pre-Proposal Date: July 11, 2024

Response Due Date: August 1, 2024

Proposals Received: #12

Awarded to: Daikin Applied Americas, Inc, Parts Town, LLC, and TDIndustries, Inc.

Region 4 ESC Department of Procurement issued RFP 24-09 on June 20, 2024, to establish a national cooperative contract for HVAC Solutions, Related Products and services.

The solicitation included cooperative purchasing language in Section I. Scope under National Contract:

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix E, Exhibit A, has partnered with OMNIA Partners, Public Sector, Inc., a Delaware corporation (“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. Region 4 ESC 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”) and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on Appendix E, or as otherwise agreed to. Appendix E contains additional information about OMNIA Partners and the cooperative purchasing program.

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

- Region 4 ESC’s IonWave website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ
- Albany Times Union, NY

- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal
- Kennebec Journal, ME

On August 1, 2024 proposals were received from the following offerors:

- Austin Air Systems
- CASPR Technologies
- Creative Air Mechanical Services
- Daikin Applied Americas, Inc.
- Filterbuy Inc.
- K Corp
- McClure Co.
- Midwest mechanical
- NORESCO
- Parts Town, LLC
- TDIndustries
- Veregy

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Daikin Applied Americas, Inc., Parts Town, LLC, and TDIndustries and proceeding with contract award(s) upon successful completion of negotiations.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses.

Region 4 ESC, OMNIA Partners and the following offerors successfully negotiated a contract: Daikin Applied Americas, Inc., Parts Town, LLC, and TDIndustries. Region 4 ESC executed the agreements, each with a contract effective date of January 1, 2025.

Contract includes: The suppliers provided federal funds certifications which are available on the OMNIA Partners website for review.

Term:

Initial three (3) year agreement from January 1, 2025 through December 31, 2027 with the option to renew for two (2) additional one-year periods through December 31, 2029.

Pricing/Discount: Pricing is posted on the microsite for each awarded Supplier.