



### **Agenda Action Form Overview**

The Board is requested to approve 2 separate contracts the first to Brady Trane Services, Inc. in the amount of \$104,985.17 for heating service and the second to Johnson Controls, in the amount of \$99,462.19, for cooling services for a combined annual amount of \$204,447.36 for yearly HVAC Service for various buildings throughout the County and the authority to execute change orders/amendments to the contracts, as long as, funds are available .

### **Background/Justification**

General Services is requesting approval to award the yearly heating service contract to Brady and the yearly cooling service contract to Johnson Controls for HVAC maintenance services at various Durham County facilities.

The recommendation to award separate heating and cooling contracts is based on best overall value, technical qualifications, service capability, staffing capacity, response capability, equipment specialty, and the County's operational needs. The RFP was structured to allow firms to submit pricing for heating equipment, cooling equipment, and complete full-service HVAC maintenance. This structure gave the County the ability to evaluate each service category separately and award the work to the vendor best suited for that specific equipment type.

Brady is recommended for the heating service contract because of its experience with boiler systems and its connection with Icon Boiler, a sister company that specializes in boiler work. Icon Boiler is currently performing the two-boiler replacement project at the Durham County Detention Center and was the most realistically priced bidder for that project. This gives the Brady/Icon team current familiarity with Durham County's boiler systems, secure facility requirements, County expectations, and site coordination needs. This existing boiler-related experience supports confidence in Brady's ability to provide reliable heating service for County facilities.

Johnson Controls is recommended for the cooling service contract because its cooling proposal was competitively priced when compared to the majority of the other qualified bidders, while also offering strong technical capability. Johnson Controls has skilled, trained, and certified technicians with experience servicing many of the types of chillers and cooling systems located throughout Durham County facilities. Because the County has multiple critical cooling assets, including water-cooled chillers, air-cooled chillers, cooling towers, refrigeration monitors, and related mechanical systems, it is important to select a provider with strong chiller knowledge and proven technical resources.

This option provides the County with stronger specialty coverage and better operational support. Heating and cooling systems require different skill sets, different diagnostics, and different service approaches. Awarding the work separately allows each company to focus on the equipment category that best matches its strengths.

This approach also gives Durham County two qualified service providers instead of relying on only one contractor for all HVAC maintenance. Having two service providers creates additional flexibility if one vendor is unavailable, unable to respond, or does not meet expected service quality. Each company will become familiar with County facilities, equipment, access requirements, operations, and service expectations. This improves continuity of service, supports quicker troubleshooting, and helps reduce the risk of service delays.



Although lower proposals were submitted, the recommendation is not based on cost alone. The County must also consider technical capability, staffing capacity, response time, equipment specialty, service depth, and the ability to support multiple County facilities during periods of high demand.

For these reasons, awarding separate contracts to Brady for heating and Johnson Controls for cooling is recommended as the best overall option for Durham County. This recommendation supports reliable equipment operation, improved service quality, better technical support, stronger response capability, and responsible long-term maintenance of County HVAC assets.

**Policy Impact**

Approval of these contracts aligns with the Boards policy of maintaining County facilities in order to provide services to the community, it also aligns with the Counties initiative to provide services in an environmentally friendly manner by keeping equipment operating at peak efficiency.

**Procurement Background**

*Explain the procurement process. Using the below section, clarify the contract purchase type(s) (i.e. Goods, Services, Architect, Engineer or Surveyor Services, Construction).*

**Type of purchase**

- Goods
- Services
- Architect, Engineer or Surveyor Services
- Construction and Repair

**Did this request for purchase go through a bid process? Yes  No**

*Goods: Bids required if  $\geq$  \$30,000, BOCC approval if  $\geq$  \$90,000*

*Services: Bids required if  $\geq$  \$30,000, BOCC approval if  $>$  \$40,000*

*Construction/Repair work: Bids required if  $\geq$  \$30,000, BOCC approval if  $\geq$  \$500,000*

If yes, attach a copy of bid tab and the minority and women business enterprise (MWBE) compliance review form provided by the Purchasing Division.

If no, why?

- Sole source exemption
- Cooperative purchasing program exemption
- State and federal contract exemption
- Contract is an amendment to an existing contract
- Other (please explain)



**If exempted from bidding, has this request been reviewed and approved by the Purchasing Division in the agenda Legistar system? Yes  No**

If no, why?

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**Fiscal Impact**

The yearly heating service contract with Brady is \$104,985.17. The yearly cooling service contract with Johnson Controls is \$99,462.19. The combined annual cost of the two recommended awards is \$204,447.36. These two contracts will be supported by HVAC budget

**Recommendation**

The Board is requested to approve 2 separate contracts the first to Brady Trane Services, Inc. in the amount of \$104,985.17 for heating service and the second to Johnson Controls, in the amount of \$99,462.19, for cooling services for a combined annual amount of \$204,447.36 for yearly HVAC Service for various buildings throughout the County and the authority to execute change orders/amendments to the contracts, as long as, funds are available .