



**OHIO SCHOOLS COUNCIL**  
Saving Schools Dollars...

***GARDINER***

OHIO SCHOOLS COUNCIL

# HVAC Program Overview & Discount Catalog

2021

6393 Oak Tree Blvd., Suite 377  
Independence, Ohio 44131  
[www.osconline.org](http://www.osconline.org)

P: (216) 447-3100  
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UNIQUE SERVICES



SUPPORT



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*December 16, 2020*

Dear OSC Member:

Pursuant to a request for qualification followed by a request for proposal process under Ohio Revised Code Section 153.65 through 153.571, the Ohio Schools Council has entered a contract with Gardiner Solutions Company to provide Design-Build Services.

As a Council of Government established under Chapter 167 of the Ohio Revised Code, OSC member competitive bidding requirements have been met through our process to purchase HVAC equipment, parts and design-build services.

The OSC Board on September 8, 2020 entered into an agreement to procure discounted pricing on equipment, parts and construction services with Gardiner Solutions Company.

Sincerely,

Dr. William Zelei  
*Executive Director, Ohio Schools Council*

# HVAC Discount Overview



DISTRIBUTION

## HVAC Systems

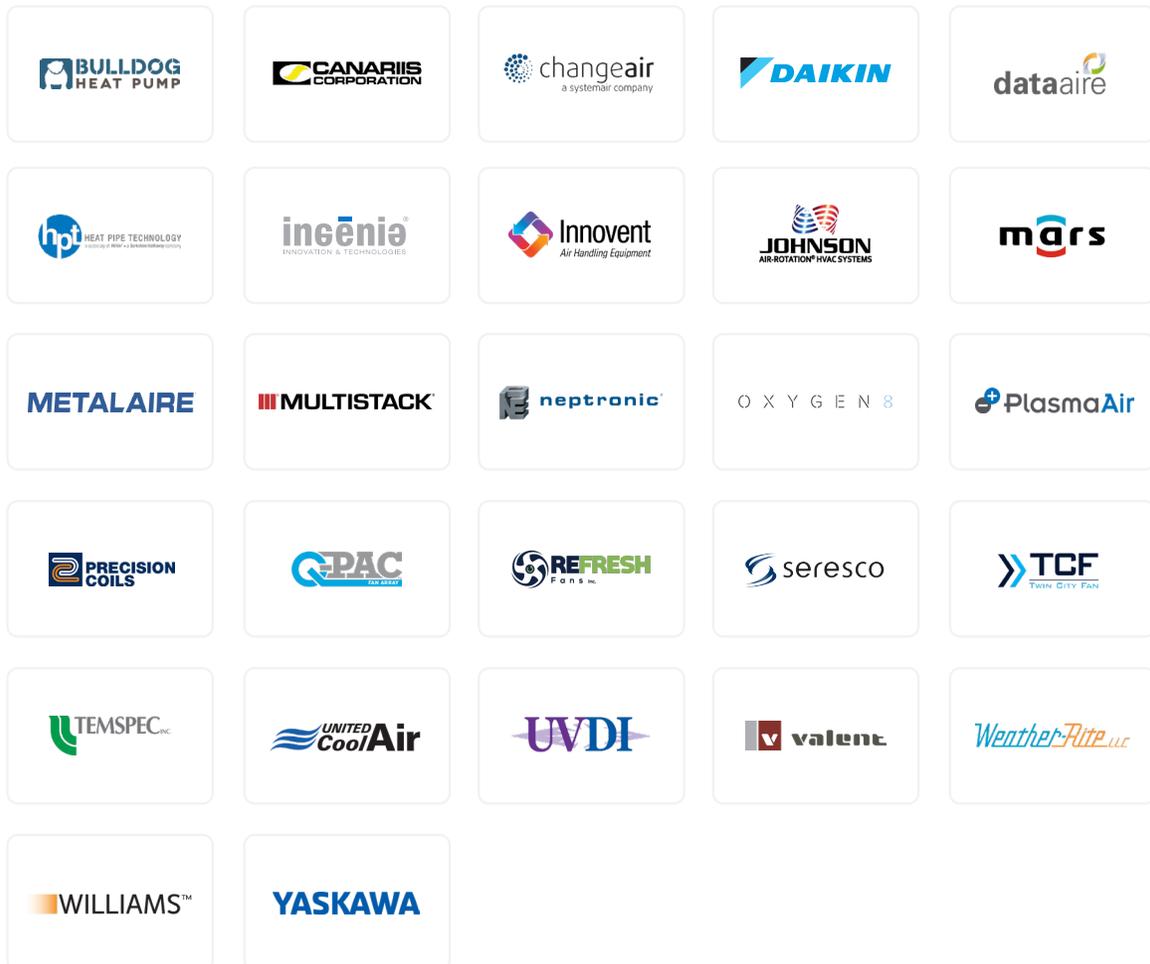
Gardiner offers a total systems approach to building comfort utilizing Daikin Applied commercial, light commercial and industrial products. They've built an extensive portfolio of products for virtually all building applications in Northern Ohio.

See table below for a various range of discount examples for HVAC Systems:

HVAC EQUIPMENT PRICING SCHEDULE							
DISCOUNTS FROM MANUFACTURER LIST PRICE							
Specification Section	Description	Total Project Dollar Value					
		\$0 to \$4,999	\$5,000 to \$14,999	\$15,000 to \$29,999	\$30,000 to \$49,999	\$50,000 to \$99,999	\$100,000 or More
23 21 23	Hydronic Pumps	47.5%	47.5%	47.5%	55.0%	55.0%	60.0%
23 22 23	Steam Condensate Pumps	15.0%	15.0%	15.0%	15.0%	15.0%	17.5%
23 34 23	HVAC Power Ventilators	30.0%	30.0%	30.0%	35.0%	35.0%	35.0%
23 36 00	Air Terminal Units	15.0%	15.0%	15.0%	20.0%	25.0%	30.0%
23 36 01	Fan Coil Units	35.0%	35.0%	35.0%	40.0%	40.0%	45.0%
23 52 16	Condensing Boilers	15.0%	15.0%	15.0%	15.0%	15.0%	17.5%
23 52 33	Water-Tube Boilers	15.0%	15.0%	15.0%	15.0%	15.0%	17.5%
23 52 39	Fire-Tube Boilers	15.0%	15.0%	15.0%	15.0%	15.0%	17.5%
	Bi-Polar Ionization	15.0%	15.0%	15.0%	20.0%	20.0%	20.0%
23 64 23.13	Air-Cooled, Scroll Water Chillers	40.0%	40.0%	40.0%	45.0%	45.0%	50.0%
23 64 23.16	Water-Cooled, Scrolls Water Chillers	40.0%	40.0%	40.0%	45.0%	45.0%	50.0%
23 64 26	Air-Cooled, Rotary-Screw Water Chillers	40.0%	40.0%	40.0%	45.0%	45.0%	50.0%
23 65 13.13	Open-Circuit, Forced-Draft Cooling Towers	25.0%	25.0%	30.0%	30.0%	35.0%	35.0%
23 73 13	Modular Indoor Central-Station Air-Handling Units	45.0%	45.0%	45.0%	45.0%	47.5%	50.0%
23 74 16.13	Packaged Rooftop Air-Conditioning Units	35.0%	35.0%	35.0%	40.0%	40.0%	42.5%
23 81 26	Split-System Air-Conditioners	30.0%	30.0%	30.0%	30.0%	35.0%	35.0%
23 81 46.13	Water-To-Air Heat Pumps	40.0%	40.0%	40.0%	40.0%	42.5%	42.5%
23 82 23	Unit Ventilators	40.0%	40.0%	40.0%	40.0%	42.5%	42.5%
23 82 39.13	Cabinet Unit Heaters	40.0%	40.0%	40.0%	40.0%	42.5%	42.5%

\*\*Total Discount From Manufacturer List Price

In addition, Gardiner presents a variety of complementary product lines (see below) to provide a complete HVAC equipment package for clients.



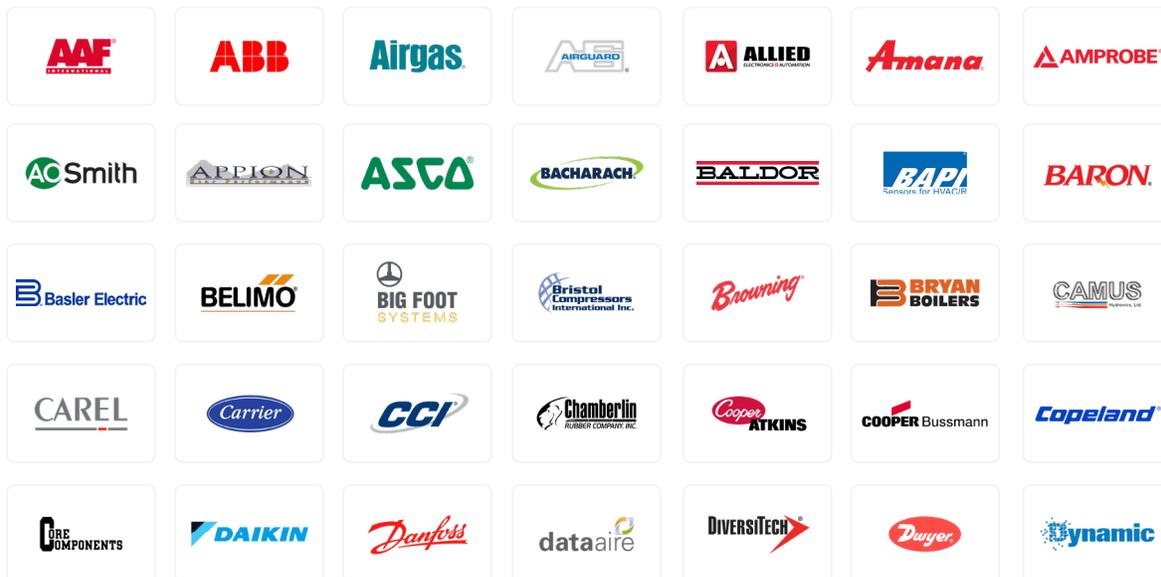
### HVAC Parts & Supplies

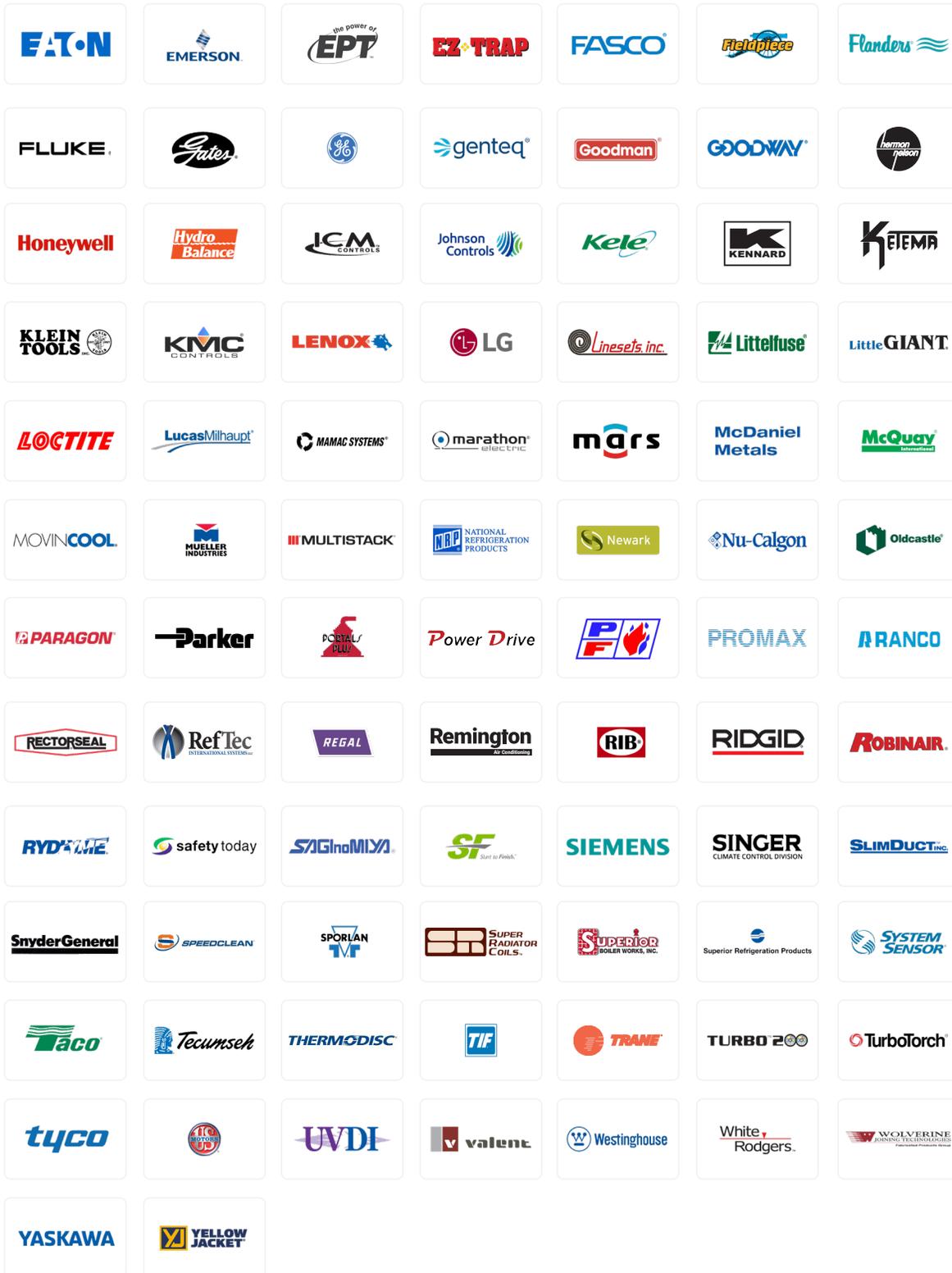
Gardiner has two HVAC Parts & Supplies warehouses and showrooms to provide clients with the availability and convenience they require for their HVAC parts, tools and supply purchases. They not only provide Daikin OEM parts, but also a full line of non-Daikin parts, specialty tools and supplies.

See table on the following page for a various range of discount examples for HVAC Parts & Supplies:

HVAC PARTS & SUPPLIES							
DISCOUNTS FROM MANUFACTURER LIST PRICE							
Specification Section	Description	Total Order Size Amount for Discount (Combined)					
		\$1 to \$500	\$501 to \$1,000	\$1,001 to \$5,000	\$5,001 to \$10,000	\$10,001 to \$25,000	\$25,001+
BLT	Belts	11%	15%	17%	20%	22%	25%
CHEM	Chemicals	11%	15%	17%	20%	22%	25%
COMPP	Compressor Component	11%	15%	17%	20%	22%	25%
COMP	Compressors	11%	15%	17%	20%	22%	25%
CONPU	Condensate Pump	11%	15%	17%	20%	22%	25%
COBO	Control Boards	11%	15%	17%	20%	22%	25%
WSHP	Water Source Heat Pumps	11%	15%	17%	20%	22%	25%
BPRT	Boiler Parts	11%	14%	15%	17%	18%	18%
PTAC	PTAC's and PTAP's	8%	10%	11%	12%	12%	12%
IWAC	In Wall AC Unit	11%	15%	17%	20%	22%	25%
FIL	Filters	11%	15%	17%	20%	22%	25%
HKT	Hose Kits	11%	15%	17%	20%	22%	25%
MTR	Motors	11%	15%	17%	20%	22%	25%
REF	Refrigerant	11%	15%	17%	20%	22%	25%
ELTLS	Electrical Tools	11%	15%	17%	20%	22%	25%
HVTLs	HVAC Tools	11%	15%	17%	20%	22%	25%
TLS	Misc Tools	11%	15%	17%	20%	22%	25%
VLV	Valves	11%	15%	17%	20%	22%	25%
YUSD	Drives	9%	11%	12%	15%	16%	17%
GAG	Gauges	11%	15%	17%	20%	22%	25%
RCHIL	Daikin Rental Chillers	Discount Priced Per Application					
PORT-R	Portable HVAC Equipment Rentals	11%	14%	15%	15%	17%	17%
PORT-P	Portable HVAC Equipment Purchase	10%	10%	10%	15%	15%	15%
BPIR	Portable BiPolar Innization Rentals	11%	14%	15%	15%	17%	17%

In addition, Gardiner provides clients to access of over 100 manufacturer's universal parts, tools, and maintenance supplies (see list below).





# HVAC Discount Overview



SERVICES

## Maintenance & Repair

Gardiner has assembled a team that includes over 80 local factory authorized service technicians trained to perform services for grade schools, universities, government facilities, hospitals and companies in both the commercial and industrial markets. Gardiner services all manufacturer's equipment and have the area's most extensive service base of large Daikin, McQuay, Trane, Carrier and York equipment.



## Building AI (Applied Intelligence)

Gardiner's Building AI team specializes in assisting clients with transforming building data into information, knowledge and actions that can increase energy efficiency, operating income and sustainability. They help clients understand what's happening in their building and more importantly, what to do about it. Whether a building requires minimum or maximum IS support, we can provide a cost-effective solution that's best suited for their facility manage the supply side as well, ensuring clients are getting the best rate, regardless to the size of the facility.



# HVAC Discount Overview



**SOLUTIONS**

## Automation & Controls

Gardiner provides a full portfolio of professional building management and mechanical systems services delivered by the largest and most experienced HVAC service group in Ohio. Their local team represents the most innovative systems on the market and has an extensive understanding of building automation and cloud technology. In addition, Gardiner helps clients consolidate building management into a single platform that’s open, scalable, secure and easy to use.

See table below for a various range of discount examples for Automation & Controls:

HARDWARE & SOFTWARE		
Description	List Price Discounts	
	Total Project >\$100k	Total Project <\$100k
Niagara Hardware	35%	40%
Niagara Software	35%	40%
KMC Controllers	50%	55%
KMC Hardware	50%	55%
KMC Software	50%	55%

Additionally, Gardiner provides a variety of complementary product lines (see below).





### **Building Analytics**

Gardiner has a team of energy engineers that work with facilities all over Ohio to leverage their building data and map out strategies to save real money and deliver real results. Their team helps clients see performance in simple metrics by benchmarking the building against itself, its peers and the entire Energy Star Portfolio.

### **Energy & Lighting Performance Contracting**

Gardiner customizes their approach based on clients' needs, doing everything from a simple equipment replacement to complete construction management. Their team collaborates with clients to determine what methods and materials will maximize project value and solve their problems. Together, they develop and implement a solution that accomplishes their business objectives, including identifying ways to help them save on energy and utilities, while reducing their expenditures and carbon footprint.

# A Better Alternative for Solving Facility Challenges



Discount Program Offers Better Alternative for Solving Facility Challenges.

The OSC developed and implemented the HVAC & Design Build Solutions program for OSC Members to assist in solving the building challenges they face. A key component of the program is discount pricing on HVAC equipment, controls and parts and supplies in a program that meets the State of Ohio's bidding requirements.

Examples of how districts are already utilizing this program:

- **New Construction** – Districts will have access to HVAC equipment and controls at negotiated discounts for new construction. In this scenario Architects & Construction Managers can reduce budget overruns by developing HVAC systems under fixed pricing.
- **Equipment Replacement** – Districts may purchase equipment directly and utilize local install labor. In this scenario, a district may use this program for smaller one-off purchases such as a condenser or domestic boiler.
- **HVAC Parts & Supplies** – An extensive portfolio of the highest quality HVAC systems, parts and supplies suitable for virtually all building applications.
- **HVAC Mechanical Service** – Over 80 local factory authorized service technicians that service all manufacturer's equipment. In this scenario, Gardiner has offices in Solon, Toledo, Youngstown and Akron that can reduce downtime and provide quality service delivery.
- **Automation and Controls Service** – Districts will have access to a building analytics platform that leverages data to reduce maintenance & energy cost, improve comfort &

indoor air quality and itemizes and classifies capital planning needs.

- **Turn-Key Development** – Districts will have access to over 75 engineering and project management professional to assist you in developing immediate and long-term capital planning assessments.
- **Professional Services** – Gardiner works with districts across the state in a variety of ways. In some cases, districts may choose to employ Gardiner to design and manage a facilities solution. The program enables that as well.
- **Financing Mechanisms** – Outside of traditional financing tool Districts will have access to a variety of financing options that include Gardiner Partnership Funding, utility on-bill financing, no-upfront-cost shared savings agreements, government loan programs and more.

## Why did the Ohio Schools Council Select Gardiner?

The OSC recognized that finding the right supplier who can work with you to develop the right building solution, within your budget, and within your allotted timeframe can be a bit of a challenge. We selected Gardiner because of its demonstrated ability to deliver high quality, cost-effective HVAC and building solution services to our members. With over 55 years of industry experience, Gardiner currently manages over 3,000,000 square feet of building space for over 2,500 clients, and has an exceptional reputation built on effective problem solving, and more importantly, results.

Gardiner provides:

- **Industry Expertise** – 220+ associates and over 3,000 combined years of engineering experience solving building challenges. Gardiner's team are some of the most experienced HVAC associates in the industry and present a demonstrated history of high-quality service delivery, performance, and customer satisfaction.
- **Custom Designed Solutions** – intensive discovery process to develop optimized solutions for each individual member based on that member's current system, financial goals, and strategic objectives. Gardiner's process begins with a full comprehensive audit of all existing equipment and places a special focus on making sure your building systems have the lowest Total Cost of Ownership over the life of the system.
- **Competitive Pricing** – aggressive discounting structure exclusively for OSC members on Gardiner's full line of products and services that is 15-60% lower than the manufacturer's list price.
- **A Robust Portfolio of Products & Services** – a full line of HVAC equipment and supplies, professional services including maintenance and repair, Building AI, and water treatment, and a host of building solutions such as automation and controls, building analytics, and supply side energy management.
- **Reliability** – a proven process for reducing downtime due to mechanical error. This process includes access to temporary chillers and generators, refresh and factory recertification programs, factory designed maintenance programs, predictive and diagnostic services, modernization and integration solutions, and 24/7 parts availability.
- **Financing Mechanisms** – expertise in assisting members with securing financing for their building projects. Gardiner provides a variety of financing tools including government procurement options and shared savings programs.
- **A Local Presence** – a local footprint throughout Ohio with over 220 associates readily available via phone, email, or in person.