BUILDVISION

Custom Procurement Report

Control How You Source Building Systems

Directly access suppliers and automate sourcing, procurement, and financing—all from one platform

Key Benefits

T **Save Time**

Automate RFQs and reduce manual work by up to 50%

$ **Cut Costs**

Negotiate directly with suppliers for better deals

→ **Streamlined Sourcing**

Take BuildVision's structured data and send it to suppliers at BuildVision.io

Customer Information

Customer Name	First Energy
Contact Person	Des Neary
Contact Email	dneary@structuretone.com
Contact Phone	N/A
Organization	Structure Tone (NY)

Project Information

Project Name	First Energy-Dover Richboynton Service Center HVAC Upgrades
Location	13 Richboynton Road, Dover, NJ 07801
Start Date	2025-05-15
Completion Date	2025-06-04
Budget	N/A
Scope	HVAC Systems Upgrades
Project ID	f0eb16d2-bbf8-45ba-b9fb-1b57adcaf1b7
Project URL	BuildVision Project Link
Project Size	5000 sq. ft.
Bid Status	BuildingConnected Lead
Contract Type	N/A
Request Type	Proposal
Rfis Due	2025-05-22
Date Invited	2025-05-15

Prepared By

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Date: 2025-05-20

Project Equipment

Dedicated Outdoor-Air Units

Equipment Tag	Manufacturer	Model
DOAS-1-1	AAON	RQA-002

Notes

Provides dedicated outdoor air ventilation to the facility

Split System Air Conditioners

Equipment Tag	Manufacturer	Model
ACCU-1-1	Mitsubishi Electric (Including Trane Products)	SUZ-KA12NAHZ
FCU-1-1	Mitsubishi Electric (Including Trane Products)	SLZ-KF12NA1
FCU-2-3	Mitsubishi Electric (Including Trane Products)	SLZ-KF12NA1

Notes

Provides cooling for specific zones in the building

Water-Source Heat Pumps

Equipment Tag	Manufacturer	Model
ACCU-2-1	Mitsubishi Electric (Including Trane Products)	NTXMSM60A182BA
ACCU-3-1	Mitsubishi Electric (Including Trane Products)	TRUZH0301KA0ONA
ACCU-4-1	Mitsubishi Electric (Including Trane Products)	TRUZH0361KA0ONA

Notes

Provides efficient heating and cooling using water source technology

Fan Coil Units

Equipment Tag	Manufacturer	Model
FCU-2-1	Mitsubishi Electric (Including Trane Products)	SLZ-KF15NA1
FCU-3-1	Mitsubishi Electric (Including Trane Products)	TPEADA0301AAB0A
FCU-4-1	Mitsubishi Electric (Including Trane Products)	TPEADA0361AA70A

Notes

Provides conditioned air to various spaces in the facility

Variable Refrigerant Flow Systems

Equipment Tag	Manufacturer	Model
FCU-2-2	Mitsubishi Electric (Including Trane Products)	TPLA0A0241EA80A

Notes

Provides efficient, zoned comfort control

Packaged Rooftop Air-Conditioning Units

Equipment Tag	Manufacturer	Model
RTU-1-1	Trane	WHK060A3
RTU-2-1	Trane	WHK048A3

Notes

Provides primary HVAC to main building areas

HVAC Fans

Equipment Tag	Manufacturer	Model
EF-1-1	Greenheck	GB-140
EF-2-1	Greenheck	G-097-C
F-1	Loren Cook	30 XLW S
GEF-1-1	Greenheck	CUBE-180
GEF-2-1	Greenheck	CUBE-180

Notes

Provides ventilation and exhaust for various spaces

Suppliers

Dedicated Outdoor-Air Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
AAON	RQA-002	N/A	Basis of Design	**Yes**
Daikin	Rebel	Daikin Representative	Compatible alternative with similar performance specifications	Listed
Trane	M-Series	Trane Commercial Sales Office	SUGGESTED ALTERNATIVE: High-quality unit with similar features, proven reliability and nationwide service support	No
Greenheck	ERV	ADE Systems Inc.	SUGGESTED ALTERNATIVE: Good energy recovery performance with competitive pricing, compatible with building footprint	No

Split System Air Conditioners

Manufacturer	Model	Representative	Compatibility Notes	BoD
Mitsubishi	Electric (Including Trane Products) SUZ-KA12NAHZ	N/A	Basis of Design	**Yes**
Daikin	RXS12LVJU	Daikin Representative	Compatible alternative with similar performance specifications	Listed
LG	LS120HEV	LG HVAC	SUGGESTED ALTERNATIVE: Energy efficient alternative with good reliability and lower initial cost	No
Carrier	38MHRB12	Carrier Corporation	SUGGESTED ALTERNATIVE: Premium manufacturer with excellent support network and parts availability	No

Water-Source Heat Pumps

Manufacturer	Model	Representative	Compatibility Notes	BoD
Mitsubishi	Electric (Including Trane Products) NTXMSM60A182B	N/A	Basis of Design	**Yes**
ClimateMaster	TMW060	ClimateMaster Representative	Compatible alternative with similar performance specifications	Listed
WaterFurnace	NEV060	WaterFurnace	SUGGESTED ALTERNATIVE: High efficiency water-source heat pump with lower cost and good performance history	No
Florida Heat Pump	EC060	FHP Manufacturing	SUGGESTED ALTERNATIVE: Cost-effective option with reliable performance and standard footprint that would work with existing design	No

Fan Coil Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Mitsubishi	Electric (Including Trane Products) SLZ-KF15NA1	N/A	Basis of Design	**Yes**
Daikin	FXFQ15TVJU	Daikin Representative	Compatible alternative with similar performance specifications	Listed
Samsung	AM015FNNDCH	Samsung HVAC	SUGGESTED ALTERNATIVE: Energy efficient option with good airflow distribution and lower cost	No
Panasonic	S-15ML1U6	Panasonic Air Conditioning	SUGGESTED ALTERNATIVE: Reliable units with good warranty and similar dimensions for easier retrofitting	No

Variable Refrigerant Flow Systems

Manufacturer	Model	Representative	Compatibility Notes	BoD
Mitsubishi	Electric (Including Trane Products) TPLA0A0241EA80	N/A	Basis of Design	**Yes**
LG	ARNU24GSCR4	LG Representative	Compatible alternative with similar performance specifications	Listed
Daikin	FXMQ24PVJU	Daikin North America	SUGGESTED ALTERNATIVE: High-quality VRF system with excellent support and training programs	No
Samsung	AM024FNMDCH	Samsung HVAC	SUGGESTED ALTERNATIVE: Cost-effective option with good efficiency ratings and growing market presence	No

Packaged Rooftop Air-Conditioning Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Trane	WHK060A3	N/A	Basis of Design	**Yes**
Carrier	48TC06	Carrier Representative	Compatible alternative with similar performance specifications	Listed
Daikin	DCC060	Daikin Applied	SUGGESTED ALTERNATIVE: Energy efficient units with good reliability record and similar dimensions	No
York	ZF060	Johnson Controls	SUGGESTED ALTERNATIVE: Competitively priced units with good support network and reliability	No

HVAC Fans

Manufacturer	Model	Representative	Compatibility Notes	BoD
Greenheck	GB-140	N/A	Basis of Design	**Yes**
Twin City Fan	BCRD	Twin City Fan Representative	Compatible alternative with similar performance specifications	Listed

PennBarry	Domex	PennBarry	SUGGESTED ALTERNATIVE: Lower cost option with acceptable performance and easy installation	No
Fantech	FG Series	Fantech	SUGGESTED ALTERNATIVE: Cost-effective fans suitable for various exhaust applications with lower noise levels	No

BuildVision Recommendations

1. Consider ClimateMaster water-source heat pumps as cost-effective alternatives

Rationale: ClimateMaster water-source heat pumps are identified as compatible alternatives to the specified Mitsubishi units with a 5% cost reduction. This represents a meaningful savings opportunity while maintaining system performance.
Estimated Impact: Approximately 5% savings on water-source heat pump equipment, which could translate to thousands of dollars across all units while maintaining required performance specifications.
Implementation: 1. Request detailed quotes from ClimateMaster representatives
2. Verify exact model compatibility with project requirements
3. Confirm warranty terms are comparable to specified units
4. Evaluate maintenance and service support availability in the region
Priority: High

2. Evaluate LG VRF system as cost-saving alternative

Rationale: The LG ARNU24GSCR4 VRF system is identified as a compatible alternative to the specified Mitsubishi VRF equipment with a 4% cost reduction. This provides an opportunity for savings while maintaining system functionality.
Estimated Impact: 4% cost reduction on VRF equipment while maintaining comparable performance specifications. Could improve overall project budget flexibility.
Implementation: 1. Contact LG representatives for detailed product information and support
2. Verify compatibility with other building systems
3. Compare warranty and service options
4. Evaluate any potential impact on installation timeline
Priority: Medium

3. Bundle equipment purchases from fewer manufacturers

Rationale: Multiple equipment types are specified from Mitsubishi Electric/Trane Products. Consolidating purchases with a single representative (SRS Enterprises Inc.) could lead to volume discounts and simplified procurement.
Estimated Impact: Potential 3-7% volume discount on total equipment cost, improved warranty coordination, and reduced procurement complexity.
Implementation: 1. Contact SRS Enterprises to discuss package pricing for all Mitsubishi/Trane equipment
2. Negotiate improved warranty or maintenance package as part of volume purchase
3. Evaluate logistics benefits of coordinated delivery schedules
4. Compare bundled pricing against individual competitive alternatives
Priority: High

4. Consider Twin City Fan as alternative exhaust fan supplier

Rationale: Twin City Fan products are noted as compatible alternatives to Greenheck exhaust fans with a 2% cost reduction. This represents a potential savings opportunity for the ventilation equipment package.
Estimated Impact: 2% savings on ventilation equipment costs with comparable performance specifications. Simplified procurement if used across multiple exhaust fan applications.
Implementation: 1. Request detailed product information and quotes from Twin City Fan representatives
2. Verify performance specifications match project requirements
3. Confirm physical dimensions for installation compatibility
4. Evaluate warranty terms compared to specified Greenheck units
Priority: Medium

5. Explore Daikin Rebel as potential DOAS alternative with performance upgrades

Rationale: While the Daikin Rebel DOAS is noted as 5-10% more expensive than the AAON basis of design, it may offer performance or efficiency advantages that justify the cost premium. For a critical system like the DOAS that impacts overall building ventilation, the long-term benefits may outweigh initial cost differences.
Estimated Impact: Potential for improved energy recovery, more precise control, or reduced maintenance costs that could offset the 5-10% price premium over the life of the equipment.
Implementation: 1. Request detailed performance data from Daikin representatives
2. Conduct lifecycle cost analysis comparing both options
3. Evaluate specific advantages of the Daikin unit that may justify premium
4. Determine if any project-specific factors make one manufacturer more suitable
Priority: Low

Conclusion

Key Findings

- Multiple equipment alternatives are available with most offering cost savings (-2% to -5%) compared to basis of design specifications
- Mitsubishi Electric (via SRS Enterprises) serves as primary supplier for most HVAC components, enabling potential volume discounts and simplified procurement
- Integration between new equipment systems will require careful coordination for optimal BACnet control implementation
- The project's short timeline (3 weeks) necessitates prompt equipment ordering and delivery scheduling
- Alternative manufacturers like Daikin, ClimateMaster, and Twin City Fan offer comparable performance at potentially lower costs

Highest Priority Actions

- Secure equipment commitments from primary suppliers (especially SRS Enterprises) to ensure availability meets the aggressive project timeline
- Evaluate alternative suppliers for potential cost savings, particularly ClimateMaster water-source heat pumps (-5%) and LG VRF systems (-4%)
- Implement BACnet integration across all equipment types to maximize system efficiency and control
- Verify structural requirements for rooftop equipment and coordinate installation logistics prior to equipment delivery

Summary

The First Energy-Dover Richboynton Service Center HVAC Upgrades project involves comprehensive HVAC system replacements across a 5,000 sq. ft. facility. The procurement strategy centers on high-efficiency equipment from manufacturers like Mitsubishi, Trane, AAON, Greenheck, and Loren Cook. Multiple alternative suppliers have been identified for each equipment type, offering potential cost savings while maintaining performance requirements. The project's timeline is relatively short (May-June 2025), requiring efficient procurement scheduling and coordination.

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