

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Energy & Environmental Solutions- ESC Region 19
Purchasing Cooperative

RFP NUMBER: 10-6548

RFP OPENING DATE: June 3, 2010

CONTRACT TERM: Date of award until May 31, 2011 with the option to extend
in 12 month increments not to exceed 36 months in the
aggregate
**(Extended by ESC Region 19 until May 31, 2012 on May
20, 2011)**
**(Extended by Region 19 until May 31, 2013 on April 26,
2012)**

FUNDING SOURCE: Various

RFP's ISSUED: 4

RESPONSES: 3

ADVERTISEMENT DATES: May 20th & 27th, 2010

BOARD MEETING DATE: July 8, 2010

RECOMMENDED FOR AWARD **Control & Equipment Company**
Johnson Controls, Inc.

TOTAL (estimated) ~~**\$5,000,000.00 per year**~~
\$30,000.00 per year

EXPLANATIONS:

Award of this contract will enable Region 19 and its Purchasing Cooperative members to purchase environmental technology and services during the contract period for increased safety, energy savings, and overall environmental issues required for plant and maintenance of commercial facilities. A proposal from JMC Consultants, International was incomplete in overall responses and references were not responsible, hence it was not considered. A proposal from Johnson Controls submitted GSA pricing throughout its contract, hence no better pricing is available over that of the Federal Government Contract for any of the goods and services provided by this vendor. Administration is recommending acceptance of both recommended vendor proposals in their entirety.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19

Martin Camacho
ESC Region 19

Nancy Alvarado
ESC Region 19

ORDER INFORMATION:

CONTROL & EQUIPMENT COMPANY

ATTN: JOHN HOLLAND JR.
2001 EAST YANDELL
EL PASO, TX 79903
915-545-2256
FAX: 915-545-1354
www.controlandequipment.com
holland911@aol.com

JOHNSON CONTROLS, INC.

ATTN: JOEL LOPEZ- 210-262-9323
ATTN: T. MIKE BAILEY-817-526-0446
3021 WEST BEND DRIVE
IRVING, TX 75063-4929
972-868-3695
FAX: 972-868-4929
joel.b.lopez@jci.com/ Thomas.m.bailey@jci.com
Maureen.g.blase@jci.com/ www.johnsoncontrols.com
http://www.johnsoncontrols.com/publish/us/en/products/building_efficiency/market/k-12.html

SPECIAL CONDITIONS

1. The awarded vendor or vendors on this contract will be responsible for turnkey consultation, installation, training, and troubleshooting prior to, during, and after the work has been performed.
2. The awarded vendor will have degreed electrical, mechanical, and technology engineers as full time employees available for consulting work and for supervision of all installations that result from this contract.
3. A full listing of documentation for all degreed engineers and factory trained certifications for technicians must be provided with proposals for award consideration.
4. Awarded contractors must be able to provide payment and performance bonding when required. Bonding will be an extra cost when required and submitted as an itemized cost if required.
5. All pricing for systems will minimally include warranties and maintenance after an installation and training has been completed for one (1) year.
6. Extended warranties and maintenance agreements directly with the manufacturer must also be available whether the awarded vendor performs the extended warranty and maintenance or not. This will insure if an awarded vendor is unable to perform long term service for a long term investment, the manufacturer will facilitate the purchasing entity.
7. Vendors must include factory authorized and trained certification by employees for any manufacturers submitted for award consideration.
8. Basis for award will include but not be limited to 60% pricing, insurances, and ability to provide bonding when required, 25% past performance and reference checks for comparable work including licenses held, certifications held, and overall credentials as it relates to this contract, and 15% on system hardware solutions performance verification through review of pricing, performance, verified test results, and any other factors determined to be in the best interest of the ESC Region 19 Purchasing Cooperative.
9. When discounts are requested from the manufacturer suggested retail price, the price quoted will be from the most current price list and/or promotion in effect at the time of the job.

RESPONSE FORM

Does vendor charge for drive time? If yes, please provide rate per hour (to be billed in 15 minute increments) or rate per mile from vendor's location or last job.

Will awarded vendor work with all Region 19 Purchasing Cooperative Members? If no, please indicate which members vendor cannot work with by checking the box next to the member.

Awarded vendors agreed to service any ESC Region 19 Purchasing Cooperative members

Required Data to be completed by Vendor

1. List three (3) trade references of large commercial accounts your company has worked with within the last 12 years including the name of the firm, the contact person, phone number, and the type of work performed.

On file for both vendors

2. Number of personnel and number of work vehicles in El Paso County?
Control & Equipment- 76 + and 20 vehicles
Johnson Controls- 13 + and 15 vehicles
(Additionally, Johnson Controls has a large staff in Albuquerque, NM that are available when necessary)

Required Data to be completed by Vendor

3. Number of engineers working full time for vendor along with their professional credentials?

Control & Equipment- 5
Johnson Controls- 1,000+

4. Number of years doing business in El Paso County?

Control & Equipment- 52 years
Johnson Controls- 30 years

5. Number of years doing business in Texas?...(include cities and regional markets)

Control & Equipment- 52 years
Johnson Controls- 109 years

CONTROL & EQUIPMENT

<u>ITEM</u>	<u>DESCRIPTION</u>	<u>DISCOUNT MSRP</u>	<u>WARRANTY PERIOD</u>
1.	VARIABLE FREQUENCY DRIVES (MOTOR SPEED CONTROL DEVICES)		
	MANUFACTURER- <u>ABB</u>	<u>20%</u>	<u>2 yr parts/1 yr labor</u>
	MANUFACTURER <u>Honeywell</u>	<u>50%</u>	<u>1 yr parts/ 1 yr labor</u>
	DELIVERY ARO (AFTER RECEIPT OF ORDER)		<u>7 DAYS</u>

INFORMATION TO BE PROVIDED WITH EACH MANUFACTURER WILL INCLUDE THE CURRENT MANUFACTURER'S MSRP, MANUFACTURERS STANDARD WARRANTY INCLUDING PARTS/ LABOR, EXTENDED WARRANTY INFORMATION BEYOND THE FIRST YEAR, PRODUCT SPECIFICATIONS, AND ANY TEST DATA FROM INDEPENDENT TESTING FACILITIES.

HAS ALL REQUESTED DATA BEEN PROVIDED FOR EVALUATION PURPOSES?-YES
 (FAILURE TO PROVIDE INFORMATION WILL NECESSITATE POINT DEDUCTIONS, AS THE MANUFACTURE CANNOT BE PROPERLY EVALUATED WITHOUT THIS DATA)

HOURLY RATE FOR INSTALLATION AFTER DISCOUNTS FOR EQUIPMENT \$ 100.00

HOURLY RATE FOR ENGINEERS FOR SERVICES WHEN NEEDED \$135.00

MARKUP OVER COST FOR MISCELLANEOUS SUPPLIES REQUIRE 40%
TO COMPLETE SYSTEM INSTALLATIONS
(COUPLINGS, WIRING, CABLING, CONDUIT, FITTINGS, AND RELATED)

CAN VENDOR OBTAIN LARGER DISCOUNTS IF ORDERS ARE SUBSTANTIAL?
IF YES, PROVIDE DETAILS: For individual Purchase orders greater than \$50,000.00 customer can deduct an additional 5% from stated discounts

JOHNSON CONTROLS

<u>ITEM</u>	<u>DESCRIPTION</u>	<u>MSRP DISCOUNT</u>	<u>WARRANTY PERIOD (YEARS)</u>
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1. VARIABLE FREQUENCY DRIVES
(MOTOR SPEED CONTROL DEVICES)

MANUFACTURER- ABB 45% 2 yr parts/1 yr labor

MANUFACTURER- EATON 45% 2 yr parts/1 yr labor
(JCI BRANDED)

DELIVERY ARO (AFTER RECEIPT OF ORDER) Provided at order time

INFORMATION TO BE PROVIDED WITH EACH MANUFACTURER WILL INCLUDE THE CURRENT MANUFACTURER'S MSRP, MANUFACTURERS STANDARD WARRANTY INCLUDING PARTS/ LABOR, EXTENDED WARRANTY INFORMATION BEYOND THE FIRST YEAR, PRODUCT SPECIFICATIONS, AND ANY TEST DATA FROM INDEPENDENT TESTING FACILITIES.

HAS ALL REQUESTED DATA BEEN PROVIDED FOR EVALUATION PURPOSES?-YES
(FAILURE TO PROVIDE INFORMATION WILL NECESSITATE POINT DEDUCTIONS, AS THE MANUFACTURE CANNOT BE PROPERLY EVALUATED WITHOUT THIS DATA)

HOURLY RATE FOR INSTALLATION AFTER DISCOUNTS FOR EQUIPMENT \$86
(Represents 14% discount from street rate to other customers/ \$35 truck charge per ticket will be assessed for mileage and technician)

HOURLY RATE FOR ENGINEERS FOR SERVICES WHEN NEEDED \$100.00
(Many times this fee can be waived depending on the size and scope of work involved)

MARKUP OVER COST FOR MISCELLANEOUS SUPPLIES REQUIRE 25%
TO COMPLETE SYSTEM INSTALLATIONS
(COUPLINGS, WIRING, CABLING, CONDUIT, FITTINGS, AND RELATED)

CAN VENDOR OBTAIN LARGER DISCOUNTS IF ORDERS ARE SUBSTANTIAL?
IF YES, PROVIDE DETAILS: Johnson Controls agrees to include and pass onto Region 19 Purchasing Coop members pricing both current and future through any and all GSA contracts executed by Johnson Controls, Inc.

CONTROL & EQUIPMENT

ITEM	DESCRIPTION	MSRP DISCOUNT	WARRANTY PERIOD
2.	CONTROLS AND BUILDING AUTOMATION SYSTEMS (ENERGY MANAGEMENT INCLUDING HARDWARE & SOFTWARE)		
	MANUFACTURER- <u>Schneider Electric</u> (TAC)	<u>45%</u>	<u>1 yr parts & labor</u>
	MANUFACTURER- <u>Honeywell</u>	<u>33%</u>	<u>1 yr parts & labor</u>
	DELIVERY ARO (AFTER RECEIPT OF ORDER)		<u>9 days</u>

INFORMATION TO BE PROVIDED WITH EACH MANUFACTURER WILL INCLUDE THE CURRENT MANUFACTURER'S MSRP, MANUFACTURERS STANDARD WARRANTY INCLUDING PARTS/ LABOR, EXTENDED WARRANTY INFORMATION BEYOND THE FIRST YEAR, PRODUCT SPECIFICATIONS, AND ANY TEST DATA FROM INDEPENDENT TESTING FACILITIES.

HAS ALL REQUESTED DATA BEEN PROVIDED FOR EVALUATION PURPOSES? Yes
(FAILURE TO PROVIDE INFORMATION WILL NECESSITATE POINT DEDUCTIONS, AS THE MANUFACTURE CANNOT BE PROPERLY EVALUATED WITHOUT THIS DATA)

HOURLY RATE FOR INSTALLATION AFTER DISCOUNTS FOR EQUIPMENT \$100.00

HOURLY RATE FOR ENGINEERS FOR SERVICES WHEN NEEDED \$135.00

MARKUP OVER COST FOR MISCELLANEOUS SUPPLIES REQUIRED 40%
TO COMPLETE SYSTEM INSTALLATIONS
(COUPLINGS, WIRING, CABLING, CONDUIT, FITTINGS, AND RELATED)

CAN VENDOR OBTAIN LARGER DISCOUNTS IF ORDERS ARE SUBSTANTIAL?
IF YES, PROVIDE DETAILS: If purchase order exceeds \$40,000 client can take an additional 5% discount

JOHNSON CONTROLS, INC.

ITEM	DESCRIPTION	MSRP DISCOUNT	WARRANTY PERIOD
2.	CONTROLS AND BUILDING AUTOMATION SYSTEMS (ENERGY MANAGEMENT INCLUDING HARDWARE & SOFTWARE)		
	MANUFACTURER-<u>Metasys</u> (<u>JCI branded</u>)	<u>45%</u>	<u>2 yr parts/ 1yr labor</u>

DELIVERY ARO (AFTER RECEIPT OF ORDER) Provided at order time

INFORMATION TO BE PROVIDED WITH EACH MANUFACTURER WILL INCLUDE THE CURRENT MANUFACTURER'S MSRP, MANUFACTURERS STANDARD WARRANTY INCLUDING PARTS/ LABOR, EXTENDED WARRANTY INFORMATION BEYOND THE FIRST YEAR, PRODUCT SPECIFICATIONS, AND ANY TEST DATA FROM INDEPENDENT TESTING FACILITIES.

HAS ALL REQUESTED DATA BEEN PROVIDED FOR EVALUATION PURPOSES?-YES (FAILURE TO PROVIDE INFORMATION WILL NECESSITATE POINT DEDUCTIONS, AS THE MANUFACTURE CANNOT BE PROPERLY EVALUATED WITHOUT THIS DATA)

**HOURLY RATE FOR INSTALLATION AFTER DISCOUNTS FOR EQUIPMENT \$86
(Represents 14% discount from street rate to other customers/ \$35 truck charge per ticket will be assessed for mileage and technician)**

**HOURLY RATE FOR ENGINEERS FOR SERVICES WHEN NEEDED \$100.00
(Many times this fee can be waived depending on the size and scope of work involved)**

**MARKUP OVER COST FOR MISCELLANEOUS SUPPLIES REQUIRE 25%
TO COMPLETE SYSTEM INSTALLATIONS
(COUPLINGS, WIRING, CABLING, CONDUIT, FITTINGS, AND RELATED)**

**CAN VENDOR OBTAIN LARGER DISCOUNTS IF ORDERS ARE SUBSTANTIAL?
IF YES, PROVIDE DETAILS: Johnson Controls agrees to include and pass onto Region 19 Purchasing Coop members pricing both current and future through any and all GSA contracts executed by Johnson Controls, Inc.**

CONTROL & EQUIPMENT

ITEM	DESCRIPTION	MSRP DISCOUNT	WARRANTY PERIOD
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3. MIXING VALVES
(WATER MODULATION)

MANUFACTURER- <u>Armstrong- RADA</u>	<u>30%</u>	<u>1 yr parts/ labor</u>
DELIVERY ARO (AFTER RECEIPT OF ORDER)		<u>6 days</u>

INFORMATION TO BE PROVIDED WITH EACH MANUFACTURER WILL INCLUDE THE CURRENT MANUFACTURER'S MSRP, MANUFACTURERS STANDARD WARRANTY INCLUDING PARTS/ LABOR, EXTENDED WARRANTY INFORMATION BEYOND THE FIRST YEAR, PRODUCT SPECIFICATIONS, AND ANY TEST DATA FROM INDEPENDENT TESTING FACILITIES.

HAS ALL REQUESTED DATA BEEN PROVIDED FOR EVALUATION PURPOSES? YES
(FAILURE TO PROVIDE INFORMATION WILL NECESSITATE POINT DEDUCTIONS, AS THE MANUFACTURE CANNOT BE PROPERLY EVALUATED WITHOUT THIS DATA)

HOURLY RATE FOR INSTALLATION AFTER DISCOUNTS FOR EQUIPMENT \$ 100.00

HOURLY RATE FOR ENGINEERS FOR SERVICES WHEN NEEDED \$ 135.00

MARKUP OVER COST FOR MISCELLANEOUS SUPPLIES REQUIRED 35%
TO COMPLETE SYSTEM INSTALLATIONS
(COUPLINGS, WIRING, CABLING, CONDUIT, FITTINGS, AND RELATED)

CAN VENDOR OBTAIN LARGER DISCOUNTS IF ORDERS ARE SUBSTANTIAL?
IF YES, PROVIDE DETAILS: If purchase order is over \$15,000.00, customer can take an additional 5% discount from MSRP.

JOHNSON CONTROLS

<u>ITEM</u>	<u>DESCRIPTION</u>	<u>MSRP DISCOUNT</u>	<u>WARRANTY PERIOD (YEARS)</u>
3. MIXING VALVES			
	<u>MANUFACTURER- JCI BRANDED (up to 1 1/2")</u>	<u>45%</u>	<u>2 yr parts/1 yr labor</u>
	<u>MANUFACTURER- BRAY VALVES (above 2 1/2")</u>	<u>various</u>	<u>1 yr parts/ 1 yr labor</u>

DELIVERY ARO (AFTER RECEIPT OF ORDER) provided at time of order

INFORMATION TO BE PROVIDED WITH EACH MANUFACTURER WILL INCLUDE THE CURRENT MANUFACTURER'S MSRP, MANUFACTURERS STANDARD WARRANTY INCLUDING PARTS/ LABOR, EXTENDED WARRANTY INFORMATION BEYOND THE FIRST YEAR, PRODUCT SPECIFICATIONS, AND ANY TEST DATA FROM INDEPENDENT TESTING FACILITIES.

HAS ALL REQUESTED DATA BEEN PROVIDED FOR EVALUATION PURPOSES?-YES (FAILURE TO PROVIDE INFORMATION WILL NECESSITATE POINT DEDUCTIONS, AS THE MANUFACTURE CANNOT BE PROPERLY EVALUATED WITHOUT THIS DATA)

**HOURLY RATE FOR INSTALLATION AFTER DISCOUNTS FOR EQUIPMENT \$86
(Represents 14% discount from street rate to other customers/ \$35 truck charge per ticket will be assessed for mileage and technician)**

**HOURLY RATE FOR ENGINEERS FOR SERVICES WHEN NEEDED \$100.00
(Many times this fee can be waived depending on the size and scope of work involved)**

**MARKUP OVER COST FOR MISCELLANEOUS SUPPLIES REQUIRE 25%
TO COMPLETE SYSTEM INSTALLATIONS
(COUPLINGS, WIRING, CABLING, CONDUIT, FITTINGS, AND RELATED)**

**CAN VENDOR OBTAIN LARGER DISCOUNTS IF ORDERS ARE SUBSTANTIAL?
IF YES, PROVIDE DETAILS: Johnson Controls agrees to include and pass onto Region 19 Purchasing Coop members pricing both current and future through any and all GSA contracts executed by Johnson Controls, Inc.**

JOHNSON CONTROLS, INC.

<u>ITEM</u>	<u>DESCRIPTION</u>	<u>MSRP DISCOUNT</u>	<u>WARRANTY PERIOD (YEARS)</u>
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4. **BOILERS AND WATER HEATERS
(COMMERCIAL GRADE GREATER THAN 115 GALLONS)**

MANUFACTURER- VARIOUS GSA PRICING AS PER MANUF.

DELIVERY ARO (AFTER RECEIPT OF ORDER) provided at time of order

INFORMATION TO BE PROVIDED WITH EACH MANUFACTURER WILL INCLUDE THE CURRENT MANUFACTURER'S MSRP, MANUFACTURERS STANDARD WARRANTY INCLUDING PARTS/ LABOR, EXTENDED WARRANTY INFORMATION BEYOND THE FIRST YEAR, PRODUCT SPECIFICATIONS, AND ANY TEST DATA FROM INDEPENDENT TESTING FACILITIES.

HAS ALL REQUESTED DATA BEEN PROVIDED FOR EVALUATION PURPOSES?-YES (FAILURE TO PROVIDE INFORMATION WILL NECESSITATE POINT DEDUCTIONS, AS THE MANUFACTURE CANNOT BE PROPERLY EVALUATED WITHOUT THIS DATA)

**HOURLY RATE FOR INSTALLATION AFTER DISCOUNTS FOR EQUIPMENT \$86
(Represents 14% discount from street rate to other customers/ \$35 truck charge per ticket will be assessed for mileage and technician)**

**HOURLY RATE FOR ENGINEERS FOR SERVICES WHEN NEEDED \$100.00
(Many times this fee can be waived depending on the size and scope of work involved)**

**MARKUP OVER COST FOR MISCELLANEOUS SUPPLIES REQUIRE 25%
TO COMPLETE SYSTEM INSTALLATIONS
(COUPLINGS, WIRING, CABLING, CONDUIT, FITTINGS, AND RELATED)**

**CAN VENDOR OBTAIN LARGER DISCOUNTS IF ORDERS ARE SUBSTANTIAL?
IF YES, PROVIDE DETAILS: Johnson Controls agrees to include and pass onto Region 19 Purchasing Coop members pricing both current and future through any and all GSA contracts executed by Johnson Controls, Inc.**

CONTROL & EQUIPMENT

ITEM	DESCRIPTION	MSRP DISCOUNT	WARRANTY PERIOD (YEARS)
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**5. HIGH OUTPUT ULTRAVIOLET LIGHT SYSTEMS
(ENVIRONMENTAL QUALITY AND ENERGY REDUCTION SYSTEMS)**

MANUFACTURER- STERILE-AIRE 30% 1 yr parts/ labor

DELIVERY ARO (AFTER RECEIPT OF ORDER) 5 days

INFORMATION TO BE PROVIDED WITH EACH MANUFACTURER WILL INCLUDE THE CURRENT MANUFACTURER'S MSRP, MANUFACTURERS STANDARD WARRANTY INCLUDING PARTS/ LABOR, EXTENDED WARRANTY INFORMATION BEYOND THE FIRST YEAR, PRODUCT SPECIFICATIONS, AND ANY TEST DATA FROM INDEPENDENT TESTING FACILITIES.

**HAS ALL REQUESTED DATA BEEN PROVIDED FOR EVALUATION PURPOSES? YES
(FAILURE TO PROVIDE INFORMATION WILL NECESSITATE POINT DEDUCTIONS, AS THE MANUFACTURE CANNOT BE PROPERLY EVALUATED WITHOUT THIS DATA)**

HOURLY RATE FOR INSTALLATION AFTER DISCOUNTS FOR EQUIPMENT \$100.00

HOURLY RATE FOR ENGINEERS FOR SERVICES WHEN NEEDED \$135.00

**MARKUP OVER COST FOR MISCELLANEOUS SUPPLIES REQUIRED 25%
TO COMPLETE SYSTEM INSTALLATIONS
(COUPLINGS, WIRING, CABLING, CONDUIT, FITTINGS, AND RELATED)**

**CAN VENDOR OBTAIN LARGER DISCOUNTS IF ORDERS ARE SUBSTANTIAL?
IF YES, PROVIDE DETAILS: If purchase order is over \$25,000.00, customer can take an additional 5% discount from list.**

JOHNSON CONTROLS

ITEM	DESCRIPTION	MSRP DISCOUNT	WARRANTY PERIOD (YEARS)
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5. HIGH OUTPUT ULTRAVIOLET LIGHT SYSTEMS

(ENVIRONMENTAL QUALITY AND ENERGY REDUCTION SYSTEMS)

MANUFACTURER-PHILIPS 4' 25 WATT LONG LIFE (F32T8/ADV834/XLL/ALTO	\$2.21
MANUFACTURER-HIGH EFFICIENCY 2 LAMP BALLAST LOW POWER (IOP-2P32-LW-SC)	\$10.37
MANUFACTURER- <u>HIGH EFFICIENCY 3 LAMP BALLAST LOW POWER (IOP-3P32-LW-SC)</u>	\$11.52
MANUFACTURER- <u>HIGH EFFICIENCY 4 LAMP BALLAST LOW POWER (IOP-4P32-LW-SC)</u>	\$14.65

DELIVERY ARO (AFTER RECEIPT OF ORDER) provided at time of order

INFORMATION TO BE PROVIDED WITH EACH MANUFACTURER WILL INCLUDE THE CURRENT MANUFACTURER'S MSRP, MANUFACTURERS STANDARD WARRANTY INCLUDING PARTS/ LABOR, EXTENDED WARRANTY INFORMATION BEYOND THE FIRST YEAR, PRODUCT SPECIFICATIONS, AND ANY TEST DATA FROM INDEPENDENT TESTING FACILITIES.

HAS ALL REQUESTED DATA BEEN PROVIDED FOR EVALUATION PURPOSES?-YES (FAILURE TO PROVIDE INFORMATION WILL NECESSITATE POINT DEDUCTIONS, AS THE MANUFACTURE CANNOT BE PROPERLY EVALUATED WITHOUT THIS DATA)

HOURLY RATE FOR INSTALLATION AFTER DISCOUNTS FOR EQUIPMENT \$86 (Represents 14% discount from street rate to other customers/ \$35 truck charge per ticket will be assessed for mileage and technician)

HOURLY RATE FOR ENGINEERS FOR SERVICES WHEN NEEDED \$100.00 (Many times this fee can be waived depending on the size and scope of work involved)

MARKUP OVER COST FOR MISCELLANEOUS SUPPLIES REQUIRE 25% TO COMPLETE SYSTEM INSTALLATIONS (COUPLINGS, WIRING, CABLING, CONDUIT, FITTINGS, AND RELATED)

CAN VENDOR OBTAIN LARGER DISCOUNTS IF ORDERS ARE SUBSTANTIAL? IF YES, PROVIDE DETAILS: Johnson Controls agrees to include and pass onto Region 19 Purchasing Coop members pricing both current and future through any and all GSA contracts executed by Johnson Controls, Inc.

CONTROL & EQUIPMENT

ITEM	DESCRIPTION	MSRP DISCOUNT	WARRANTY PERIOD (YEARS)
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**6. SOLAR WATER HEATING SYSTEMS
(TURNKEY HOT WATER COLLECTION SYSTEMS)**

MANUFACTURER-<u>CINCO SOLAR</u> (<u>KINGSPAN SOLAR</u>)	<u>30%</u>	<u>1 yr parts/ labor</u>
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DELIVERY ARO (AFTER RECEIPT OF ORDER)	<u>8 days</u>
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INFORMATION TO BE PROVIDED WITH EACH MANUFACTURER WILL INCLUDE THE CURRENT MANUFACTURER'S MSRP, MANUFACTURERS STANDARD WARRANTY INCLUDING PARTS/ LABOR, EXTENDED WARRANTY INFORMATION BEYOND THE FIRST YEAR, PRODUCT SPECIFICATIONS, AND ANY TEST DATA FROM INDEPENDENT TESTING FACILITIES.

HAS ALL REQUESTED DATA BEEN PROVIDED FOR EVALUATION PURPOSES? **YES**
(FAILURE TO PROVIDE INFORMATION WILL NECESSITATE POINT DEDUCTIONS, AS THE MANUFACTURE CANNOT BE PROPERLY EVALUATED WITHOUT THIS DATA)

HOURLY RATE FOR INSTALLATION AFTER DISCOUNTS FOR EQUIPMENT **\$ 100.00**

HOURLY RATE FOR ENGINEERS FOR SERVICES WHEN NEEDED **\$ 135.00**

MARKUP OVER COST FOR MISCELLANEOUS SUPPLIES REQUIRED **25%**
TO COMPLETE SYSTEM INSTALLATIONS
(COUPLINGS, WIRING, CABLING, CONDUIT, FITTINGS, AND RELATED)

CAN VENDOR OBTAIN LARGER DISCOUNTS IF ORDERS ARE SUBSTANTIAL?
IF YES, PROVIDE DETAILS: **If purchase order is over \$15,000, take an additional 5% discount from list pricing**

JOHNSON CONTROLS, INC.

ITEM	DESCRIPTION	MSRP DISCOUNT	WARRANTY PERIOD (YEARS)
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**6. SOLAR WATER HEATING SYSTEMS
(TURNKEY HOT WATER COLLECTION SYSTEMS)**

MANUFACTURER-<u>VARIOUS</u>	20%	1 yr parts/ labor
DELIVERY ARO (AFTER RECEIPT OF ORDER)		<u>provided at time of order</u>

INFORMATION TO BE PROVIDED WITH EACH MANUFACTURER WILL INCLUDE THE CURRENT MANUFACTURER'S MSRP, MANUFACTURERS STANDARD WARRANTY INCLUDING PARTS/ LABOR, EXTENDED WARRANTY INFORMATION BEYOND THE FIRST YEAR, PRODUCT SPECIFICATIONS, AND ANY TEST DATA FROM INDEPENDENT TESTING FACILITIES.

HAS ALL REQUESTED DATA BEEN PROVIDED FOR EVALUATION PURPOSES?-YES
(FAILURE TO PROVIDE INFORMATION WILL NECESSITATE POINT DEDUCTIONS, AS THE MANUFACTURE CANNOT BE PROPERLY EVALUATED WITHOUT THIS DATA)

HOURLY RATE FOR INSTALLATION AFTER DISCOUNTS FOR EQUIPMENT **\$86**
(Represents 14% discount from street rate to other customers/ \$35 truck charge per ticket will be assessed for mileage and technician)

HOURLY RATE FOR ENGINEERS FOR SERVICES WHEN NEEDED **\$100.00**
(Many times this fee can be waived depending on the size and scope of work involved)

MARKUP OVER COST FOR MISCELLANEOUS SUPPLIES REQUIRE **25%**
TO COMPLETE SYSTEM INSTALLATIONS
(COUPLINGS, WIRING, CABLING, CONDUIT, FITTINGS, AND RELATED)

CAN VENDOR OBTAIN LARGER DISCOUNTS IF ORDERS ARE SUBSTANTIAL?
IF YES, PROVIDE DETAILS: Johnson Controls agrees to include and pass onto Region 19 Purchasing Coop members pricing both current and future through any and all GSA contracts executed by Johnson Controls, Inc.

CONTROL & EQUIPMENT

ITEM	DESCRIPTION	DISCOUNT	WARRANTY PERIOD (YEARS)
7.	OTHER ENERGY & ENVIRONMENTAL SOLUTIONS (PROVIDE OVERVIEW IN SPACE BELOW <u>NATIONAL ENVIRONMENTAL BALANCING BUREAU HVAC TEST AND BALANCE AND LEED BUILDING COMMISSIONING AND CLIMATE MASTER PUMPS</u>)		
	MANUFACTURER- <u>CONTROL & EQUIPMENT SERVICES ONLY AT HOURLY PRICING</u>		
	MANUFACTURER- CLIMATE MASTER 20%		<u>1 yr parts/labor</u> <u>5 yrs compressor</u>
	DELIVERY ARO (AFTER RECEIPT OF ORDER)		<u>10 days</u>
	INFORMATION TO BE PROVIDED WITH EACH MANUFACTURER WILL INCLUDE THE CURRENT MANUFACTURER'S MSRP, MANUFACTURERS STANDARD WARRANTY INCLUDING PARTS/ LABOR, EXTENDED WARRANTY INFORMATION BEYOND THE FIRST YEAR, PRODUCT SPECIFICATIONS, AND ANY TEST DATA FROM INDEPENDENT TESTING FACILITIES.		
	HAS ALL REQUESTED DATA BEEN PROVIDED FOR EVALUATION PURPOSES? <u>YES</u> (FAILURE TO PROVIDE INFORMATION WILL NECESSITATE POINT DEDUCTIONS, AS THE MANUFACTURE CANNOT BE PROPERLY EVALUATED WITHOUT THIS DATA)		
	HOURLY RATE FOR INSTALLATION AFTER DISCOUNTS FOR EQUIPMENT		<u>\$ 100.00</u>
	HOURLY RATE FOR ENGINEERS FOR SERVICES WHEN NEEDED		<u>\$ 135.00</u>
	MARKUP OVER COST FOR MISCELLANEOUS SUPPLIES REQUIRED TO COMPLETE SYSTEM INSTALLATIONS (COUPLINGS, WIRING, CABLING, CONDUIT, FITTINGS, AND RELATED)		<u>25%</u>
	CAN VENDOR OBTAIN LARGER DISCOUNTS IF ORDERS ARE SUBSTANTIAL? IF YES, PROVIDE DETAILS: <u>If purchase order is over \$20,000, take an additional 5% discount from list pricing</u>		

JOHNSON CONTROLS

ITEM	DESCRIPTION	MSRP DISCOUNT	WARRANTY PERIOD (YEARS)
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1. OTHER ENERGY & ENVIRONMENTAL SOLUTIONS
(PROVIDE OVERVIEW IN SPACE BELOW)

ACCEPTANCE OF POWER PURCHASING AGREEMENTS SUBJECT TO THIS CONTRACT FOR RENEWABLE ENERGY PROJECTS. THESE AGREEMENTS WILL BE BETWEEN ESC REGION 19 PURCHASING COOPERATIVE MEMBERS AND AN EQUITY OWNER IDENTIFIED BY JOHNSON CONTROLS. THE EQUITY OWNER OWNS THE RENEWABLE ENERGY PLANT AND SELLS THE POWER BACK TO THE REGION 19 PURCHASING COOPERATIVE MEMBER. JOHNSON CONTROLS DEVELOPS, INSTALLS, AND PROVIDES ALL MAINTENANCE AND OPERATION ACTIVITIES FOR THE EQUITY OWNER.

BENEFITS TO THE ESC REGION 19 PURCHASING COOPERATIVE MEMBER IN PROCURING RENEWABLE SOLUTIONS INCLUDE;

- A. LONG TERM COST CERTAINTY
- B. FEDERAL AND STATE TAX INCENTIVE/ GRANTS
- C. REVENUE OPPORTUNITY VIA INCENTIVE PROGRAMS OR ENVIRONMENTAL CREDITS (REC'S)
- D. REDUCTION

LEED CERTIFICATIONS

JOHNSON CONTROLS HAS A TEAM WHO CAN WORK WITH ESC REGION 19 PURCHASING COOPERATIVE MEMBERS TO RECEIVE LEED CERTIFICATIONS FOR THEIR BUILDINGS AND FACILITIES. JOHNSON WILL WORK WITH CLIENTS TO DESIGN AND IMPLEMENT PROJECTS THAT WILL RECEIVE REQUIRED POINTS NECESSARY TO BE LEED CERTIFIED

HVAC EQUIPMENT

JOHNSON CONTROLS WILL PROVIDE GSA PRICING FOR HVAC EQUIPMENT FROM YORK EQUIPMENT COMPANY AND OTHER MANUFACTURERS.

FIRE ALARM SERVICES

JOHNSON CONTROLS WILL PROVIDE FIRE ALARM SYSTEMS, SERVICE, INSTALLATION, AND SERVICE FROM ITS GSA PRICING CONTRACT.

PERFORMANCE SERVICE AGREEMENTS

JOHNSON CONTROLS WILL PROVIDE SERVICE AGREEMENTS AT GSA RATES FOR ANY EQUIPMENT INSTALLED WITH TECHNICIANS THAT ARE FACTORY TRAINED.

OVERALL PRICING

ALL PRICING ON THIS CONTRACT IS PRE-NEGOTIATED PRICING WITH THE FEDERAL GOVERNMENT (GSA PRICING), FROM GSA CONTRACTS GS07F-7823C AND GS06F-0060P. PRICING CAN BE REFERENCED AT www.johnsoncontrols.com or www.gsasadvantage.gov or ESC REGION 19 PURCHASING COOPERATIVE MEMBERS CAN ASK FOR A HARD COPY TO HAVE FOR THEIR RECORDS AND REFERENCE. ADDITIONALLY, ANY AND OR ALL GSA CONTRACT AMENDMENTS WILL ALSO BE PASSED ON THE ESC REGION 19 PURCHASING COOPERATIVE MEMBERS. THESE CONTRACTS ARE ALL INCLUSIVE OF PROFESSIONAL SERVICES, SUBCONTRACTING ARRANGEMENTS, ENGINEERING, PROJECT DEVELOPMENT COST, MEASUREMENT AND VERIFICATION SERVICES, PROJECT MANAGEMENT FEES, AND OTHER PROJECT COSTS. ANY NON-PRE-PRICED ITEMS THAT ARE NOT SPECIFICALLY PRICED THROUGH THE GSA CONTRACT WOULD BE SUBJECT TO RS MEANS ESTIMATES WITH THE EL PASO OR DESIGNATED AREA MULTIPLYING FACTOR WHICH IS THE INDUSTRY STANDARD.

JOHNSON CONTROLS

<u>ITEM</u>	<u>MSRP DESCRIPTION</u>	<u>DISCOUNT</u>	<u>WARRANTY PERIOD (YEARS)</u>
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1. OTHER ENERGY & ENVIRONMENTAL SOLUTIONS CONTINUED
(PROVIDE OVERVIEW IN SPACE BELOW)

SAFETY

AS PART OF THE OVERALL MANAGEMENT STRATEGY PLACES EXTREME EMPHASIS ON THE IMPORTANCE OF ENVIRONMENTAL MANAGEMENT HOLDS ALL EMPLOYEES ACCOUNTABLE, MINIMIZES ALL OPERATIONS TO MINIMIZE ENVIRONMENTAL IMPACTS, COMPLIES WITH ALL RELEVANT LAWS AND REGULATIONS, AND MONITORS, EVALUATES, AND REPORTS ALL ENVIRONMENTAL ACTIVITIES. ADDITIONALLY SAFETY PROCEDURES BY ALL EMPLOYEES ARE PRIORITY REGARDLESS OF THE SIZE OR SCOPE OF ANY WORK.

Approved by: _____

(James R. Vasquez- Executive Director)
(James R. Vasquez- Executive Director)
(James R. Vasquez – Executive Director)

Date: _____

(June 29, 2010)
(May 20, 2011)
(April 26, 2012)

RFP # 10-6548
Date: _____