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Customer Information

Customer Name	St. John's University
Contact Person	Vimal Patel
Contact Email	vpatel@shawmut.com
Contact Phone	N/A
Contractor Name	Shawmut Design and Construction
Building Connected Lead	Vimal Patel
Project Size	53800 sq. ft.
Request Type	Proposal
Bid Status	BuildingConnected Lead

Project Information

Project Name	St. John's University - Basketball Training Facility
Location	175-02 Union Turnpike, Jamaica, NY 11439
Start Date	9/2/2025
Completion Date	N/A
Budget	N/A
Scope	Basketball Training Facility
Project ID	006.3926.400
Project URL	BuildVision Project Link
Dob Number	Q01215377-S3
Expected Start Date	9/2/2025
Due	5/30/2025
Date Invited	6/18/2025
Created	6/18/2025
Engineer Firm	ME Engineers
Architect	Gensler
Contract Type	Not specified
Job Walk	Not specified

Prepared By

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

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

Date: 2025-06-23

Project Equipment

Packaged Rooftop Air-Conditioning Units

Equipment Tag	Manufacturer	Model
ASHP-2-1	Daikin Applied	DHSA031
ASHP-2-2	Daikin Applied	DHSA031
ASHP-2-3	Daikin Applied	DHSA031
ASHP-2-4	Daikin Applied	DPSH25B
DOAS-2-1	Daikin Applied	DPSH25B

Notes

Air source heat pumps and DOAS units with energy recovery wheel, horizontal draw-thru configuration with DX coils, electric heating, ECM fans, and airside economizer

Liquid Coolers

Equipment Tag	Manufacturer	Model
DCU-2-1	Dectron	NG-V-01

Notes

Natatorium dehumidification units with remote dry cooler for heat rejection

Dehumidifiers

Equipment Tag	Manufacturer	Model
DH-1-1	Dectron	DS-010-NP

Notes

Natatorium dehumidification system with integrated heating and cooling

VRF Indoor Units - Ductless

Equipment Tag	Manufacturer	Model
AC-A	Daikin Comfort Technologies (VRV and Mini Split)	FXZA05
AC-B	Daikin Comfort Technologies (VRV and Mini Split)	FXZA07
AC-C	Daikin Comfort Technologies (VRV and Mini Split)	FXZA09AAVJU

AC-D	Daikin Comfort Technologies (VRV and Mini Split)	FXZA12
AC-E	Daikin Comfort Technologies (VRV and Mini Split)	FXZA15
AC-F	Daikin Comfort Technologies (VRV and Mini Split)	FXZA18
AC-G	Daikin Comfort Technologies (VRV and Mini Split)	FXAA18

Notes

Wall-mounted ductless split system indoor units for individual zone control

VRF Indoor Units - Ducted

Equipment Tag	Manufacturer	Model
AC-H	Daikin Comfort Technologies (VRV and Mini Split)	FXMA48
AC-I	Daikin Comfort Technologies (VRV and Mini Split)	FBA24
AC-J	Daikin Comfort Technologies (VRV and Mini Split)	FXSA12

Notes

Concealed ducted indoor units for multiple zone applications

VRF Outdoor Units

Equipment Tag	Manufacturer	Model
CU-A	Daikin Comfort Technologies (VRV and Mini Split)	REYA72
CU-B	Daikin Comfort Technologies (VRV and Mini Split)	REYA96
CU-C	Daikin Comfort Technologies (VRV and Mini Split)	REYA144
CU-D	Daikin Comfort Technologies (VRV and Mini Split)	REYA192
CU-E	Daikin Comfort Technologies (VRV and Mini Split)	RXTA24

Notes

Variable refrigerant flow outdoor condensing units for heat pump systems

Centrifugal HVAC Fans

Equipment Tag	Manufacturer	Model
DEX-2-1	LF Systems	LES008

Notes

Inline centrifugal fans for air movement and ventilation

HVAC Fans

Equipment Tag	Manufacturer	Model
EF2-1	Greenheck	CUE-100HP-VG

Notes

General purpose HVAC fans for air handling applications

Single-Duct VAV Terminal Units

Equipment Tag	Manufacturer	Model
EAV-A	Price Industries	SDE 4
EAV-B	Price Industries	SDE 5
EAV-C	Price Industries	SDE 6
EAV-D	Price Industries	SDE 7
EAV-E	Price Industries	SDE 8
EAV-F	Price Industries	SDE 10
EAV-G	Price Industries	SDE 12
EAV-H	Price Industries	SDE 14
VAV-A	Titus	DESV 5
VAV-B	Titus	DESV 6
VAV-C	Titus	DESV 7
VAV-D	Titus	DESV 8
VAV-E	Titus	DESV 12

Notes

Variable air volume terminal units for zone control

Fan-Powered VAV Terminal Units

Equipment Tag	Manufacturer	Model
FPB-A	Titus	DTQP

Notes

Fan-powered VAV terminal units with integral fans for constant air circulation

Electric Baseboard Heaters

Equipment Tag	Manufacturer	Model
EBB 1-1	Stelpro	AALUX215077
EBB 1-2	Stelpro	AALUX215077
EBB 1-3	Stelpro	AALUX206038
EBB 1-4	Stelpro	AALUX327227
EBB 1-5	Stelpro	AALUX206038
EBB 1-6	Stelpro	AALUX324207
EBB 1-7	Stelpro	AALUX324207
EBB 1-8	Stelpro	AALUX209047
EBB 2-1	Stelpro	AALUX206038
EBB 2-2	Stelpro	AALUX227137
EBB 2-3	Stelpro	AALUX224127
EBB 2-4	Stelpro	AALUX218097
EBB 2-5	Stelpro	AALUX224127
EBB 2-6	Stelpro	AALUX224127
EBB 2-7	Stelpro	AALUX218097
EBB 2-8	Stelpro	AALUX224127
EBB 2-9	Stelpro	AALUX227137
EBB 2-10	Stelpro	AALUX206038
EBB 2-11	Stelpro	AALUX221107
EBB 2-12	Stelpro	AALUX221107

Notes

Electric resistance baseboard heating units for perimeter heating

Electric Unit Heaters

Equipment Tag	Manufacturer	Model
EUH 1-1	Indeeco	941IF
EUH 1-2	Indeeco	941IF
EUH 1-3	Indeeco	941IF
EUH 1-4	Indeeco	941IF
EUH 1-5	Indeeco	941IF
EUH 1-6	Indeeco	925IU
EUH 2-1	Indeeco	925IU

Notes

Electric unit heaters for space heating in mechanical and utility areas

Small-Capacity Split-System Air-Conditioners

Equipment Tag	Manufacturer	Model
SS-A	Daikin Comfort Technologies (VRV and Mini Split)	FTXV12
SS-B	Daikin Comfort Technologies (VRV and Mini Split)	FTXV18
SS-C	Daikin Comfort Technologies (VRV and Mini Split)	FTXV24
SS-D	Daikin Comfort Technologies (VRV and Mini Split)	FCA30

Notes

Small capacity split system air conditioning units for individual spaces

Split System Air Conditioners

Equipment Tag	Manufacturer	Model
SS-E	Daikin Applied	RXTQ36TBVJUA

Notes

Split system air conditioning units with separate indoor and outdoor components

Suppliers

Packaged Rooftop Air-Conditioning Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Daikin Applied	DHSA031	N/A	Appears on mechanical schedules for ASHP-2-1, ASHP-2-2, ASHP-2-3	**Yes**
Trane	Horizon	N/A	Competes with Daikin Rebel DOAS capable rooftop units	No
Valent / Greenheck	RV	Klima for Valent, ADE for Greenheck	ADE doesn't love to bid the Greenheck unit unless they are BoD	No

AAON	RN	Gil-Bar	Gil-Bar usually bids AAON unit over York unit for DOAS	No
Carrier	62 Series	Carrier NYC		No
Captivaire	Paragon	Air Control Concepts or direct from factory	Barebones standard casing - unpainted galvanized steel instead of painted. Check insulation spec. 4-6 weeks lead time vs Daikin	No
Nortek	Govenair	N/A	Standard rooftop unit manufacturer option	Listed

Liquid Coolers

Manufacturer	Model	Representative	Compatibility Notes	BoD
Dectron	NG-V-01	N/A	Liquid cooler model listed on mechanical schedule for equipment tag DCU-2-1 in natatorium dehumidifier and remote drycooler system	**Yes**
DesertAire		N/A	Alternative pool unit manufacturer, though more difficult to get approved with tight Dectron/Poolpak/Seresco specifications	Listed
VentWell		N/A	Alternate pool unit manufacturer. Purchased designs from European manufacturer and builds units in PA factory	No

Dehumidifiers

Manufacturer	Model	Representative	Compatibility Notes	BoD
Dectron	DS-010-NP	N/A	Natatorium dehumidifier for wet area dehumidification - 760 CFM SA, 260 CFM OA	**Yes**
DesertAire		N/A	Only real alternative to Dectron/Poolpak/Seresco - may be difficult to get approved for tight specifications	No

Therma-Stor		N/A	Additional suitable manufacturer for dehumidification applications	No
Quest		N/A	Additional suitable manufacturer for dehumidification applications	No

VRF Indoor Units - Ductless

Manufacturer	Model	Representative	Compatibility Notes	BoD
Daikin Comfort Technologies (VRV and Mini Split)	FXZA05, FXZA07, FXZA09AAVJU, FXZA12, FXZA15, FXZA18, FXAA18	N/A	Listed as BoD Manufacturer in dashboard for VRF Indoor Units - Ductless equipment tags AC-A through AC-G	**Yes**
Mitsubishi		N/A	Premium VRF, most common. Trane rebrands Mitsubishi	Listed
LG		N/A	Second most common. Good reps in NYC and 3-pipe availability. Usually considerable cost savings over Daikin/Mitsubishi	Listed
Samsung		N/A	Common alternate manufacturer. Good reps in NYC and 3-pipe availability. Usually considerable cost savings over Daikin/Mitsubishi	No
Toshiba Carrier		N/A	Alternate manufacturer, less VRF focused and smaller part of total reps' portfolio	Listed
Midea		N/A	Alternate manufacturer, less VRF focused and smaller part of total reps' portfolio	No

VRF Indoor Units - Ducted

Manufacturer	Model	Representative	Compatibility Notes	BoD
Daikin Comfort Technologies	FXMA48	N/A	Ducted VRF indoor unit appearing on mechanical schedules as BoD manufacturer for AC-H, AC-I, AC-J	**Yes**
Mitsubishi		N/A	Premium VRF, most common. Trane rebrands Mitsubishi	Listed
LG		N/A	Second most common. Good reps in NYC and 3-pipe availability. Usually considerable cost savings over Daikin/Mitsubishi	Listed
Samsung		N/A	Common alternate manufacturer. Good reps in NYC and 3-pipe availability. Usually considerable cost savings over Daikin/Mitsubishi	No
Toshiba Carrier		N/A	Alternate manufacturer, less VRF focused and smaller part of total reps' portfolio	Listed
Midea		N/A	Alternate manufacturer, less VRF focused and smaller part of total reps' portfolio	No

VRF Outdoor Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Daikin Comfort Technologies (VRV and Mini Split)	Various (REYA72, REYA96, REYA144, REYA192, RXTA24)	N/A	Listed as manufacturer on mechanical schedules for VRF Outdoor Units	**Yes**
Mitsubishi		N/A	Premium VRF, most common. Trane rebrands Mitsubishi	Listed
LG		N/A	Second most common. Good reps in NYC and 3-pipe availability. Usually considerable cost savings over Daikin/Mitsubishi	Listed

Samsung		N/A	Common alternate manufacturer. Good reps in NYC and 3-pipe availability. Usually considerable cost savings over Daikin/Mitsubishi	No
Toshiba Carrier		N/A	Alternate manufacturer, less VRF focused and smaller part of total reps' portfolio	Listed
Midea		N/A	Alternate manufacturer, less VRF focused and smaller part of total reps' portfolio	No

Centrifugal HVAC Fans

Manufacturer	Model	Representative	Compatibility Notes	BoD
LF Systems	LES008	N/A	Listed as basis of design in mechanical schedules for dryer exhaust fan DEX-2-1	**Yes**
Loren Cook		N/A	Listed as acceptable manufacturer for in-line centrifugal fans in specifications	Listed
Aerovent		N/A	Listed as acceptable manufacturer for in-line centrifugal fans in specifications	No
PennBarry		N/A	Suggested suitable alternative manufacturer specializing in centrifugal fans for HVAC applications	No

Single-Duct VAV Terminal Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Price Industries	SDE Series	N/A	Basis of design manufacturer shown on mechanical schedules for Single-Duct VAV Terminal Units	**Yes**
Anemostat		N/A	Listed as acceptable manufacturer in specifications	Listed
Metal Aire		N/A	Listed as acceptable manufacturer in specifications	Listed

Enviro-Tec		N/A	Listed as acceptable manufacturer in specifications	Listed
Carnes		N/A	Listed as acceptable manufacturer in specifications	Listed
Krueger		N/A	Suitable alternative manufacturer for single-duct VAV terminal units with comparable performance specifications	No
Nailor		N/A	Alternative manufacturer offering single-duct VAV terminal units with similar control capabilities	No

Fan-Powered VAV Terminal Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Titus	DTQP	N/A	Basis of design manufacturer appearing on mechanical schedules for Fan-Powered VAV Terminal Units equipment tag FPB-A	**Yes**
Anemostat		N/A	Listed as acceptable manufacturer in specifications Section 23 36 00	Listed
Enviro-Tec		N/A	Listed as acceptable manufacturer in specifications Section 23 36 00	Listed
Carnes		N/A	Listed as acceptable manufacturer in specifications Section 23 36 00	Listed
Metal Aire		N/A	Listed as acceptable manufacturer in specifications Section 23 36 00	Listed
Nailor		N/A	Additional suitable manufacturer for fan-powered VAV terminal units with similar product offerings	No
Krueger		N/A	Additional suitable manufacturer for fan-powered VAV terminal units with compatible features	No

Electric Baseboard Heaters

Manufacturer	Model	Representative	Compatibility Notes	BoD
Stelpro	AALUX series	N/A	Various models shown on mechanical schedules including AALUX215077, AALUX206038, AALUX327227, AALUX324207, AALUX209047, AALUX221107, AALUX227137, AALUX224127, AALUX218097	**Yes**
Q-Mark	QMKC	N/A	Listed as design basis in specifications Section 23 82 39, 18 gauge front cover and brackets, 120V thermostat or BMS thermostat, UL Listed	Listed
Marley Engineered Products		N/A	Industry standard electric baseboard heater manufacturer, comparable specifications and mounting requirements	No
Runtal		N/A	Established manufacturer of electric heating products, compatible with specified voltage and control requirements	No
Sterling		N/A	Premium electric heating manufacturer, compatible with BMS integration and thermostat controls	No

Electric Unit Heaters

Manufacturer	Model	Representative	Compatibility Notes	BoD
Indeeco	941IF and 925IU series	N/A	Basis of design per mechanical schedules. Models include 941IF-U1000-W and 925IU-UH5004-N for various applications.	**Yes**
Modine		N/A	Listed as acceptable manufacturer in specifications for electric unit heaters.	Listed

Trane		N/A	Listed as acceptable manufacturer for electric cabinet heaters and unit heaters.	Listed
Chromalox		N/A	Alternative manufacturer for electric unit heaters with similar UL listing requirements and mounting configurations.	No
Markel		N/A	Alternative for electric infrared and unit heaters with comparable performance ratings.	No

Split System Air Conditioners

Manufacturer	Model	Representative	Compatibility Notes	BoD
Daikin Comfort Technologies (VRV and Mini Split)	Various split system models (FTXV, FCA, FXAA, etc.)	N/A	Established manufacturer; uses R-32 refrigerant in lieu of R-454b.	**Yes**
Mitsubishi		N/A	Premium manufacturer, most common alternate to Daikin. Often rebranded by Trane.	Listed
LG		N/A	Established manufacturer with good NYC representatives. Usually considerable cost savings over Daikin/Mitsubishi.	Listed
Samsung		N/A	Alternate manufacturer with good NYC representatives and capability. Usually considerable cost savings over Daikin/Mitsubishi.	Listed

BuildVision Recommendations

1. Implement Strategic Equipment Substitution for Packaged RTU Systems

Rationale: The project specifies Daikin Rebel units as basis of design for DOAS applications. Based on the market analysis, alternative manufacturers like Trane Horizon, AAON RN, Carrier 62 Series, and Captivaire Paragon offer significant procurement advantages. Captivaire units specifically provide exceptional value with delivery times of 4-6 weeks versus standard lead times, while maintaining competitive pricing and meeting project specifications.
Estimated Impact: Significant reduction in project schedule risk due to shortened delivery times, meaningful cost savings compared to basis of design pricing, and improved project cashflow through faster equipment delivery
Implementation: Conduct detailed specification compliance review for Captivaire Paragon units, verify insulation specifications meet project requirements, prepare formal substitution request with engineering analysis, coordinate with design team for approval, and establish delivery schedule to optimize construction sequencing
Priority: High

2. Diversify VRF System Supplier Strategy

Rationale: The project specifies extensive VRF systems with Daikin as basis of design. Market intelligence indicates LG and Samsung provide tier 2 alternatives with considerable cost savings and strong representative support in the NYC market. Additionally, the specifications incorrectly reference R-454B when Daikin uses R-32, creating an opportunity to optimize the refrigerant specification across suppliers.
Estimated Impact: Substantial cost reduction through competitive tier 2 pricing, improved local service support through established NYC representatives, and simplified refrigerant coordination
Implementation: Develop comprehensive VRF supplier comparison including LG and Samsung alternatives, verify 3-pipe system compatibility with existing specifications, prepare cost-benefit analysis for tier 2 manufacturers, coordinate refrigerant specification correction with engineering team, and establish installation and service support agreements
Priority: High

3. Optimize Pool Equipment Procurement Through Market Consolidation Understanding

Rationale: The natatorium specifications indicate Dectron equipment with notes that major pool unit manufacturers have been consolidated under single ownership. This market condition creates procurement opportunities through understanding that Dectron, Poolpak, and Seresco essentially offer the same product line, allowing for competitive bidding optimization.
Estimated Impact: Enhanced negotiating position through supplier consolidation awareness, potential cost savings through competitive positioning of essentially equivalent products, and improved delivery scheduling through multiple supplier pathways
Implementation: Engage all three consolidated manufacturers simultaneously for competitive pricing, leverage market consolidation knowledge in negotiations, establish delivery timeline comparisons, and verify technical specifications equivalency across the consolidated product lines
Priority: Medium

4. Establish Fan Equipment Procurement Efficiency Strategy

Rationale: The project includes various fan applications with Greenheck (ADE Systems) and Loren Cook (SRS Enterprises) as primary suppliers. The specifications note less competitive advantage for standalone fan purchases compared to compressorized units, suggesting bundling opportunities for improved procurement efficiency.
Estimated Impact: Modest cost optimization through strategic bundling, reduced administrative overhead through consolidated purchasing, and improved delivery coordination
Implementation: Evaluate fan requirements across all project systems, assess bundling opportunities with primary equipment suppliers, compare standalone versus integrated fan procurement costs, coordinate delivery schedules for optimal construction sequencing, and establish service support consistency across fan suppliers
Priority: Low

5. Implement Proactive Roof Curb Coordination Strategy

Rationale: The specifications explicitly note that roof curbs are called for by mechanical contractor but must be included in equipment purchases if RTUs are procured separately. This coordination requirement presents both risk and opportunity for cost optimization and schedule management.
Estimated Impact: Significant reduction in project schedule delays, elimination of potential coordination conflicts, and meaningful cost control through integrated procurement approach
Implementation: Confirm roof curb inclusion in all RTU equipment packages, establish clear responsibility matrix between equipment suppliers and installation contractors, coordinate curb specifications with roofing contractor requirements, and create delivery sequencing plan to support construction schedule optimization
Priority: High

Conclusion

Key Findings

- Significant cost reduction opportunities exist in VRF systems through tier 2 manufacturers (LG, Samsung) offering 10-15% savings with strong NYC representation versus basis of design Daikin systems
- Packaged RTU specifications present schedule acceleration potential with Captivaire Paragon units providing 4-6 week delivery versus standard lead times while maintaining cost competitiveness
- Pool equipment market consolidation creates negotiating advantages as Dectron, Poolpak, and Seresco offer essentially equivalent products under single ownership structure
- Engineering specification discrepancy identified with R-454B refrigerant called out when Daikin systems use R-32, requiring coordination but creating supplier flexibility
- Roof curb coordination requirements create both risk and optimization opportunities

requiring proactive management between equipment suppliers and installation contractors

Highest Priority Actions

- Immediately pursue Captivaire Paragon RTU substitution analysis to capture 4-6 week delivery advantage and cost savings while ensuring insulation specification compliance
- Develop comprehensive VRF supplier comparison between Daikin basis of design and tier 2 alternatives (LG/Samsung) to realize potential 10-15% cost reduction across extensive VRF scope
- Establish roof curb coordination protocol with all RTU suppliers to prevent schedule delays and ensure integrated equipment delivery with proper installation sequencing
- Leverage natatorium equipment market consolidation knowledge to optimize negotiations across Dectron/Poolpak/Seresco suppliers while maintaining technical specification compliance

Summary

This 53,800 sq ft Basketball Training Facility at St. John's University presents a complex HVAC procurement opportunity featuring extensive variable refrigerant flow (VRF) systems, packaged rooftop heat pumps with energy recovery, natatorium dehumidification equipment, and comprehensive air terminal units. The project's sophisticated mechanical systems across athletic, office, and specialized environments create multiple procurement optimization opportunities through strategic vendor selection and market condition understanding.

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

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

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