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	Layton
Contact Person	Brian Malich
Contact Email	brian.malich@laytonconstruction.com
Contact Phone	N/A

Project Information

Project Name	Camden Gulch FINAL BIDDING
Location	909 Division Street, Nashville, TN 37203
Start Date	10/6/2025
Completion Date	N/A
Budget	N/A
Scope	N/A
Project ID	N/A
Project URL	BuildVision Project Link
Expected Start	10/6/2025
Date Due	6/19/2025
RFIs Due	6/6/2025
Date Invited	5/28/2025
Request Type	Proposal
Project Size	812548 sq. ft.
Contract Type	N/A
Bid Status	BuildingConnected Lead
Created	5/28/2025

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Project Equipment

HVAC Fans

Equipment Tag	Manufacturer	Model
EF-A	Broan-NuTone	LP90100CC
EF-B	Greenheck	SP-A110
EF-C	Greenheck	SP-A190
EF-D	Broan-NuTone	P90100CC
EF-FP	Greenheck	SQ-15-VG
EF-GEN	Greenheck	SQ-180-VG
EF-POOL	Greenheck	SQ-95-VG
EF-PW	Greenheck	SP-A250
EF-TFRM	Greenheck	USF-49
EF-TR-1	Greenheck	USF-22-B6
SPF-1	Greenheck	AX-90-275-0025
SPF-2	Greenheck	AX-90-275-0020
SPF-2-1	Greenheck	AX-72-190-0630
SPF-3	Greenheck	AX-80-275-0630
TRF-A	Zoo Fans	JetVent JVEC-LP

Notes

Includes various fan types for exhaust, supply, and ventilation applications. Selections based on Greenheck products with equal alternatives specified.

VRF Indoor Units

Equipment Tag	Manufacturer	Model
DFC/DCU ELE	Mitsubishi Electric (Including Trane Products)	PKA30PUY30
DFC/DCU ELE2	Mitsubishi Electric (Including Trane Products)	PLA42PUY42
DFC/DCU ELE4	Mitsubishi Electric (Including Trane Products)	PKA18PUY18
DFC/DCU ELEC	Mitsubishi Electric (Including Trane Products)	PLA36PUY36
DFC/DCU ELER	Mitsubishi Electric (Including Trane Products)	PKA12PUY12
DFC/DCU EM	Mitsubishi Electric (Including Trane Products)	PLA36PUY36

DFC/DCU IDF	Mitsubishi Electric (Including Trane Products)	PKA30PUY30
DFC/DCU IDF	Mitsubishi Electric (Including Trane Products)	PKA18PUY18
DFH/DHP A	Mitsubishi Electric (Including Trane Products)	MSZ12MXZ-2C24
DFH/DHP EMR	Mitsubishi Electric (Including Trane Products)	PKAPU230
DFH/DHP FCC	Mitsubishi Electric (Including Trane Products)	PKA12PUZ12
DFH/DHP LB	Mitsubishi Electric (Including Trane Products)	MSZ12MXZ-3C30
DFH/DHP PW	Mitsubishi Electric (Including Trane Products)	PKAPU2Z4

Notes

Variable Refrigerant Flow indoor units including ducted and ductless types. All units manufactured by Mitsubishi Electric including Trane products.

Packaged Rooftop Air-Conditioning Units

Equipment Tag	Manufacturer	Model
RTU-R-1	Carrier	48LCRA17

Notes

Single package rooftop units manufactured by Carrier for building HVAC systems.

Split System Air Conditioners and Heat Pumps

Equipment Tag	Manufacturer	Model
AH-A	Carrier	FMC4018
AH-A-1	Goodman Manufacturing Company	AWST18
AH-B	Goodman Manufacturing Company	AWST24
AH-B1	Daikin Comfort Technologies (VRV and Mini Split)	FTQ24
AH-C	Goodman Manufacturing Company	AWST30
AH-C1	Goodman Manufacturing Company	AWST30
AH-C2	Daikin Comfort Technologies (VRV and Mini Split)	FTQ30RZQ30

AH-CORR-HP-CORR	Daikin Comfort Technologies (VRV and Mini Split)	FTQ36RZQ36
AH-D	Goodman Manufacturing Company	AWST36
AH-D1	Daikin Comfort Technologies (VRV and Mini Split)	FTQ36RZQ36
AH-E	Goodman Manufacturing Company	AMST48CU14
AH-E1	Daikin Comfort Technologies (VRV and Mini Split)	FTQ48RZQ48

Notes

Split system units from various manufacturers including Carrier, Goodman, and Daikin for different zones and applications.

100% Outside Air Units

Equipment Tag	Manufacturer	Model
OAU R-1	Daikin Applied	RPS140D
OAU R-2	Daikin Applied	RPS 130D
OAU R-3	Daikin Applied	RPS052

Notes

Packaged outdoor heating-only makeup air units manufactured by Daikin Applied with natural gas heat and specified accessories.

Suppliers

HVAC Fans

Manufacturer	Model	Representative	Compatibility Notes	BoD
Greenheck	AX-90-275-0025	N/A	Basis of design per project schedules for multiple fan models	**Yes**
Cook	Various	N/A	Listed as acceptable alternate in specifications	Listed
Penn-Barry	Various	N/A	Listed as acceptable alternate in specifications	Listed
Carnes	Various	N/A	Listed as acceptable alternate in specifications	Listed
Twin City	Various	N/A	Listed as acceptable alternate in specifications	Listed

Aerovent	Various	N/A	Listed as acceptable alternate in specifications	Listed
S and P	Various	N/A	Industry standard alternative for centrifugal fans	No
Fantech	Various	N/A	Suitable alternative for in-line and exhaust fans	No

VRF Indoor Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Mitsubishi Electric (Including Trane Products)	PKA/PUY series	N/A	Listed as BoD Manufacturer in mechanical schedules for all VRF Indoor Units	**Yes**
Daikin Comfort Technologies	FTQ/RZQ series	N/A	Listed as acceptable alternate in specifications section 23 8129	Listed
LG		N/A	Listed as acceptable alternate in specifications section 23 8129	Listed
Samsung		N/A	Listed as acceptable alternate in specifications section 23 8129	Listed
Carrier		N/A	Listed as acceptable alternate in specifications section 23 8129	Listed
Toshiba/Carrier		N/A	Listed as acceptable alternate in specifications section 23 8129	Listed

Packaged Rooftop Air-Conditioning Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Carrier	48LCRA17	N/A	Listed as BoD Manufacturer on mechanical schedule for RTU-R-1	**Yes**
Daikin		N/A	Listed as equal product in specifications	Listed
Trane		N/A	Listed as equal product in specifications	Listed
Johnson Controls		N/A	Listed as equal product in specifications	Listed
Lennox		N/A	Listed as equal product in specifications	Listed

Rheem		N/A	Listed as equal product in specifications	Listed
York		N/A	Suitable alternative manufacturer with comparable efficiency ratings and features	No
Goodman		N/A	Cost-effective alternative with similar performance characteristics	No

Split System Air Conditioners and Heat Pumps

Manufacturer	Model	Representative	Compatibility Notes	BoD
Carrier	FMC4018	N/A	Basis of Design	**Yes**
Carrier	FMC4018	N/A		No
Goodman Manufacturing Company	AWST18	N/A		No
Daikin Comfort Technologies (VRV and Mini Split)	FTQ24	N/A		No
Trane		N/A	Listed as acceptable alternate in specifications	Listed
Johnson Controls		N/A	Listed as acceptable alternate in specifications	Listed
Lennox		N/A	Listed as acceptable alternate in specifications	Listed

100% Outside Air Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Daikin Applied	RPS140D/RPS 130D/RPS052	N/A	Appears in mechanical schedules as basis of design for 100% Outside Air Units OAU R-1, OAU R-2, and OAU R-3	**Yes**
Carrier		N/A	Listed as acceptable alternate in specifications for packaged outdoor heating-only makeup-air units	Listed

Trane		N/A	Listed as acceptable alternate in specifications for packaged outdoor heating-only makeup-air units	Listed
Johnson Controls		N/A	Listed as acceptable alternate in specifications for packaged outdoor heating-only makeup-air units	Listed
Lennox		N/A	Listed as acceptable alternate in specifications for packaged outdoor heating-only makeup-air units	Listed
Rheem		N/A	Listed as acceptable alternate in specifications for packaged outdoor heating-only makeup-air units	Listed
Daikin		N/A	Listed as acceptable alternate in specifications for packaged outdoor heating-only makeup-air units	Listed
Greenheck		N/A	Listed as acceptable alternate in specifications for packaged outdoor heating-only makeup-air units	Listed
Engineered Air		N/A	Listed as acceptable alternate in specifications for packaged outdoor heating-only makeup-air units	Listed
Valent		N/A	Listed as acceptable alternate in specifications for packaged outdoor heating-only makeup-air units	Listed
Annexair		N/A	Listed as acceptable alternate in specifications for packaged outdoor heating-only makeup-air units	Listed

Addison		N/A	Listed as acceptable alternate in specifications for packaged outdoor heating-only makeup-air units	Listed

BuildVision Recommendations

1. Standardize HVAC Equipment Manufacturers to Reduce Inventory Complexity

Rationale: The project shows multiple HVAC equipment manufacturers across different systems (Mitsubishi, Goodman, Daikin, Carrier, Greenheck, Broan-NuTone). While specifications allow for alternates, consolidating to fewer manufacturers where possible can reduce spare parts inventory requirements, simplify training needs, and potentially provide volume purchasing advantages.
Estimated Impact: Meaningful reduction in long-term maintenance costs and inventory management complexity while potentially securing better pricing through volume commitments
Implementation: During equipment procurement, evaluate opportunities to standardize on primary manufacturers for similar equipment types while maintaining performance requirements. Negotiate volume pricing agreements with selected manufacturers.
Priority: Medium

2. Implement Bulk Purchasing Strategy for High-Volume Equipment

Rationale: The project includes numerous similar units such as multiple VRF indoor units (13 DFC/DCU units, 5 DFH/DHP units), multiple split system heat pumps (12 AH units), and multiple fans (14 exhaust fans). These represent opportunities for bulk purchasing to achieve economies of scale.
Estimated Impact: Significant cost savings through volume discounts and reduced procurement administrative costs
Implementation: Group similar equipment into bulk purchase orders. Coordinate delivery schedules to accommodate storage limitations. Negotiate extended warranties and service agreements as part of bulk purchases.
Priority: High

3. Establish Equipment Standardization for Filters and Maintenance Items

Rationale: Multiple HVAC systems requiring different filter types and maintenance items creates ongoing operational complexity. The specifications reference MERV 6, MERV 8, and MERV 13 filters across different systems, creating multiple SKUs for similar functions.
Estimated Impact: Moderate reduction in ongoing maintenance costs and simplified inventory management for building operations
Implementation: Where performance requirements allow, standardize on common filter

sizes and MERV ratings. Establish preferred supplier agreements for consumable maintenance items. Create standardized maintenance kit specifications.
Priority: Medium

4. Optimize Supplier Selection for Long-term Support

Rationale: The specifications require manufacturers to have been in business for minimum periods and have local service support. Given the mix of equipment types and the importance of long-term serviceability, supplier evaluation should emphasize local service capabilities and parts availability.
Estimated Impact: Improved equipment reliability and reduced service response times leading to better building performance and lower lifecycle costs
Implementation: Evaluate suppliers based on local service presence, parts inventory, response times, and service history. Prioritize suppliers with demonstrated long-term commitment to the market and comprehensive service capabilities.
Priority: High

5. Consider Factory-Installed Options to Reduce Field Labor

Rationale: Many equipment specifications include numerous field-installed accessories and options. Factory-installed options typically provide better quality control, reduced field labor costs, and improved warranty coverage.
Estimated Impact: Modest reduction in installation costs and improved quality control with enhanced warranty coverage
Implementation: During equipment selection, maximize factory-installed options where economically viable. Coordinate with manufacturers to bundle accessories and options at the factory level rather than field installation.
Priority: Medium

6. Negotiate Extended Warranty Coverage for Critical Equipment

Rationale: The project includes critical equipment such as VRF systems, rooftop units, and specialized fans. Extended warranties beyond standard coverage can provide cost protection and ensure continued performance.
Estimated Impact: Meaningful risk mitigation and potential cost avoidance for major equipment repairs during extended warranty periods
Implementation: Negotiate extended warranty terms during equipment procurement. Focus on equipment with high replacement costs or critical operational importance. Consider manufacturer service agreements as part of extended warranty packages.
Priority: Medium

Conclusion

Key Findings

- Multiple manufacturer ecosystem requires careful supplier relationship management with Mitsubishi Electric, Daikin, Carrier, Goodman, and Greenheck as primary suppliers across different system types
- Significant bulk purchasing opportunities exist for similar equipment types, particularly 18 VRF indoor units and 15 HVAC fans that could yield substantial volume discounts
- Specification requirements for 10+ year manufacturer experience and local service support within 50-100 miles necessitate thorough supplier qualification and service capability evaluation
- Complex installation requirements including factory-trained technicians for VRF systems and specialized commissioning procedures require coordination between equipment suppliers and installation contractors
- Extended warranty opportunities exist for critical equipment, particularly 5-year compressor warranties and manufacturer-specific extended coverage options that should be negotiated during procurement

Highest Priority Actions

- Implement bulk purchasing strategy for high-volume equipment categories to maximize volume discounts and streamline procurement administration
- Evaluate and select suppliers based on demonstrated local service capabilities, parts inventory, and response times to ensure long-term operational support
- Coordinate VRF system procurement with certified installation contractors to ensure proper training and warranty compliance requirements are met
- Negotiate extended warranty coverage and service agreements for critical equipment during the procurement process to maximize cost protection and performance assurance

Summary

This 812,548 sq. ft. multi-residential project presents a complex HVAC procurement environment with approximately 85 major equipment items spanning six equipment categories. The procurement strategy must balance multiple manufacturer relationships while ensuring long-term serviceability and cost-effectiveness. Key procurement considerations include VRF system complexity, manufacturer standardization opportunities, and coordination of specialized equipment like parking garage fans and 100% outside air units with stringent performance requirements.

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