



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
 Facility Services is requesting an agreement with Trane to provide chiller inspection, maintenance, and repair service program for eight (8) centrifugal chillers located at various county locations, and to upgrade two older chiller control processor and operator interfaces at the Juvenile Justice Campus location to the newer Trane "AdaptiVAiew" display and control system. The agreement will be an initial 3-year term, with 2 optional 1-year extensions.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
 Trane U.S. Inc.
 Chan Kim
 Account Manager
 3026 North Business Park Ave. Suite 104, Fresno, CA 93727
 Cell: (559) 647-2970
 Email: Chan.Kim@trane.com
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.
 Maximum potential compensation is \$500,000 for five years.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.
 Trane provides inspection, maintenance, and services that require specialized knowledge and tools. As the manufacturer of the centrifugal chillers, Trane is the only vendor who offers the Adaptiview display and control system for their chillers.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
 - In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
 - When the contract is with a federal, state, or local governmental agency.
 - When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$2,500 whichever is more.
 - When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
 - When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
 - When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.
 Trane is the provider of inspection, maintenance, and repair services for County chillers. Trane has performed renewal services to eight County owned chillers and additionally issued extended factory warranties. A Trane Service agreement is required for any factory warranty to be honored.
7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.
 The chillers have proprietary software in the computer control systems and require specialized equipment to service. Trane is the manufacturer of the centrifugal chillers and control systems, and utilize proprietary knowledge, materials, tools, and training to service this equipment. See attached letters from Trane.

ahlayang 3/8/2018 10:43:53 AM

Requested By:

Staff Analyst

Title

[\[Sign\]](#) Double click!

I approve this request to suspend competition for the service(s) and/or product(s) identified herein.

rbash 3/8/2018 12:41:09 PM

[\[Sign\]](#) Double click!

Department Head Signature

gcornuelle 3/19/2018 1:58:58 PM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!



Climate Solutions
Americas Service and Contracting
EBS Service Products
3600 Pammel Creek Rd.
La Crosse, WI 54603
Tel (608) 787-2000
www.trane.com/commercial

April 1, 2015

Colm McEvilly
Trane Commercial Systems
Ingersoll Rand

Dear Colm:

In Chiller Technology Upgrades and Retrofits, we offer a variety of products to enhance the performance and energy consumption of our customer's existing chiller install base. Within Trane these are commonly classified as Commercial Aftermarket Products (CAP). The Tracer Adaptive Frequency™ Drive is one of these products. Others include AdaptiView™ Panel Upgrades, Remote Starters, Engineered Conversions and Chiller R'newals™.

CAP upgrades require an appropriate level of skill and expertise for sales, application and installation. These products may impact the performance of Trane equipment, thus if not applied or installed properly may cause significant customer dissatisfaction.

If the retrofitted drive is not carefully integrated with the chiller unit controls, operational problems will result. Therefore, the value that Trane adds to the system is our control strategy that is based on extensive chiller knowledge and thorough lab and field testing. The retrofit AFD is fully integrated with the algorithms that optimize chiller efficiency without disabling any of the existing control strategies or protections. This integrated guide vane and motor speed control is necessary for optimization, providing the best possible performance for our customer's chillers.

These products require substantial headquarters technical support for design and application, a high level of skill and expertise for installation, have a significant impact on the performance of Trane equipment and may present significant financial liability if not designed, engineered, applied and/or installed correctly. They are supported by in depth training for both sales and technicians. Therefore, these products will be sold by Trane to independent contractors or end users on an installed (or turnkey) basis only. Only Trane authorized service companies can provide the installation labor of Adaptive Frequency Drives.

I trust that your customers will understand and respect this policy as it is with utmost customer satisfaction in mind that it exists. Our team is available to help during all aspects of your customer's chiller life cycle. Please do not hesitate to contact me if further information is required.

Sincerely,

Scott Hanson
Service Products Marketing





WE MAKE BUILDINGS WORK BETTER FOR LIFE.™



TO: Whom It May Concern

FROM: Trane U.S. Inc

DATE: February 5, 2018

Subject: Trane Proprietary Service Programs

Thank you for the opportunity of servicing your HVAC equipment. We understand your buildings and HVAC systems must perform reliably and unscheduled downtime is not tolerated. A building malfunction could cause substantial business and financial losses. Meanwhile, you are expected to control costs and squeeze the most out of your building operations. The key is preventive, even predictive, maintenance and regular monitoring of your HVAC operations. By planning ahead and addressing maintenance needs on a systematic scheduled basis, you can save significantly and virtually eliminate unplanned downtime. With a proactive approach, you are not only getting more life out of your equipment and more energy efficient operation, you can save an estimated 12-18% of your budget compared to making reactive repairs. According to FEMP O&M Guide, research has shown that regular maintenance can

1. Cut unexpected breakdowns by 70-75%
2. Reduce energy consumption by 25-30%
3. Reduce downtime by 35-40%
4. Lower equipment repairs and maintenance costs by 5-20%

To help our customers take advantage of these savings, Trane has developed several proprietary service offerings such as

1. Trane Service Agreement
 - a. Trane service uses its proprietary KestrelView technology, which allows Trane technicians to access Trane exclusive service packages such as TrendView, GaugeView, I/O View, and LookBackView within the chillers. With levels of exclusive access we have through our proprietary KestrelView tool, Trane is able to diagnose the chillers proactively and reduce the risk of catastrophic failure
 - b. Trane service uses Trane Exclusive Oil Analysis Lab to predict any catastrophic failure. Compared to regular oil analysis lab, Trane analysts only works on chiller oils and have developed a proprietary Trane Predictive Maintenance program that allows Trane service to predict catastrophic failure based on oil content
2. Trane R'newal Program
 - a. Trane proprietary R'newal program is a planned service program that proactively replaces critical elements of your cooling system, effectively restoring compressor function and reliability to like-new performance.
 - b. With Trane R'newal program comes standard a 2-year warranty on all replaced parts and labor, and option coverage of up to 5 years available with a Trane Service Agreement. **(Trane Service Agreement must be in place for factory to honor the factory warranty)**

3. Trane Adaptiview Upgrade Program
 - a. Trane proprietary Adaptiview program is a planned service program that upgrades your obsolete chiller control system up to the latest production technology. If any of the parts in your obsolete panels fail, your chiller will not be operational without Trane Adaptiview Upgrade Program

4. Trane AFD R'newal Program
 - a. Trane Adaptive Frequency Drive (AFD) is an excellent choice for CenTraVac chillers. By installing an AFD, the power consumption of a typical chiller system is reduced by 15 to 25 percent.
 - b. While designed for long life, the drive does have power components that age over time. Trane proprietary AFD R'newal program is a comprehensive factory warranty solution designed to restore the major components of the chiller AFD to their original operating condition and life expectancy.
 - c. With Trane R'newal program comes standard a 2-year warranty on all replaced parts and labor, and option coverage of up to 5 years available with a Trane Service Agreement. **(Trane Service Agreement must be in place for factory to honor the factory warranty)**

Currently, we have performed one or more of above mentioned services on some of your chillers or due to perform one of these services within next 5 years. Attached appendix shows the list of equipment that are affected. **On some of the chillers, you have warranties that are tied to Trane Service Agreement. Trane Service Agreement must be in place for factory to honor the factory warranty.**

I appreciate the opportunity to earn your business, and look forward to helping you with all of your services needs. Please contact me at (559) 647-2970 if you have any questions or concerns.

Sincerely,

Chan Kim
Account Manager
Trane Company

APPENDIX

SITE	BLDG #	TAG	EQUIPMENT	MAKE	MODEL NUMBER	SERIAL NUMBER
JJC	509	A	900 ton Centrifugal	Trane	CVHF091FA2	L04F02639
JJC	509	B	900 ton Centrifugal	Trane	CVHF091FA2	L04F02634
JJC	509	C	900 ton Centrifugal	Trane	CVHF091FA2	L04F02640
Main Jail	607	1	500 ton Centrifugal	Trane	CVHE050	L01H10047
Main Jail	607	2	500 ton Centrifugal	Trane	CVHE050	L01H10041
Main Jail	607	3	250 ton Centrifugal	Trane	CVHE025	L87E02042
Main Jail	607	4	250 ton Centrifugal	Trane	CVHE025	L91G04535
Plaza	610	A	500 ton Centrifugal	Trane	CVHE050	L94L11242
Plaza	610	B	770 ton Tri Star Conv	Trane	CVCB770FDF	L94L11486
South Jail	605		500 ton Centrifugal	Trane	CVHE050FA2	L95C03485
South Jail	605		200 ton Centrifugal	York	YTA2B1B2-CG F	YNXM639725
Brix Mercer	611	1	300 ton Centrifugal	Trane	CVHE032	L11M04659
Brix Mercer	611	2	255 ton Screw	Trane	RTHB255	U98J02958
Crocker	864	1	100 ton Screw	Trane	RTWD100	U12F03833
Crocker	864	2	100 ton Screw	Trane	RTWD100	U12F03834
UMC	310		300 ton Screw	Trane	RTHA300FCN	U91D04031
UMC	310		300 ton Screw	Trane	RTHB300FMC	U95C06432
Library	800	1	100 ton Screw	Trane	RTWA100	U06L00781
Library	800	2	100 ton Screw	Trane	RTWA100	U07B02279
Social Services			60 ton Scroll	Trane	CGWD060	U94L05074
Hall of Records	603		80 ton Recip	Trane	CGWA080	L81C02722
Barton	315		80 ton Screw	Trane	RTAA080	U06D06992
Psychiatric Health	319		60 Ton Scroll	Trane	CGWD060	U99F09269
Bldg 328	328		125 ton Screw	Trane	RTWA125	U05G02605
Behavior Health	320		90 ton Screw	Trane	RTWA090	U00C06555
Information Tech Services	509		100 ton Screw	Trane	RTWA100	U06L00780