



Project Number:

PB210226NAT

Contract Term:

10/1/2020 - 9/30/2024

Project Title:

HVAC Equipment, Installation, Service, and Related Products

Description of commodity/services provided under contract:

Region 4 ESC in cooperation with Omnia Partners has competitively solicited and awarded a contract to Daikin Applied Americas Inc. for "HVAC Equipment, Installation, Services & Related Products." This contract allows for the purchase of parts, equipment, service, and turn key installation services. The piggyback with Omnia Partners and Region 4 ESC has varying manufacturer discounts on equipment, installation, and services.

Market Analysis Summary:

Provide comparison pricing within the market or through verification of other governmental agencies.

Carroll Air is the only Daikin authorized representative for the territory spanning from Tampa, FL to Davie, FL. Additionally the units being installed are Custom Air Handler Units manufactured by Daikin. All turnkey proposals by Daikin are on a quote by quote basis per the Region 4 contract. Daikin was chosen as the equipment for this project by virtue of the standardization for County equipment. Labor rates for this contract have been found fair and reasonable when compared to another cooperative contract of similar use. A sampling of various positions is attached for comparison. Also attached is the equipment discount schedule showing the percentage discount off build price for these units.

Nick Trueblood

10/19/23

Nick Trueblood

Lee County Procurement Approval (Sign)

Date

Printed Name

Labor Classification	Competitor A	Competitor B
Delivery personnel	\$82.94	\$91.51
Electricians	\$263.88	\$164.72
Heavy Equipment Operators	\$188.48	\$118.97
HVAC Commercial A/C technician	\$173.33	\$155.74
HVAC Light Commercial	\$143.24	\$122.21
HVAC Helper	\$135.71	\$109.23
HVAC Field Supervisor	\$188.48	\$202.24
HVAC Refrigeration technician	\$165.86	\$252.57
HVAC Duct installer	\$165.86	\$150.08
HVAC Filter technician	\$128.17	\$100.66
HVAC Building Automation technician	\$194.12	\$256.23
Insulators	\$173.41	\$179.36
Laborers	\$82.94	\$100.66
Project Manager	\$196.02	\$192.17
Project Administrator	\$143.24	\$146.42
Test & Balance Technician	\$226.18	\$192.17



Contract # R200401



OMNIA Approved Manufacturers	Standard (as of Mod-19)		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
	HVAC Refrigeration							
Arctic Chill	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
Broad - Absorption Chillers	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied A/C Screw Chillers	52.0%	0.4800	Note 1	Note 1	46.0%	0.5400	46.0%	0.5400
Daikin Applied A/C Scroll Chillers	52.0%	0.4800	Note 1	Note 1	46.0%	0.5400	46.0%	0.5400
Daikin Applied A/C Scroll Condensing Units	43.0%	0.5700	Note 1	Note 1	47.0%	0.5300	N/A	N/A
Daikin Applied Fluid Coolers	47.0%	0.5300	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied RTU Scroll Condensing Units	43.0%	0.5700	Note 1	Note 1	N/A	N/A	39.0%	0.6100
Daikin Applied Self-Contained Systems	39.0%	0.6100	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied W/C Centrifugal Chillers	50.0%	0.5000	Note 1	Note 1	46.0%	0.5400	N/A	N/A
Daikin Applied W/C Screw Chillers	44.0%	0.5600	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied W/C Scroll Chillers	49.0%	0.5100	Note 1	Note 1	N/A	N/A	N/A	N/A
Epsilon	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
FAFCO	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
Legacy	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
Motivair	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
Multistack	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
Tandem Chillers	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
Techochill (Techogen)	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
TempMaster	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
Thermax	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
United Coolair	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
Yazaki	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
Indoor Air Quality Products and Devices								
American Air Filter	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A
AtmosAir	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A
Bioclimatic Air Systems	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Air Purifier	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Dynamic Air Quality Solutions	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A
Ebtron	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
GallantAir	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Global Plasma Solutions	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A
Lumalier (an Evergreen UV Company)	15.0%	0.8500	Note 1	Note 1	N/A	N/A	N/A	N/A
Oxygen 8	15.0%	0.8500	Note 1	Note 1	N/A	N/A	N/A	N/A
Plasma Air	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A
Sterile-Aire	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A
UV Resources	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A
Venmar CES	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A
Unitary								
AAON	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A