

**EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY**

RFP TITLE: Environmental Energy Solutions and Related Items – ESC Region 19 Allied States Cooperative
RFP NUMBER: 15-7098
RFP OPENING DATE: February 3, 2015
CONTRACT TERM: Date of award until February 28, 2016 with an option to extend a period of one (1) year with an option to renew annually for an additional four (4) years
(Extended by Region 19 until February 28, 2017)
(Extended by Region 19 until February 28, 2018)
(Extended by Region 19 until February 28, 2019)
(Extended by Region 19 until February 28, 2020)
FUNDING SOURCE: Various
RFP's ISSUED: 140
RESPONSES: 4
ADVERTISEMENT DATES: Washington Post & El Paso Times December 23 and December 30, 2014
BOARD MEETING DATE: March 26, 2015

RECOMMENDED FOR AWARD ~~**Automated Control Systems, Inc.**~~ * Terminated as of 6/18/19
Control and Equipment Company, Inc.
~~**Long Building Technologies, Inc.**~~ *Terminated as of 6/18/19
~~**Louisiana Controls, Inc.**~~ *Terminated as of 11/5/18

TOTAL (estimated) \$ 5,000,000.00/ year

EXPLANATIONS:

Award of this contract will enable ESC-Region 19 and its Purchasing Cooperative members to utilize vendors who have a Certification by the National Environmental Balancing Bureau (N.E.B.B.) to perform both Air and Hydronic Testing, adjusting and balancing of Commercial Heating Ventilating and Air Conditioning Equipment to improve efficiency and reduce energy consumption. Firms who responded currently own and have factory trained staff to operate and Ultrasonic Time Transit Flow Meter to be able to accurately measure Hydronic Fluid flow without having to drill and install test ports in any facility's piping system. All vendors provided documentation they have full time employees Factory trained and Certified to sell, provide installation and factory warranty work on Variable Frequency Drives (VFD) which improve efficiency and reduce energy costs on all electric motors and are Factory trained and certified to sell, provide installation and factory warranty service on Energy Management Control Systems. Numerous related manufacturers were also included in each response which will also be part of this solicitation. Cost works coefficients and city cost indexes will be used under this contract when other services may be required to complete work that is tied to the requested scope and conditions in this proposal.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19 Allied States Cooperative

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19 Allied States Cooperative

Martin Camacho
ESC Region 19 Allied States Cooperative

Mary Jane Lopez
ESC Region 19 Allied States Cooperative

Contact Information:

~~Automated Control Systems, Inc.~~ *Terminated as of 6/18/19

~~Wayne Durr~~

~~P.O. BOX 9566~~

~~Metairie, LA 70055-9566~~

~~504-885-3694~~

~~Fax: 504-885-3700~~

~~www.acscompanies.com / wdurr@acscompanies.com~~

Warranty Information

a) Does Vendor offer extended parts and labor warranties? If yes, state length of warranty.

~~Our standard warranty is one (1) year and can offer extended warranty periods if necessary.~~

b) Does Vendor provide extended warranties and/or maintenance Contracts at an additional cost to ASC members? If so, the extended warrantee maintenance contract must be submitted as a separate line item.

~~Yes, if there needs to be an extended warranty and/or maintenance we will submit that as a separate line item when required.~~

c) Give examples of governmental entities where Vendor has extended labor warranties. Include length of these warranties.

~~We currently do not have extended warranty periods on any projects under contract. We do however, have on going maintenance contracts that are renewed annually. We are waiting to receive a contract for a local (county/parish) school where we have five (5) year parts and labor warranty.~~

d) Is warranty coverage dependent on any specific requirements?

~~VFD's are warranted for two (2) years with certified start up. Controls are warranted for one (1) year.~~

e) Who performs Vendor's start up procedure?

~~We have certified factory start up personnel for Variable Frequency Drives and have certified technicians and engineers for control system and EMCS start ups.~~

f) Detail and provide documentation verifying the warranty protection covering installation, details, materials, workmanship, inspection and preventive maintenance programs, if any.

~~For VFD's there is a certified start up sheet that is sent to the factory for their records. A copy is also sent to the customer for their records. A letter is sent to the customer for control product warranty which includes parts and labor including workmanship and installation.~~

g) Detail how Vendor tracks warranties and updates warranty periods as units or components are replaced.

~~We keep a job list on each project. The files are updated whenever a change occurs after the warranty period is commenced. We also sent out a warranty letter to the customer which states the beginning date of the warranty period.~~

h) What is Vendor's standard warranty on materials?

~~Standard is one (1) year on materials.~~

i) What is Vendor's standard warranty on installation? Does Vendor differentiate its standard warranty if financing is part of the contract? If so, describe.

~~Standard is one (1) year on installation warranty.~~

j) Does vendor agree to provide a landing page on its website within 21 days to promote this National Cooperative in the event it receives and award?

~~Yes.~~

~~Automated Control Systems, Inc.~~

~~Coefficient _____ Regions States and/or Counties within those states vendor wishes to be considered for~~

~~.86 _____ Louisiana and Mississippi _____~~

~~Training~~

~~Webinars and/or training sessions are conducted at our corporate headquarters or we could conduct an onsite training session at a particular project location.~~

~~Our company provides expertise in multiple "Low Voltage" building technologies. We offer three major portfolios: Energy, Security and Healthcare. We deliver technology projects On-Time and On-Budget.~~

~~Construction Services Include;~~

- ~~• Needs Assessment and Site Survey,~~
- ~~• Pre-Construction Services — Conceptual Estimating and Budgeting,~~
- ~~• Design Services — Systems Design and LEED Consulting,~~
- ~~• Installation, Commissioning and Warranty Services,~~
- ~~• As-Built Documentation and Maintenance Services~~

~~The convergence of mechanical-electrical systems (Hardware) and information technology systems (Software) requires specialist to fulfill current service and maintenance requirements.~~

~~Maintenance Services Include;~~

- ~~• Energy Use Analysis and Retrofit Contracts~~
- ~~• Preventive Maintenance Agreements and Software Support~~
- ~~• "In Service" Owner Training and Technical Support~~
- ~~• Automatic Fault Detection and Diagnostics (AFDD) — Performance Analytics~~

Pricing

	<u>Description</u>	<u>Discount</u>	<u>Warranty</u>
Products	Schneider Electric	55% off MSRP	Standard (1) one year
	ABB	45% off MSRP	Standard (1) one year

You can get an additional (1) one year warranty if there is certified start up on the ABB Variable Frequency Drive

<u>Services</u>	<u>Energy Management Control Systems</u>
	Programmers Hourly Rate \$125.00 per hour
	Technicians Hourly Rate \$100.00 per hour

	<u>Variable Frequency Drives (VFD)</u>
	Programmers Hourly Rate \$125.00 per hour
	Technicians Hourly Rate \$100.00 per hour

Control and Equipment Company, Inc.

John Holland
2001 E. Yandell
El Paso, TX 79903
915-545-2256
Fax: 915-545-1354
www.controlandequipment.com / john@controlandequipment.com

Warranty Information

a) Does Vendor offer extended parts and labor warranties? If yes, state length of warranty.

Yes, for Controls one (1) year parts and labor

Yes, for ABB Variable Frequency Drives one (1) year standard; one (1) year with ABB Certified Start-Up

b) Does Vendor provide extended warranties and/or maintenance Contracts at an additional cost to ASC members? If so, the extended warrantee maintenance contract must be submitted as a separate line item.

N/A

c) Give examples of governmental entities where Vendor has extended labor warranties. Include length of these warranties.

N/A

d) Is warranty coverage dependent on any specific requirements?

Yes, Control and Equipment Company has to install and perform the Factory Authorized Start-Up, but we always include the Start-Up with every job.

e) Who performs Vendor's start-up procedure?

Control and Equipment Company's Factory Certified Technicians.

f) Detail and provide documentation verifying the warranty protection covering installation, details, materials, workmanship, inspection and preventive maintenance programs, if any.

For VFD's there is a certified start-up sheet that is sent to the factory for their records. A copy is also sent to the customer for their records. A letter is sent to the customer for control product warranty which includes parts and labor including workmanship and installation.

g) Detail how Vendor tracks warranties and updates warranty periods as units or components are replaced.

A Job File is created for every order and we keep those files indefinitely to add updates anytime new components are replace.

h) What is Vendor's standard warranty on materials?

Controls one (1) year parts and labor

Variable Frequency Drives one (1) year standard; one (1) year with ABB Certified Start-Up

i) What is Vendor's standard warranty on installation? Does Vendor differentiate its standard warranty if financing is part of the contract? If so, describe.

Standard warranty on installation is one (1) year; one (1) year with ABB Certified Start-Up.

j) Does vendor agree to provide a landing page on its website within 21 days to promote this National Cooperative in the event it receives and award?

Yes

Control and Equipment Company, Inc.

Coefficient Regions States and/or Counties within those states vendor wishes to be considered for
.86 **Texas: El Paso, Hudspeth, Culberson, Reeves, Pecos, Jeff Davis, Presidio, Brewster, Terrel**
 New Mexico: Dona Ana, Otero, Eddy, Lincoln, Chaves, Lea, Grant, Hidalgo, Luna, Sierra

Pricing

<u>Products</u>	<u>Description</u>	<u>Discount</u>	<u>Warranty</u>
-	Schneider Electric	55% off MSRP	(1) one year
	ABB	45% off MSRP	(1) one year

Services - **Energy Management Control Systems**
Programmers Hourly Rate - \$125.00 per hour
Technicians Hourly Rate - \$100.00 per hour

Variable Frequency Drives (VFD)
Programmers Hourly Rate - \$125.00 per hour
Technicians Hourly Rate - \$100.00 per hour

Testing, Adjusting and Balancing Services
Testing, Adjusting and Balancing Supervisors rate - \$125.00 per hour
Testing, Adjusting and Balancing Technicians rate - \$100.00 per hour

- **Has the Certification by the National Environmental Balancing Bureau (N.E.B.B.) to preform both air and hydronic testing, adjusting and balancing of commercial heating ventilating & air conditioning equipment to improve efficiency and save energy.**
- **Owns and knows how to operate an Ultrasonic Time Transit Flow Meter to be able to accurately measure hydronic fluid flow without having to drill and install test ports in any facility piping system.**
- **Has at least one full time employee with a degree from the College of Engineering from a university in the USA**
- **Has factory trained and certified technicians and programmers to sell install and preform factory approved warranty service on Variable Frequency Drives (VFD'S), which improve efficiency and save energy on all electric motors.**

- **Has factory trained and certified technicians and programmers to sell install and preform factory approved warranty service on Energy Management Control Systems.**

~~Long Building Technologies, Inc.~~ *Terminated as of 6/18/19

Reid Schumacher

5001 S. Zuni St.

Littleton, CO 80120

303-975-2100

Fax: 303-922-2750

rschumacher@long.com

Warranty Information

a) Does Vendor offer extended parts and labor warranties? If yes, state length of warranty.

Yes, 2 year or 5 year options

b) Does Vendor provide extended warranties and/or maintenance Contracts at an additional cost to ASC members? If so, the extended warrantee maintenance contract must be submitted as a separate line item.

Yes

c) Give examples of governmental entities where Vendor has extended labor warranties. Include length of these warranties.

N/A

d) Is warranty coverage dependent on any specific requirements?

No

e) Who performs Vendor's start-up procedure?

Own in house technicians

f) Detail and provide documentation verifying the warranty protection covering installation, details, materials, workmanship, inspection and preventive maintenance programs, if any.

LONG guarantees its temperature control work and all materials of LONG's manufactures against defects in workmanship and material for 365 days from the date of substantial completion of the work and will repair or replace such products or components as LONG finds defective. This warranty does not include the cost of overnight emergency shipping or extend the same guarantee it receives from the manufacturer.

g) Detail how Vendor tracks warranties and updates warranty periods as units or components are replaced.

Our warranty projects, systems and component databases are all maintained in house.

h) What is Vendor's standard warranty on materials?

~~1 year or 5 years depending on manufacturer.~~

i) What is Vendor's standard warranty on installation? Does Vendor differentiate its standard warranty if financing is part of the contract? If so, describe.

~~1 year parts and labor (standard)~~

j) Does vendor agree to provide a landing page on its website within 21 days to promote this National Cooperative in the event it receives and award?

~~Yes~~

~~Long Building Technologies, Inc.~~

Coefficient _____ Regions States and/or Counties within those states vendor wishes to be considered for
~~.86 _____ Alaska, Colorado, Nevada, Utah, Oregon, Washington, Wisconsin~~

~~DDC Control Service: \$160.00/hr. during regular business hours. (Contract Customer rate is \$135.00/hr.)~~

~~Outside Metro Mountain Area: \$175.00/hr. during regular business hours. (Contract Customer rate is \$150.00/hr.)
Trip Charge will apply.~~

~~DDC Training Service Contact Customers: (\$100.00/hr. during regular business hours)~~

~~Trip Charge: Trip Charges are currently \$55.00 per trip for each service vehicle.
(Rate is subject to change per the cost of fuel)~~

~~Mileage For Outside Metro Area: Mileage will be added if the service call is outside the Denver Metro area:
Mileage charges are currently \$1.43 per mile for each service vehicle. (Rate is subject to charge per the cost of fuel)~~

~~Regular Labor Rates: 7:00 a.m. through 4:00 p.m. (Monday through Friday)~~

~~Overtime Rates: After hours work is at the above labor rate times 1 1/2.
(Saturday and Sunday)~~

~~Double Time Rates: Are at the above rate times 2. (Holidays)~~

~~Travel Time: Travel time is billed according to the service rates above. Minimum time to be charged for service call work is 1 hour, thereafter charged in ½ hour increments. After hours emergency service calls shall be charged a 2 hour minimum, then ½ hour increments. Time is charged for total estimated round trip time on after hour emergency service calls.~~

~~Note: A contract customer has access to our after-hours emergency service phone number and receives a 15% discount on parts and labor. The 15% discounted contract customer labor rates are noted above. Our contract customers are given first priority for service calls during and after our regular business hours. All contract customers service calls are dispatched on a first call, first service basis. Exception for contract customers with no heat or cooling, are given top priority. Average response time is 1-2 hours depending on the time of year and the volume of calls. Our fleet consists of 32 service vehicles; technicians are on call 24/7.~~

~~Services Offered~~

- ~~• Building Automation & System Integration – comprised of experts in creating intuitive buildings, run by state-of-the-art technology, backed by highly knowledgeable industry professionals~~
- ~~• Energy Solutions – three step process Evaluate, Plan, implement~~
- ~~• Equipment Sales~~
- ~~• Mechanical Solutions~~
- ~~• Security Solutions~~
- ~~• Parts~~

Louisiana Controls, Inc. *Terminated as of 11/5/18

George T. Reed III / Greg Fourrier

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Baton Rouge, LA 70815

225-924-4990

Fax: 225-928-2504

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Warranty Information

a) Does Vendor offer extended parts and labor warranties? If yes, state length of warranty.

—Yes, we have offered a five year parts and labor warranty on projects in the past as per contract documents.

b) Does Vendor provide extended warranties and/or maintenance Contracts at an additional cost to ASC members? If so, the extended warrantee maintenance contract must be submitted as a separate line item.

Louisiana Controls would be glad to offer extended warranties/or maintenance contracts as per was/is requested by the customer.

c) Give examples of governmental entities where Vendor has extended labor warranties. Include length of these warranties.

Louisiana State university — Alexandria — state emergency shelter (five years)

d) Is warranty coverage dependent on any specific requirements?

Starts upon substantial completion

e) Who performs Vendor's start up procedure?

Internal personnel

f) Detail and provide documentation verifying the warranty protection covering installation, details, materials, workmanship, inspection and preventive maintenance programs, if any.

LONG guarantees its temperature control work and all materials of LONG's manufactures against defects in workmanship and material for 365 days from the date of substantial completion of the work and will repair or replace such products or components as LONG finds defective. This warranty does not include the cost of overnight emergency shipping or extend the same guarantee it receives from the manufacturer.

g) Detail how Vendor tracks warranties and updates warranty periods as units or components are replaced.

Louisiana Controls will replace any defective materials during the warranty period and will pass along manufacturer's warranty documentation to the owner with O&M manuals.

h) What is Vendor's standard warranty on materials?

Twelve months.

i) What is Vendor's standard warranty on installation? Does Vendor differentiate its standard warranty if financing is part of the contract? If so, describe.

~~Twelve months, No~~

j) Does vendor agree to provide a landing page on its website within 21 days to promote this National Cooperative in the event it receives and award?

~~Yes~~

~~Louisiana Controls, Inc.~~

~~Coefficient _____ Regions States and/or Counties within those states vendor wishes to be considered for
.86 _____ Louisiana~~

Pricing

<u>Products</u>	<u>Description</u>	<u>Discount</u>
	Schneider Electric	55% off List Price
	Distech Controls	45% off List Price

<u>Services</u>	<u>Programmers Hourly Rate = \$110.00 per hour</u>
	HVAC Technician = \$90.00 per hour.
	Refrigeration Technician = \$90.00 per hour

Approach for HVAC and Refrigeration Service:

- ~~Coil Cleaning~~
- ~~Replacement of Filters and Belts~~
- ~~Testing all components of equipment and operation~~
- ~~New Installation, replacement, Repairs of all refrigeration equipment~~
- ~~Recording of Refrigerant pressures~~
- ~~Customer refrigerant tracking as per EPA requirements~~
- ~~Ability to meet response times for our geographical reach~~
- ~~Available for emergency service calls, 24 hours per day, 7 days per week, 365 days per year~~
- ~~Technicians trained to service all types of kitchen equipment~~
- ~~Technicians are OSHA Safety trained~~
- ~~Monthly Safety trained annually~~
- ~~Monthly Safety Meetings are held~~
- ~~Factory Authorized Dealer and warranty service representative for Scotsman equipment~~
- ~~All technicians are EPA Certified to work all refrigerants~~
- ~~Belief in repairing right the first time~~
- ~~Ability to create a work order, dispatch, and track performance of the work to completion~~
- ~~Belief of the three C's (Customer, Concern, Cause and Correction)~~
- ~~Guarantee 30-day warranty on labor~~

~~Louisiana Controls is Mechanical Licensed, Insured and Bonded in Louisiana~~

Approved by: _____
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)

Date: _____
(March 4, 2015)
(February 25, 2016)
(January 11, 2018)
(January 9, 2019)