



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #030817
Entitled
HVAC SYSTEMS, INSTALLATION, AND SERVICE WITH RELATED PRODUCTS AND SUPPLIES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on January 13, 2017, in South Carolina's *The State* on January 12, 2017, in Utah's *The Salt Lake Tribune* on January 12, 2017, in *USA Today* on January 12, 2017, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website www.noticetobidders.com, PublicPurchase.com, Merx, and Biddingo:

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030817 HVAC SYSTEMS, INSTALLATION, AND SERVICE WITH RELATED PRODUCTS AND SUPPLIES. Details of this RFP are available beginning January 12, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until March 8, 2017 at 4:30 p.m. Central Time at the above address and opened March 9, 2017 at 8:00 a.m. Central Time.

RFPs were requested by and distributed to:

ACCO Engineered Systems, Inc.	Honeywell
Adrian L. Merton, Inc.	JCI
Aire-Deb Corp.	JD's Equipment Service LLC
AirReps	Johnson Controls
AJ Madison	Kotra
Alltec Controls, Inc.	Lennox Industries, Inc.
Avalon Contracting Inc.	Lyra de Asis
Big Ass Fans	MacDonald-Miller
BigRentz, Inc.	Mechanical Service & Systems Inc.
Carmichael Engineering Ltd	Ohio Dept of Administrative Services
Carrier Corporation	Onvia, Inc.
Cascade Hydro-Air	PA Department of General Services
ConstructConnect	Performance Mechanical Group
Construction Industry Center	Plan Group Inc.
Contractor Plan Center	Prime Vendor Inc.

Cooling Solutions LLC	Rink-Tec International, Inc.
COSTARS Program	RM Mechanical, Inc.
Crozier Mechanical	RoTOOL Manufacturing
Culliton	Siemens Building Technologies
Delta T Corporation	State of Washington - Department of Transportation
Denko Mechanical Ltd.	Superior Boiler Works and Welding Limited
Eds Supply Co.	Syncquip
Enviser	Tri-Dim Filter Corporation
eRepublic	TRS Medical
FL Research	Tru Mechanical
Flexim Americas Corporation	United Rentals
Gardner Company, Inc.	Vancouver Regional Construction Association
HBC Strategies, LLC	Wittichen Supply Company
Holmberg Company	

Proposals were opened on March 9, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Carrier Corporation
Delta T Corporation dba Big Ass Fans
Johnson Controls, Inc.
Lennox Industries Inc.
Siemens Industry Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Jeremy Schwartz, NJPA Director of Cooperative Contracts and Procurement/CPO
Keith Hanson, CPA, NJPA Accounting Manager
Paul Anderson, NJPA Business Development Administrator
Ilissa Ramm, JD, NJPA Associate General Counsel
Chris Robinson, JD, NJPA Lead Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee used the established NJPA RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

Carrier Corporation offers a complete solution for Member needs, including HVAC equipment, preventative maintenance, repair and replacement, installation, controls, and energy management services. Their sales and service force is extensive and is directly employed by Carrier Corporation. Their pricing proposal includes significant discounts on equipment and service agreements, and hourly service rates within the competitive range.

Johnson Controls maintains 160 branch offices in the US and Canada, with over 4,500 service providers directly-employed. They design, install, maintain, and service HVAC, energy management, and controls systems to

comprehensively serve member needs. Johnson Controls incorporates certified minority-owned suppliers, as well as small or disadvantaged businesses, into their projects, spending more than \$1 billion annually with minority- and women-owned businesses. Their pricing reflects a substantial discount of local branch labor rates and list prices on the York line of chillers and air handling equipment, and competitive mark-up rates on non-Johnson Controls equipment.

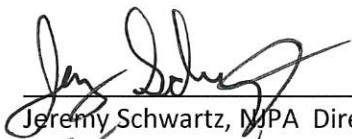
Siemens Industry provides service contracts, repair and maintenance, replacement, and renovation services of all HVAC equipment, without regard to equipment manufacturer. They also perform predictive services, utilizing a variety of analysis and testing methods, to identify potential problems prior to failure. With over 9,000 employees across 110 offices in the US and Canada, Siemens provides comprehensive coverage to serve members' needs. Their labor rates are divided into tiers based on geographic region, and are combined with pricing on materials and equipment based on a mark-up that falls within the competitive range.

For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #030817 to:

Carrier Corporation
Johnson Controls
Siemens Industry

030817-CAR
030817-JHN
030817-SIE


The preceding recommendations were approved on May 2, 2017.



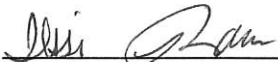
Jeremy Schwartz, NJPA Director of Cooperative Contracts and Procurement/CPO



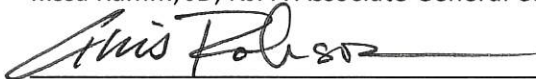
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