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Custom Procurement Report

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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	Hillsborough County Public Schools
Contact Person	Daniel Simbol
Contact Email	daniel.simbol@ajaxbuilding.com
Contact Phone	N/A
Building Connected Lead	Daniel Simbol

Project Information

Project Name	Steinbrenner HS - Major Equipment Prepurchase
Location	5575 West Lutz Lake Fern Road, Lutz, FL 33558
Start Date	N/A
Completion Date	6/20/2025
Budget	N/A
Scope	HVAC Replacement and Minor Renovations
Project ID	25016
Project URL	BuildVision Project Link
Contract Type	BuildingConnected Lead
Bid Status	Proposal
Date Created	6/5/2025
Date Invited	6/5/2025
Expected Start	–
Job Walk	–
Rfis Due	–
Project Size	–
Equipment Types	Indoor Central-Station Air-Handling Units (AHU-1 to AHU-15), Packaged Water Chillers (CH-3)

Prepared By

Ben Lyddane
Ben@BuildVision.io
202-365-8628

Mackenzie Hoover
Mackenzie@buildvision.io
843-609-3265

Date: 2025-06-13

Project Equipment

Air Handling Units

Equipment Tag	Manufacturer	Model
AHU-01		
AHU-02		
AHU-03		
AHU-04		
AHU-05		
AHU-06		
AHU-07		
AHU-08		
AHU-09		
AHU-10		
AHU-11		
AHU-12		
AHU-13		
AHU-14		
AHU-15		

Notes

Indoor Central-Station Air-Handling Units with factory installed microprocessor controls, VFDs, and direct drive fans. Units configured for vertical or horizontal installation with pleated filters and chilled water cooling coils.

Packaged Water Chillers

Equipment Tag	Manufacturer	Model
CH-3		

Notes

Air-cooled scroll compressor packaged chillers with four hermetic compressors, brazed plate evaporator, microprocessor controls, and variable speed condenser fans. Factory installed accessories include disconnect switch, vibration isolators, and thermal dispersion flow switch.

Suppliers

Air Handling Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Trane		N/A	Listed as acceptable manufacturer for air-cooled chillers and air handling units	**Yes**
Trane		N/A	Listed as acceptable manufacturer for air-cooled chillers and air handling units	Listed
Carrier		N/A	Listed as acceptable manufacturer for air-cooled chillers and air handling units	Listed
Daikin		N/A	Listed as acceptable manufacturer for air-cooled chillers and air handling units	Listed
York		N/A	Listed as acceptable manufacturer for air-cooled chillers and air handling units	Listed
Temtrol		N/A	Listed as acceptable manufacturer for air handling units	Listed

Packaged Water Chillers

Manufacturer	Model	Representative	Compatibility Notes	BoD
Trane		N/A	Listed as acceptable manufacturer in mechanical schedule. Must meet all performance specifications including 150 ton capacity, R-32 or R454B refrigerant, and 10.1 EER/14.0 IPLV efficiency requirements.	**Yes**

Trane		N/A	Listed as acceptable manufacturer in mechanical schedule. Must meet all performance specifications including 150 ton capacity, R-32 or R454B refrigerant, and 10.1 EER/14.0 IPLV efficiency requirements.	Listed
Daikin		N/A	Listed as acceptable manufacturer in mechanical schedule. Must meet all performance specifications including 150 ton capacity, R-32 or R454B refrigerant, and 10.1 EER/14.0 IPLV efficiency requirements.	Listed
Carrier		N/A	Listed as acceptable manufacturer in mechanical schedule. Must meet all performance specifications including 150 ton capacity, R-32 or R454B refrigerant, and 10.1 EER/14.0 IPLV efficiency requirements.	Listed
York		N/A	Listed as acceptable manufacturer in mechanical schedule. Must meet all performance specifications including 150 ton capacity, R-32 or R454B refrigerant, and 10.1 EER/14.0 IPLV efficiency requirements.	Listed

BuildVision Recommendations

1. Implement competitive multi-manufacturer bidding strategy for major equipment procurement

Rationale: The specifications list acceptable manufacturers for both air-cooled chillers (Trane, Daikin, Carrier, York) and air handling units (Trane, Carrier, Johnson Controls/York, Daikin, Temtrol). This multi-manufacturer approach enables competitive bidding rather than sole-source procurement, which is critical for a large equipment package including 15

air handling units and 1 chiller.
Estimated Impact: Significant cost savings through competitive pricing and improved equipment selection options
Implementation: Solicit quotes from all approved manufacturers simultaneously, establish clear evaluation criteria including price, delivery, warranty terms, and local service support. Compare total cost of ownership including maintenance agreements offered by each manufacturer.
Priority: High

2. Leverage manufacturer preventative maintenance agreements for long-term cost optimization

Rationale: The specifications include optional preventative maintenance agreements for both chillers and air handling units, with 5-year and 10-year terms available. Given the complexity of the equipment and the educational facility setting requiring high reliability, these agreements can provide predictable maintenance costs and ensure proper equipment care.
Estimated Impact: Reduced long-term maintenance costs and improved equipment reliability through manufacturer-backed service programs
Implementation: Request detailed pricing for both Alt#1 (years 1-5) and Alt#2 (years 6-10) preventative maintenance agreements from each manufacturer. Evaluate agreements based on scope of services, response times, and total cost compared to in-house maintenance capabilities.
Priority: Medium

3. Optimize equipment shipping and delivery logistics to minimize field assembly costs

Rationale: The air handling unit specifications indicate various shipping configurations (vertical split, knockdown, fan/coil/filter sections) based on unit size and access limitations. Several units require field assembly due to the 6-foot wide door opening constraint. Proper shipping planning can minimize field labor costs and installation complications.
Estimated Impact: Reduced installation costs and schedule delays through optimized shipping configurations
Implementation: Work with manufacturers to determine optimal shipping configurations for each unit based on access routes. Request detailed field assembly requirements and associated costs. Consider temporary removal of building elements if cost-effective compared to field assembly requirements.
Priority: Medium

4. Establish comprehensive warranty comparison criteria including service response capabilities

Rationale: The specifications require standard one-year warranties with optional extended coverage, plus factory startup services. For a school environment, local service capability and response times are critical factors that should influence manufacturer selection beyond initial equipment cost.
Estimated Impact: Improved equipment reliability and reduced downtime through better service support selection
Implementation: Request detailed information on local service capabilities, response times, and technician availability from each manufacturer. Evaluate warranty terms including coverage scope, exclusions, and service call response commitments. Consider this as a key evaluation factor alongside price.
Priority: Medium

5. Coordinate equipment delivery timing with construction schedule to minimize storage costs

Rationale: The specifications require equipment to be stored above grade level with environmental protection, and air handling equipment must have all openings sealed until installation. With 15 air handling units plus the chiller, storage costs and protection requirements could be substantial if not properly coordinated.
Estimated Impact: Reduced storage and protection costs through optimized delivery scheduling
Implementation: Develop detailed delivery schedule coordinated with construction milestones. Negotiate just-in-time delivery terms with manufacturers to minimize on-site storage duration. Establish clear responsibility for storage protection and associated costs in procurement documents.
Priority: Low

Conclusion

Key Findings

- Multiple approved manufacturers are specified for both equipment types (Trane, Daikin, Carrier, York for chillers; additional Temtrol and Johnson Controls for AHUs), enabling competitive bidding rather than sole-source procurement
- Significant logistical challenges exist due to building access constraints, with several units requiring field assembly through 6-foot wide door openings, necessitating careful shipping configuration planning
- Optional preventative maintenance agreements are available for 5-year and 10-year terms, providing opportunities for long-term cost optimization and equipment reliability assurance
- Complex technical specifications require careful evaluation including R-32/R454B refrigerant compatibility, BACnet controls integration, and specific coil coating requirements for the chiller

- Factory startup services and comprehensive warranty requirements emphasize the importance of local service capabilities in manufacturer selection

Highest Priority Actions

- Immediately solicit competitive quotes from all approved manufacturers with clear evaluation criteria including price, delivery, warranty, and local service support capabilities
- Coordinate with manufacturers to determine optimal shipping configurations for each air handling unit based on building access limitations to minimize field assembly costs
- Establish delivery timing that aligns with construction schedule to minimize storage costs and equipment protection requirements
- Evaluate preventative maintenance agreement options from each manufacturer to determine long-term cost implications and service reliability benefits

Summary

This major equipment prepurchase project for Steinbrenner High School involves procuring 15 air handling units (8,200-29,000 CFM capacity range) and one 150-ton air-cooled chiller for HVAC replacement. The procurement strategy should leverage the multi-manufacturer specification approach to achieve competitive pricing while ensuring compliance with detailed performance requirements including direct-drive fans, VFD controls, and specific shipping constraints due to building access limitations.

Ben Lyddane
Ben@BuildVision.io
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