



RAYMOND SCHOOL DISTRICT

Jennifer Heywood <j.heywood@sau33.com>

HVAC Controls

4 messages

Todd Ledoux <t.ledoux@sau33.com>

Thu, Apr 21, 2022 at 1:39 PM

To: David DeRuosi <d.deruosi@sau33.com>, Marjorie Whitmore <m.whitmore@sau33.com>, Jennifer Gillespie <j.heywood@sau33.com>

Here is a quick overview of where we are at with the HVAC controls.

We had four companies show up for the EEI bid walkthrough

Siemens

Control Technologies

ENE

Viking Controls

Siemens contacted me about a week after the pre-bid walkthrough and said they would not be bidding because they were too busy to take this on.

We received two bids. One from ENE and one from Control Technologies. When contacted Viking controls reported they were going to be on a big project with Manchester Schools and would not be able to support the project. When Control Tech was contacted regarding the high number compared to previous numbers they provided us they reported that they were taking on a large project in Rochester and would need more staff to take on our project.

ENE and Control tech both bid on a Distech control system which was what we asked for. ENE also provided numbers for a Reliable system which is another system they typically use but could be considered proprietary more than the Distech.

Chris and I visited ENE for an overview of their company and its operations. They also went over, in detail, the Reliable system and showed us real time examples of other schools and the City of Portsmouth who use it.

Below is a breakdown of cost. Basically with a contingency built in and usine ENE with the Reliable system we are looking at about \$450k.

Preliminary Bid Tab	ENE	CTI
Install Distech IP Controls	\$390,500.00	\$517,370.00
Analytics	\$27,800.00	\$26,600.00
Deduct for Reliable IP	-\$20,000.00	
Deduct for Reliable MSTP	-\$35,000.00	
Total with Reliable IP	\$398,300.00	\$543,970.00
Contingency	\$39,830.00	\$39,830.00
P&P Bond	\$7,966.00	\$10,879.40
Total	\$446,096.00	\$594,679.40

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Todd Ledoux

Raymond School District

Director of Safety and Facilities

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When Better is Possible, Then Good is Not Enough

Marjorie Whitmore <m.whitmore@sau33.com>

Thu, Apr 21, 2022 at 2:34 PM