



INTEROFFICE MEMORANDUM

TO: Felicia Strong-Whitaker, Chief Purchasing Agent,
Director of Purchasing and Contract Compliance

FROM: Joseph Davis, Director, DREAM

DATE: July 23, 2026

SUBJECT: Recommendation Award – ITB#26ITB1614603C-GS,
HVAC On Call Maintenance Services Countywide
FY2027

Recommendation: We are recommending approval of the lowest bidder for, Bid#26ITB1614603C-GS, HVAC On Call Maintenance Services Countywide in the total amount of \$1,200,000, with (A) Daikin Applied (Marietta, GA) in an amount not to exceed is \$410,000.00; (B) Mechanical Services, Inc. (Marietta, GA) in an amount not to exceed \$400,000.00 and (C) Trane U.S., Inc. (Atlanta, GA) in an amount not to exceed \$390,000.00 to provide standby on-site HVAC on call maintenance services of air conditioning systems on an “as needed” basis for all Fulton County facilities. Effective upon January 1, 2027 through December 31, 2027, with two renewal options.

DISCUSSION:

Procedure for Basis of Award:

The recommendation for the award was based on the bidders’ prices for hourly rates during normal and weekends/holidays; and trip charges per call for repairing HVAC systems to determine the lowest responsible bidders. In addition, bidders must provide proof of professional licenses/and certification in Georgia Conditioned Air Contractor, Boiler License, Class II and Refrigerant License 608 issued by EPA which is also criteria to be considered for an award with Fulton County.

The Department received and evaluated seven (7) bids to the solicitation. Daikin Applied submitted the lowest responsible and responsive bid (262.50); Mechanical Services, Inc. submitted the overall 2nd lowest bid (\$290.00); Trane U.S., Inc. Submitted the 3rd lowest (\$295.00); Johnson Controls submitted the 4th lowest (\$400.00); HVAC Allies, LLC submitted the 5th lowest (\$410.00); 5 Seasons Mechanical LLC the 6th lowest (\$447.50) and Maxair Mechanical, LLC the 7th lowest (\$476.00).

Award Recommendation:

Recommended Bidder	Base Bid Amount	Award Authority
Daikin Applied	\$262.50	\$410,000.00
Mechanical Services, Inc.	\$290.00	\$400,000.00
Trane U.S., Inc.	\$295.00	\$390,000.00

Therefore, after careful review, we recommended the three (3) overall lowest responsive and responsible HVAC contractors (Daikin Applied, Mechanical Services, Inc., and Trane U.S. Inc.) to provide standby on-site HVAC on call maintenance services countywide because of previous lessons learned during the peak summer/winter temperature months with the problems we had trying to contact our current contractors. Selecting multiple HVAC contractors provides us with the flexibility to accommodate the large number of buildings while minimizing each building's HVAC repair down time. These recommended HVAC contractors have a current or previous contract with Fulton County and have performed very good and are highly competent as HVAC contractors for Fulton County as stated in their performance reports. (see Exhibit 2).

The HVAC contractors are responsible for critical infrastructure such as the Emergency Services/ 911 background switching equipment and the county's IT infrastructure. Each of the HVAC contractors has a specialty in repairs for HVAC equipment for specific manufacturers up to a select tonnage. Having multiple contractors, we will have competitive bids and pricing for all HVAC repairs and equipment upgrades countywide.

These are time and material contracts. The requested spending authority covers the labor hours in the estimated 30% percent on average for troubleshooting, diagnosing and maintenance repairs for BAS/HVAC equipment. The remaining will cover the cost for manufacturer's specified OEM replacement parts/components on variety types of HVAC systems (AHU, cooling towers, and splits & package units) with sizes varying from 5 to 880 tons capacity throughout the County. Therefore, the requested spending authority in the total amount of \$1,200,000 will cover the expenditure for FY2027.

Authorized Signature: *Joseph Davis*
Joseph N. Davis Date: 7/23/2027
(By Director/Deputy Director)

If you require additional information, contact Khandi Flowers at (404) 612-7944.

Cc. Tim Dimond, Deputy Director, DREAM
John Adams, Administrator, DREAM
Dexter Dyer, Building Maintenance Manager, DREAM
Carlos Sutton, Trades Manager, DREAM
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