

Rooftop Unit Request for Proposal

adidas

Objective

To further improve upon our HVAC Proactive Replacement Program, adidas is looking to standardize equipment and to obtain competitive pricing through National Accounts for future planned replacements.

Additionally, questions will be asked pertaining to equipment ratings, features, and availability.

The intent of this RFP is to identify the products which meet all the minimum requirements, and compare additional features, warranty, and pricing in order to determine a new standard.

Potential future replacement numbers will be shared in order to provide potential scope of scale, however the naming of the new standard should not be construed as any guarantee of quantities or even exclusivity of use (as there may be times when an alternate brand may need to be utilized)

The impact of oversizing depends heavily on the operation and functionality of the unit. In general, oversizing can have the following consequences:

Scope

Based on our existing equipment list, we have identified package Roof Top Units (RTU's) in assorted tonnage. For each separate ton unit we have, please list your recommended replacement model, which meets all the noted requirements. All features MUST be Factory Installed items (field installed not permitted)

Proposed Roof Top Units should include, and meet or exceed the following requirements...

- CEE Tier 2 rated
- Economizer (dual enthalpy or reference controlled)
- Variable Frequency Drive blower motor (or multi stage motor capability)
- Scroll compressor
- Easy access coils (no formed coils / do not require to be split to clean)
- Non-fused disconnect switch
- Transformer powered 115v GFCI convenience outlet
- TXV expansion valves on ALL circuits

Additional features, though not to be included as the minimum requirements mentioned above, when spec'ing a unit, but must be available as add-on order features as needed. These include:

- Humidity control
- Factory coated coils (for coastal locations)
- BACnet module / open protocol option
- Hail Guards*

* Only field installed item

Along with our standard electric / gas heat package unit, our fleet also consists of electric heat RTU's, Split systems (Air Handlers / Condensing Units), and Heat Pumps. When identifying the proper models for these various units the minimum efficiency & features requested above should also be considered for these.

Pricing

Please provide pricing for the proposed units using the attached pricing spreadsheet template.

Answer all the below questions and provide additional information and any pricing pertaining to additional features or services that are mentioned in the additional questions section.

Pricing to include freight to 1st destination (less applicable sales tax)

Please include how long these prices will be honored, and if you have known scheduled price increases, please provide that information as well.

It has yet to be determined whether the purchase of the equipment will be made through adidas directly, or by the installing vendor. Regardless, the expectations would be that the National Accounts pricing provided herein would be available to the installing vendor as well when purchasing on our behalf.

Additional Questions

Please provide a brief overview about your company as it pertains to retail store unitary HVAC equipment sales.

Describe your value engineering, and/or mechanical design services.

What brand & type compressors do you use?

Does your equipment have hinged access panels?

Does your equipment have an auto belt tensioner?

Does your equipment have an isolated compressor compartment?

What material are your condenser coils made from?

Do you have a copper coil option?

Describe your National Accounts program, and the process one would follow when placing an order, including the steps and various parties involved.

Do you offer a dedicated N.A. service technical team? (describe)

Do you have a dedicated N.A. repair parts team? (describe)

Do you have preferred parts pricing for N.A. customers?

Where are your manufacturing facilities located?

Where are your distribution centers located? (Describe your distribution process)

What is the lead time for a new unit, from order to shipment?

What is the longest realistic expected lead time or availability of any parts or components in the proposed equipment?

Explain your warranty program and period for major components?

What is your warranty process, and how is it managed?

What is your process / timeline for resolving DOA issues?

What is your labor warranty for DOA issues?

What other features or benefits would you want to highlight about your product or programs?

Why should adidas award to you?

Please provide 2 retail client references.