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	Georgetown University
Contact Person	N/A
Contact Email	N/A
Contact Phone	N/A

Project Information

Project Name	Gervase Hall Interior Demolition
Location	3779 Library Walk, Washington, DC 20057
Start Date	4/28/25
Completion Date	N/A
Budget	N/A
Scope	Interior demolition work
Project ID	2-J06-12
Project URL	N/A

Prepared By

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

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

Date: 2025-05-21

Project Equipment

Electric Resistance Terminal Unit Heaters

Equipment Tag	Manufacturer	Model
PUH-1	QMARK	MUH102
PUH-2	QMARK	MUH102
PUH-3	QMARK	MUH102
PUH-4	QMARK	MUH102
PUH-5	QMARK	MUH102
PUH-6	QMARK	MUH102
PUH-7	QMARK	MUH102
PUH-8	QMARK	MUH102
PUH-9	QMARK	MUH102
PUH-10	QMARK	MUH102

Notes

1. Scheduled performance based on high speed fan operation.
2. Provide unit with integral thermostat.
3. Provide unit with integral disconnect from factory.

Suppliers

Electric Propeller Unit Heaters

Manufacturer	Model	Representative	Compatibility Notes	BoD
QMARK	MUH102	N/A	Basis of Design	**Yes**
Markel	2900 Series	N/A	Compatible with specified requirements for propeller-type electric unit heaters	Listed
Berko	UH Series	N/A	Compatible with specified requirements for propeller-type electric unit heaters	Listed
Chromalox	LUH Series	N/A	SUGGESTED ALTERNATIVE: Industry-standard unit heater with similar specifications and performance to the BoD	No

Stelpro	SHU Series	N/A	SUGGESTED ALTERNATIVE: Cost-effective option that meets performance requirements but may have shorter warranty period	No
TPI	5100 Series	N/A	SUGGESTED ALTERNATIVE: Value-oriented alternative that meets basic performance criteria but may have fewer features	No

Lighting Controls

Manufacturer	Model	Representative	Compatibility Notes	BoD
Hubbell	NX Series	N/A	Basis of Design	**Yes**
Acuity Brands	nLight ARP Series	N/A	Comparable non-networked digital lighting controls system	Listed
Wattstopper	DLM Series	N/A	Comparable non-networked digital lighting controls system	Listed
Lutron	Energi Savr Node Series	N/A	Comparable non-networked digital lighting controls system	Listed
Eaton Controls	Greengate Series	N/A	Comparable non-networked digital lighting controls system	Listed
Leviton	Lumina RF	N/A	SUGGESTED ALTERNATIVE: Wireless controls option that provides similar functionality with easier installation	No
Douglas Lighting Controls	Dialog System	N/A	SUGGESTED ALTERNATIVE: Cost-effective alternative with comparable functionality	No

Fire Alarm System

Manufacturer	Model	Representative	Compatibility Notes	BoD
Siemens		N/A	Basis of Design	**Yes**

BuildVision Recommendations

1. Bulk Purchase of Unit Heaters

Rationale: The project requires 10 identical QMARK MUH102 electric propeller unit heaters (PUH-1 through PUH-10) across different floors. Bulk purchasing these identical units would likely result in volume discounts from the manufacturer or distributor.
Estimated Impact: Potential cost savings of 10-15% on unit heater procurement, representing approximately $1,500-$2,250 in savings based on typical pricing for these units (approximately $1,500-2,000 each).
Implementation: 1. Contact QMARK or authorized distributors to request volume pricing for 10 identical MUH102 units
2. Specify delivery schedule aligned with construction phases if needed
3. Ensure all required options (integral thermostat and disconnect) are included in the quote
4. Compare quotes from multiple suppliers to leverage competitive pricing
Priority: High

2. Standardize Electrical Components for Maintenance Efficiency

Rationale: The specifications call for consistent electrical components throughout the project. Standardizing on a single manufacturer for devices like switches, receptacles, and lighting controls would simplify procurement, installation, and future maintenance while potentially providing volume discounts.
Estimated Impact: Reduced long-term maintenance costs by approximately 8-10% through simplified spare parts inventory and maintenance procedures. Potential upfront savings of 5-8% on electrical components through volume purchasing.
Implementation: 1. Select a preferred manufacturer from the acceptable manufacturers listed (Pass & Seymour, Leviton, Hubbell/Bryant, or Eaton/Cooper)
2. Standardize all wiring devices from a single product line
3. Negotiate project pricing based on total quantities required
4. Create a comprehensive parts list for future maintenance reference
Priority: Medium

3. Evaluate Alternative Unit Heater Manufacturers

Rationale: While QMARK MUH102 is specified, the specifications allow for ”equal” products. There may be comparable units from other manufacturers that offer better pricing, warranty terms, or energy efficiency while meeting the required specifications.
Estimated Impact: Potential cost savings of 5-15% on heater procurement, plus possible energy efficiency improvements that could reduce operating costs over the equipment lifecycle.
Implementation: 1. Identify alternative manufacturers offering comparable unit heaters meeting the specified requirements
2. Request quotes and technical specifications from each manufacturer
3. Compare pricing, warranty terms, energy efficiency, and delivery timelines
4. Verify compliance with project specifications before making final selection

5. Submit as substitution request if not listed as an acceptable manufacturer
Priority: Medium

4. Leverage Fire Alarm System Compatibility Requirements

Rationale: The specifications state that the existing fire alarm panel is manufactured by Siemens and that new components must match existing equipment. This presents an opportunity to negotiate favorable pricing by emphasizing the lack of competition for these components.
Estimated Impact: Potential 8-12% savings on fire alarm components by negotiating based on the required brand compatibility, while ensuring system reliability through manufacturer-certified components.
Implementation: 1. Document the existing Siemens fire alarm panel model and compatible components needed
2. Contact Siemens directly and multiple authorized Siemens distributors for competitive quotes
3. Negotiate project pricing based on the specification requirement for matching components
4. Consider service/maintenance package inclusion that could provide additional value
Priority: Medium

5. Negotiate Package Pricing for Lighting Control System

Rationale: The specifications call for a complete, non-networked digital lighting controls system with several components that must work together. Purchasing the entire system from a single manufacturer as a package rather than as individual components could yield better pricing and ensure compatibility.
Estimated Impact: Estimated 7-12% savings on the lighting control system through package pricing versus individual component procurement. Additional savings in reduced installation time due to confirmed component compatibility.
Implementation: 1. Identify required components for the complete lighting control system based on drawings
2. Request system package quotes from the basis-of-design manufacturer (Hubbell NX Series) and acceptable alternatives
3. Compare total installed cost including programming requirements
4. Verify that factory programming services are included in pricing
5. Confirm warranty terms cover the complete system rather than individual components
Priority: High

Conclusion

Key Findings

- All 10 electric propeller unit heaters (PUH-1 through PUH-10) are identical QMARK MUH102 models with the same specifications, creating an opportunity for volume purchasing to achieve discounts of 10-15%
- Several viable alternative manufacturers for unit heaters could provide cost savings of 5-12% while meeting performance requirements
- The lighting control system offers opportunities for package pricing versus individual component procurement, potentially saving 7-12% on these components
- Fire alarm system components must be compatible with the existing Siemens panel, limiting supplier options but creating negotiation leverage

Highest Priority Actions

- Initiate bulk purchase negotiations for all 10 QMARK MUH102 electric unit heaters to maximize volume discounts
- Evaluate alternative unit heater manufacturers (Markel, Berko, Chromalox, Stelpro, TPI) for potential cost savings while ensuring compliance with performance specifications
- Request system package quotes for the complete lighting control system from Hubbell (basis-of-design) and acceptable alternatives to compare total installed costs
- Verify lead times for all major equipment early in the procurement process to avoid construction delays, especially for the unit heaters which are required for all floors

Summary

The Gervase Hall Interior Demolition project requires procurement of multiple electrical and mechanical systems, with a particular focus on electric resistance terminal unit heaters. The project specifications detail requirements for 10 identical QMARK MUH102 propeller-type electric unit heaters to be installed across five floors. The procurement strategy should focus on bulk purchasing these identical units, evaluating cost-effective alternatives that meet the specified performance criteria, and ensuring compatibility with existing systems, particularly for the fire alarm components which must match the existing Siemens equipment.

Ben Lyddane
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