




INTEROFFICE MEMORANDUM

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

FROM: Joseph Davis, Director, DREAM 

DATE: March 26, 2025

SUBJECT: Recommendation Award – ITB #25ITB1315442C-JNJ,
Preventive and Predictive Maintenance Services for
Chillers –FY20255

Recommendation: We are recommending approval of the lowest responsible bidders for Bid #25ITB1315442C-JNJ, Preventive and Predictive Maintenance Services for Chillers in the total amount not to exceed \$1,200,000.00 with (A) Daikin Applied (Marietta, GA) in the amount not to exceed \$400,000.00 and (B) Mechanical Services, Inc. (Marietta, GA) in the amount not to exceed \$400,000.00, and (C) Mallory & Evans (Scottdale, GA) in the amount not to exceed \$400,000.00, to provide standby on-site preventive and predictive maintenance services for chillers on an “as needed” basis for all Fulton County facilities. Effective upon execution of contracts through December 31, 2025, with two (2) renewal options.

Discussion: The recommendation was based on the bidders' prices for (A.) Cost of Annual Maintenance, (B.) Annual Maintenance of Cooling Tower for each site, the combine total of both (A) & (B), and hourly labor rates for services rendered during normal business hours and after-hours for Fiscal Year 2025 (Original Term). Also, bidder(s) must provide proof of required professional certified trained technician licenses such as: Georgia Conditioned Air Contractor License Class II and Refrigerant License issued by EPA which is a requirement to be considered for an award with Fulton County.

Evaluation Process: The County received and evaluated seven (7) bid responses to the solicitation. Daikin Applied submitted the overall lowest base bid @ \$65,865.00, then followed by 2nd lowest Mechanical Services, Inc. @ \$74,100.00, 3rd lowest Malley & Evans @ \$90,000.00, 4th lowest HVAC Allies @ \$103,934.40, 5th Lowest Trane U.S., Inc. @ \$121,226.26, 6th lowest Maxair Mechanical @ \$127,670.00, and 7th lowest Johnson Controls @ \$147,110.00.

Conclusion: After careful review, DREAM recommends the overall lowest and the 2nd and 3rd most responsive and responsible bidders respectively: Daikin Applied, Mechanical Services, Inc and Mallory & Evans, to provide on-site preventive and predictive maintenance services of chillers for Fulton for Fulton County facilities in FY2025.

| | Recommended Bidders | Base Bid Amount | Award Authority |
|---|----------------------------|------------------------|------------------------|
| 1 | Dakin Applies | \$65,865.00 | \$400,000.00 |
| 2 | Mechanical Services, Inc. | \$74,100.00 | \$400,000.00 |
| 3 | Mallory & Evans | \$90,000.00 | \$400,000.00 |
| 4 | HVAC Allies | \$103,934.40 | Not Recommended |
| 5 | Trane U.S., Inc. | \$121,226.26 | Not Recommended |
| 6 | Maxair Mechanical | \$127,670.00 | Not Recommended |
| 7 | Johnson Controls | \$147,110.00 | Not Recommended |

Having multiple contractors will provide the County with maximum sufficient manpower resources and the maximum flexibility required to respond to the scope and complexity of the County's needs. Each of the three (3) HVAC/Chiller's contractors have current or previous contracts with Fulton County and have performed very well demonstrating a high degree of technical competency as stated in their performance reports (see Exhibit 2).

These are time and material contracts. The requested spending authority in the total amount of \$1,200,000.00 for FY2025 will cover the replacement of parts/components and laboring for maintenance repairs. The manufacturers' specified OEM replacement parts/components on array types of chiller and cooling tower systems with sizes varying from 20 to 880 tons capacity throughout Fulton County.

Funding for this recommendation is the account for FY2025: #100-520-5225-1116 in the amount of \$1,200,000.00 "This is a Standby Contract that is dependent on availability of capital funding for major replacement on array types of chillers and cooling towers systems throughout County facilities and manufacturer's specified OEM replacement components during services as identified for spending authority for FY2025".

Authorized Signature: Joseph N. Davis Date: 3.26.25
(By Director/Deputy Director)

If you require additional information, contact Harry Jordan at (404) 612-5933.

Cc. Tim Dimond, Deputy Director, DREAM
John W. Adams, Administrator, DREAM
Dexter Dyer, Building Maintenance Manager, DREAM
Carlos Sutton, Trade Manager, DREAM
Mark Hawks, CAPA, Team C, Purchasing & Contract Compliance
Jakeiah Johnson, APA, Team C, Purchasing & Contract Compliance
Harry Jordan, Contract Administrator, DREAM
Khandi Flowers, Contract Administrator, Purchasing & Contract Compliance