



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:

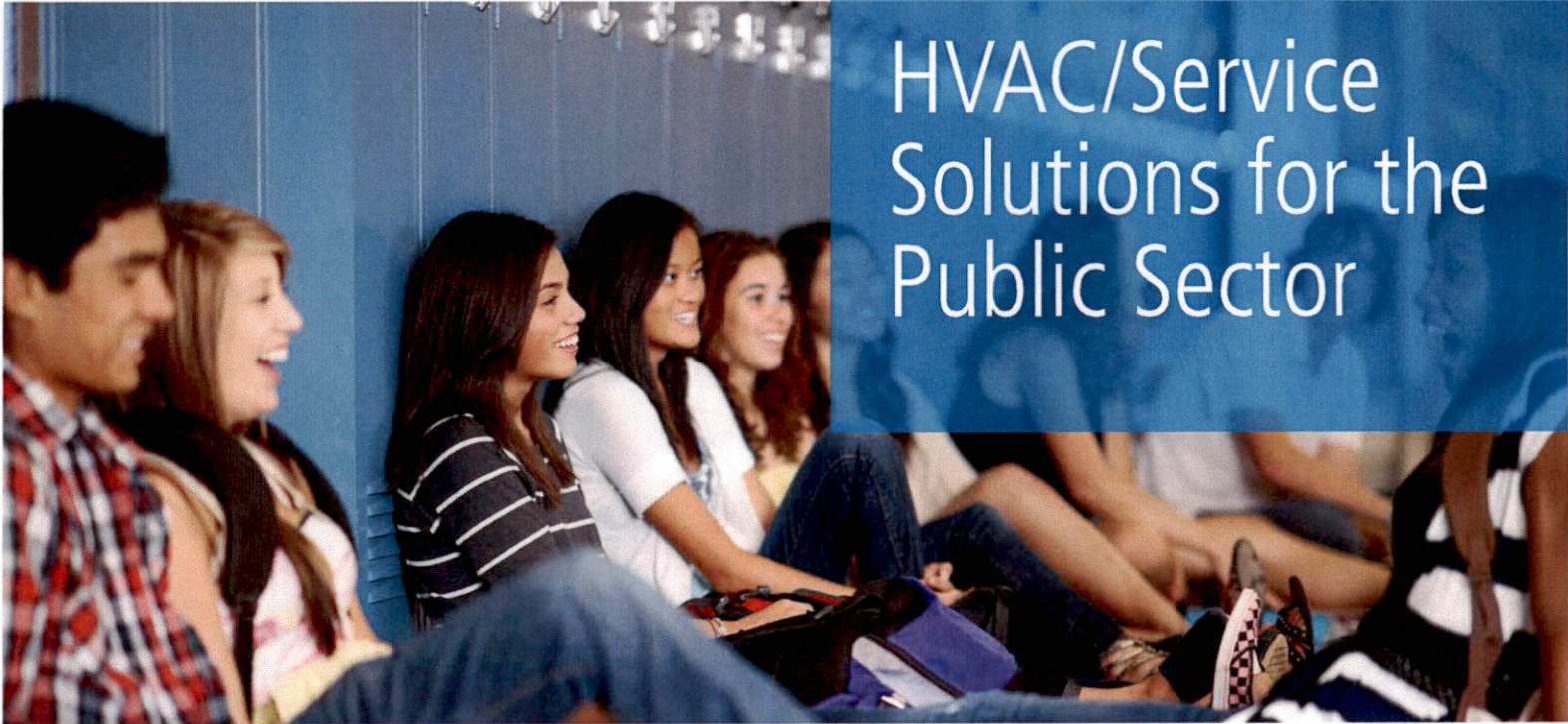
- HVAC Equipment and Parts
- HVAC Installation
- HVAC Maintenance and Repair Services
- HVAC Retrofits and Replacement Services
- HVAC Rentals
- Advanced Controls Systems
- LED Lighting Solutions

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>



HVAC/Service Solutions for the Public Sector

Partners in Cooperative Contract Purchasing

Daikin—the world’s number one HVAC manufacturer and OMNIA Partners—the nation’s largest and most experienced cooperative purchasing organization, combine to give you streamlined and cost-effective procurement and HVAC solutions.

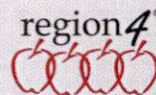
With the cooperative contract, awarded by Region 4 Education Service Center made available through OMNIA Partners, Daikin Applied is able to put real power behind your next purchase. Team with us to leverage over \$13 billion in purchasing power assets and draw upon the HVAC industry’s most technologically advanced and innovative equipment available. We’ll help you achieve your district’s strategic goals and cooling/heating needs, while creating healthier learning environments for faculty and students through improved indoor air quality.

For more information on cooperative purchasing, contact Duane Rothstein, Daikin Applied Government Vertical Market Manager at: duane.rothstein@daikinapplied.com or 952.261.9313.

For more information on the Daikin Applied contract and OMNIA Partners, visit: <https://www.omniapartners.com/publicsector/contract/supplier-contracts/daikin-applied>



- World’s number one manufacturer of HVAC equipment
- Over 90 years of experience
- Extensive creative customer solution offerings
- Contract number: R200401



- Lead public agency
- 7-county Texas school district in Houston, TX
- 1500+ campuses
- Serving 1.2 million students



- Largest public sector purchasing organization
- Combined National IPA & U.S. Communities to form OMNIA Partners, Public Sector
- Free/simple membership

High Performance HVAC Systems and Turnkey Service



Daikin Service Solutions

- Turnkey service - nationwide, factory-trained installation and service support
- Energy efficiency and renewable solutions
- Energy analysis services and support
- Utility rebate assistance
- System application and design support
- Refrigerant management solutions
- Carbon credit assistance
- Chiller rentals
- Controls solutions
- Commissioning/recommissioning
- Rebuild/refurbishment
- Maintenance agreements



Daikin HVAC Solutions

- Water and air-cooled chillers
- Indoor/outdoor air handlers
- Fan coils/unit ventilators
- Water source heat pumps
- Self-contained systems
- AAF Flanders® air filtration products
- Modular central plants
- Rooftop systems
- Cooling towers, boilers, pumps
- OEM and commodity parts
- Intelligent BAS controls



Magnitude® water-cooled chillers,
Trailblazer® air-cooled chillers



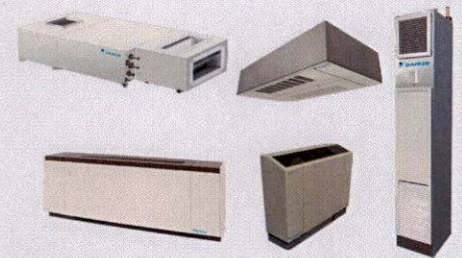
Vision®/indoor air handlers,
Skyline® outdoor air handlers



Self-Contained
packaged vertical systems



Water source heat pumps



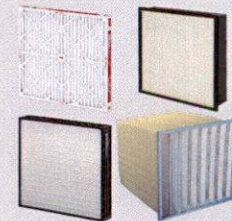
PreciseLine®/OptiLine™ fan coils,
unit ventilators



Modular central plants



Rebel®/ Rebel Applied™/Maverick® II
rooftop systems



AAF Flanders® air filtration products

For more information on our complete line of HVAC systems and service solutions, contact your local Daikin Applied Representative or visit www.DaikinApplied.com to find an office near you.

EXHIBIT H
ADVERTISING COMPLIANCE REQUIREMENT

Pursuant to certain state notice provisions, including but not limited to Oregon Revised Statutes Chapter 279A.220, the following public agencies and political subdivisions of the referenced public agencies are eligible to register with OMNIA Partners, Public Sector and access the Master Agreement contract award made pursuant to this solicitation, and are hereby given notice of the foregoing request for proposals for purposes of complying with the procedural requirements of said statutes:

Nationwide:

State of Alabama	State of Hawaii	State of Massachusetts	State of New Mexico	State of South Dakota
State of Alaska	State of Idaho	State of Michigan	State of New York	State of Tennessee
State of Arizona	State of Illinois	State of Minnesota	State of North Carolina	State of Texas
State of Arkansas	State of Indiana	State of Mississippi	State of North Dakota	State of Utah
State of California	State of Iowa	State of Missouri	State of Ohio	State of Vermont
State of Colorado	State of Kansas	State of Montana	State of Oklahoma	State of Virginia
State of Connecticut	State of Kentucky	State of Nebraska	State of Oregon	State of Washington
State of Delaware	State of Louisiana	State of Nevada	State of Pennsylvania	State of West Virginia
State of Florida	State of Maine	State of New Hampshire	State of Rhode Island	State of Wisconsin
State of Georgia	State of Maryland	State of New Jersey	State of South Carolina	State of Wyoming
District of Columbia				

Lists of political subdivisions and local governments in the above referenced states / districts may be found at http://www.usa.gov/Agencies/State_and_Territories.shtml and <https://www.usa.gov/local-governments>.

Certain Public Agencies and Political Subdivisions:

CITIES, TOWNS, VILLAGES AND BOROUGHES

INCLUDING BUT NOT LIMITED TO:

BAKER CITY GOLF COURSE, OR
CITY OF ADAIR VILLAGE, OR
CITY OF ASHLAND, OR
CITY OF AUMSVILLE, OR
CITY OF AURORA, OR
CITY OF BAKER, OR
CITY OF BATON ROUGE, LA
CITY OF BEAVERTON, OR
CITY OF BEND, OR
CITY OF BOARDMAN, OR
CITY OF BONANAZA, OR
CITY OF BOSSIER CITY, LA
CITY OF BROOKINGS, OR
CITY OF BURNS, OR
CITY OF CANBY, OR
CITY OF CANYONVILLE, OR
CITY OF CLATSKANIE, OR
CITY OF COBURG, OR
CITY OF CONDON, OR
CITY OF COQUILLE, OR
CITY OF CORVALLI, OR
CITY OF CORVALLIS PARKS AND RECREATION DEPARTMENT, OR

CITY OF COTTAGE GROVE, OR
CITY OF DONALD, OR
CITY OF EUGENE, OR
CITY OF FOREST GROVE, OR
CITY OF GOLD HILL, OR
CITY OF GRANTS PASS, OR
CITY OF GRESHAM, OR
CITY OF HILLSBORO, OR
CITY OF INDEPENDENCE, OR
CITY AND COUNTY OF HONOLULU, HI
CITY OF KENNER, LA
CITY OF LA GRANDE, OR
CITY OF LAFAYETTE, LA
CITY OF LAKE CHARLES, OR
CITY OF LEBANON, OR
CITY OF MCMINNVILLE, OR
CITY OF MEDFORD, OR
CITY OF METAIRIE, LA
CITY OF MILL CITY, OR
CITY OF MILWAUKIE, OR
CITY OF MONROE, LA
CITY OF MOSIER, OR
CITY OF NEW ORLEANS, LA
CITY OF NORTH PLAINS, OR
CITY OF OREGON CITY, OR