



PROPOSAL

Town of Bethel - Municipal Center

IT Room Ductless Split Replacement with Redundant Unit

PRESENTED TO:

Town of Bethel
Municipal Center
1 School St
Bethel, CT 06801

PREPARED BY:

Raymond D'Amato Jr.
Business Project Development
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DATE:

August 23, 2023



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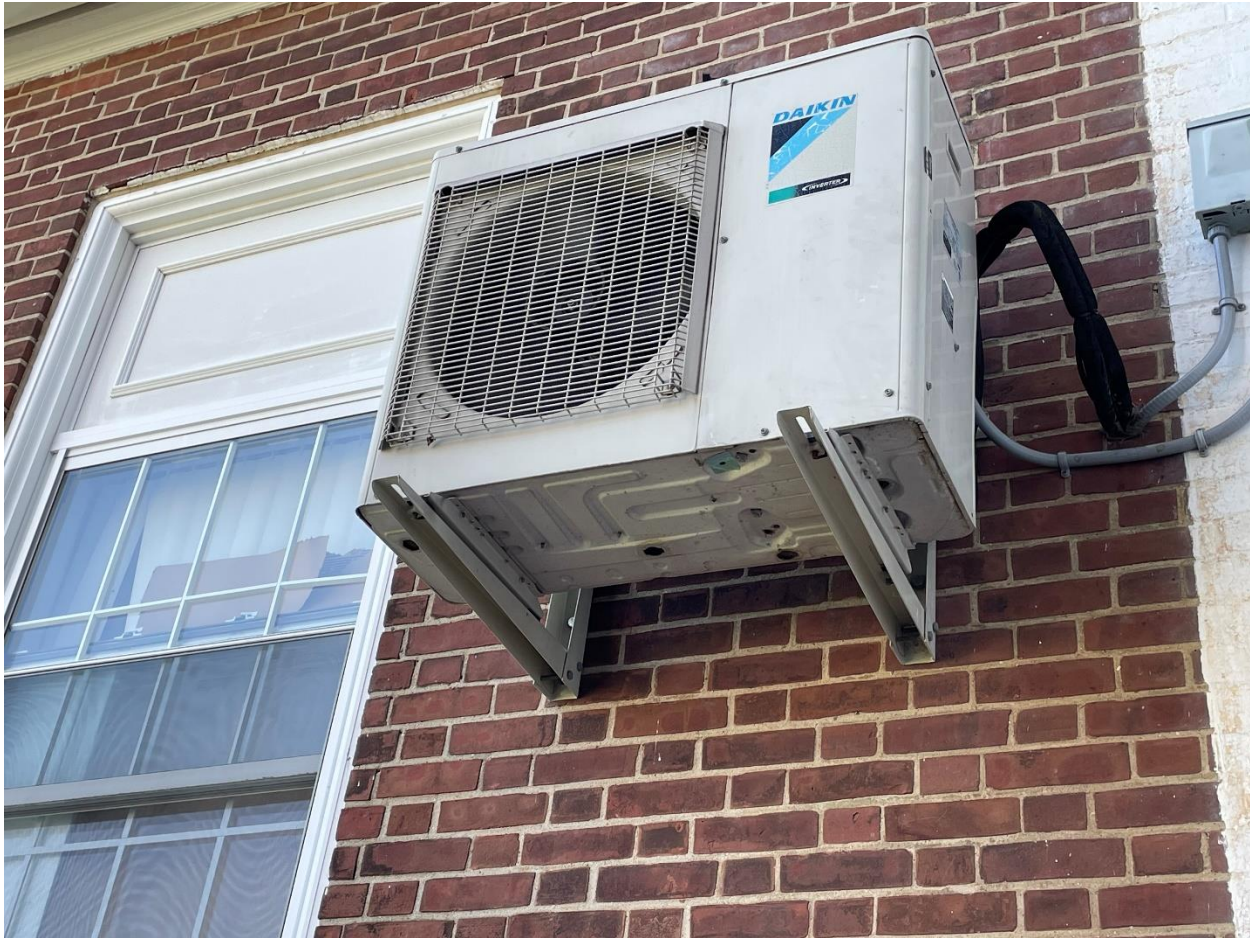
MECHANICAL
SERVICES

Environmental Systems Corporation is pleased to submit this proposal for the following:

Findings:

ESC was called to the site to investigate replacing the failed Daikin 2ton Ductless Split System. While on site, the facility stated that they wanted to add additional Servers into the IT Room and would like redundancy in the area. ESC will give the option of a LG or Mitsubishi manufacturer. Pictures of existing unit below for reference.



**Solutions:**

After obtaining IDRAC reports, and warning/failure wattage and BTUs from the facility for the (QTY:3) Servers currently in the IT Room ESC is under the assumption that the future additional (QTY:2) Servers will be approximately the same wattage and BTU usage. ESC recommends installing (2) two separate 3ton Ductless Split Systems in the area. These systems will be capable of running independently or at the same time, if needed. Each system on its own will be able to handle the average and peak loads of the room creating redundancy for the area. Also, these units will come BMS ready with BAC Net tie in points. This will allow your BMS provider to add them to your existing BMS, to be able to control the units remotely, get real time faults/alarms, and create a Lead Lag pattern for equal run time. Furthermore, each unit will come with a surge protected electrical disconnect and come with low ambient kits to allow year-round operation, even in winter months. BMS integration to be done by others. The LG option has already applied the energy rebate at time of purchase (\$687.50), and the Mitsubishi option will have a similar energy rebate to be applied by your tax representative.

Work Scope – Replace Existing Unit:

- ESC to mobilize to site
- ESC to Make Safe Daikin 2ton Ductless Split, Lock Out/Tag Out
- ESC to recover the refrigerant per EPA, State, and Local codes
- ESC to remove the existing line set, wall mount head, outdoor condenser, condensate pump, and electrical whip/disconnect and properly dispose of off site
- ESC to widen the existing outdoor penetration to allow both new system line sets and communication wiring to access the IT Room
- ESC to place new wall mount head in the same footprint as the previously removed
- ESC to mount new outdoor condenser on wall brackets in the same footprint of previously removed unit
- ESC to furnish and install new line set and communication wiring between the indoor and outdoor unit and make terminations
- ESC to furnish and install a new under mount condensate pump to indoor head, connecting the drain line to existing 3/8" poly tubing
- ESC to furnish and install a new electrical disconnect and whip for the outdoor unit (internally surge protected)
- ESC to start-up, test, and adjust per manufacturers recommendations
- ESC to clean work area, and demobilize from site

Work Scope – New Ductless Split Unit:

- ESC to furnish and install a new indoor wall mount head in IT Room (location TBD with facility staff and ESC)
- ESC to furnish and install a new outdoor wall mount condenser (location: under existing outdoor condenser)
- ESC to furnish and install new line set and communication wiring between the indoor and outdoor unit and make terminations, using previously widened hole
- ESC to furnish and install a new under mount condensate pump to indoor head, running new drain line to existing 3/8" poly tubing drain location
- ESC to furnish and install a new electrical disconnect and whip for the outdoor unit (internally surge protected)
- ESC to start-up, test, and adjust per manufacturers recommendations
- ESC to clean work area, and demobilize from site

The total amount for the above project using LG equipment will be.....\$23,635.00 plus Connecticut Sale Tax if applicable.

The total amount for the above project using Mitsubishi equipment will be.....\$28,035.00 plus Connecticut Sale Tax if applicable.

Add Alternate:

The total added amount for the above project using an ESC provided electrician for the new system circuit will be.....\$6,824.00 plus Connecticut Sale Tax if applicable.

Please Note:

This pricing was built under the assumption that the line voltage wire and breaker are in good condition (existing unit). If wiring or breaker needs to be upgraded, additional chargers will apply. New line voltage needs for the additional system to be by others or additional to the quote. All BMS tethering/integration to be done by others or additional to this quote.

Payment Terms:

30% due upon acceptance

30% due upon equipment and labor deployment

40% due upon completion

Please Note:

- *This price was built assuming all work to be done during regular business hours. (If this work is requested to be done outside of those hours, additional shift differential fees will apply)*
- *Regular business hours are 7:00am – 3:30pm Monday – Friday unless otherwise noted*
- *This price does **NOT** include engineering or stamped engineering drawings.*

Excluded in the above quote will be the following.

- Testing for asbestos is **NOT** included & will need to be completed by others with a certificate stating if the area is clear of any prior to the start of the project – **Not needed for this project**
- Removal of any hazardous materials including asbestos or oils is NOT included and will be the responsibilities of owner- **ESC is not aware of any**
- Providing of any material other than listed above.
- Replacement or repair of any devices not listed above.
- Any overtime associated with the job.
- Any modifications or repairs to existing units or building other than listed above.

Included in that fee is a 1-year warranty on all labor provided by Environmental Systems Corporation Parts and materials are covered by standard warranties provided by their manufacturers.

Warranty periods begin when replacement is completed. The owner has a one- month period following the completion of the installation, to accept or reject work performed by Environmental Systems Corporation after which time we will assume that the work has been accepted.

Environmental Systems Corporation assumes normal workday access to the job site and payment in full within 30 days after receipt of each invoice. Environmental Systems Corporation will not be held responsible for normal wear and tear. The removal and disposal of Asbestos and toxic materials are the owner's responsibility.

This proposal is valid for a period of 15 days from the date shown at the top of this proposal, after which time we will be happy to provide an adjusted quote if necessary.

We look forward to performing this work for you. Please give me a call at (860) 953-8800 if you have any questions.

Thank you for your consideration, Environmental

Systems Corporation

Best regards,

Raymond D'Amato Jr.

Email:

r.damato@escontrols.com Cell:

860 874-6951

ACKNOWLEDGED AND ACCEPTED

BY: _____ TITLE: _____

SIGNATURE: _____ DATE: _____

P.O. # (if applicable): _____

Terms & Conditions

The information contained in this proposal is proprietary and confidential to Environmental Systems Corporation, (ESC) and is offered solely for your own use and evaluation. We intend to maintain the confidentiality of any information you have provided us, and we require that this proposal be kept in strict confidence and that it not be disclosed to any outside party for any other purpose.

Project or Repair services provided under this agreement will be performed during normal working hours unless otherwise noted. Normal working hours are defined as 7:00am to 3:30pm, Monday through Friday inclusive, excluding holidays. 2. Reasonable and safe means of access to the equipment being serviced shall be provided to Environmental Systems Corporation and shall be permitted to start and stop all equipment necessary to perform its services. If any of the equipment requiring service is considered unsafe, the client will be required to properly correct the unsafe condition before Environmental Systems Corporation will proceed with the service. Environmental Systems Corporation shall be permitted to the use of the buildings fixed ladders, mops etc.

1. The guarantees and services provided under the scope of this agreement are conditioned upon the Client properly operating and maintaining the system. Client will do so in accordance with industry accepted practices. This proposal does not include responsibility for poor system design, undeclared or hidden conditions, system obsolescence or equipment beyond its reasonable life.
2. Client agrees to pay invoices within thirty (30) days of receipt. Environmental Systems Corporation reserves the right to cancel this and/or stop work under this agreement without notice, should payment become sixty (60) days or more delinquent.
3. Client agrees to pay in advance for material, equipment and engineering costs necessary for the start of the project.
4. Environmental Systems Corporation shall not be liable for any loss, delay, injury or damage that may be caused by circumstances beyond its control including, but not restricted to acts of God, war, civil commotion, acts of government, fire, theft, corrosion, flood, lightning, power fluctuation, freeze-ups, strikes, lockouts, differences with workmen, riots, explosions, quarantine restrictions, delays in transportation, fuel, labor or materials, or malicious mischief. Any delays in the project which may occur due to customer supplying equipment or material may be billable if Environmental Systems Corporation occurs any additional cost beyond the normal project scope.

5. In no event shall Environmental Systems Corporation be liable for business interruption losses or consequential or speculative damages, but this sentence shall not relieve Environmental Systems Corporation of liability for damage to property or injury to persons resulting from accidents caused directly by the negligence of Environmental Systems Corporation in performance or failure of its obligations under this agreement. 8. In the unlikely event of failure to perform its obligations, Environmental Systems Corporation's liability is limited to repair or replacement at its option and such shall be Client's sole remedy. Under no circumstances will Environmental Systems Corporation be responsible for loss of use, loss of profits, increased maintenance or operating costs, claims of clients or client's tenants, or any special, indirect or consequential damages.
6. Environmental Systems Corporation Labor guarantees are as follows, unless specified otherwise. (1) one year labor on a complete newly installed system, (90) ninety days on major replacement component's, e.g.: Heat exchangers, compressors, condensing units, coils) and (30) thirty days on replacement service components or repairs. Parts and Materials are covered by the manufacturer's warranties. Warranty period begins when installation is complete and accepted by the customer. All material is guaranteed to be as specified. Any repairs to equipment or material provided by the customer will be billed as a normal service call.
7. In the event that the customer requires having their own staff work with Environmental Systems Corporation personnel on any project assigned for the installation, service or repair of any equipment or building owned by the customer, Environmental Systems Corporation shall not be held liable for any work performed, damage or injuries to customer's equipment or personnel other than the elements of the work performed solely by Environmental Systems Corporation employees. For safety purposes, Environmental Systems Corporation employees may direct the owner's employees to remain outside of certain work areas when the owner's employees are not trained in the safety procedures necessary to be in certain work zones. This includes, but is not limited to; Lockout / Tag out, Arc Flash/Control of Hazardous Energy, Hazardous Materials Handling, Confined Space, Lifting Rigging / Crane Signaling, Fall Protection and other safety standards and procedures
8. Any alteration or deviation from specifications above involving extra cost will be executed only by written orders and will become an extra charge over and above the estimate. This proposal may be withdrawn by Environmental Systems Corporation if not accepted within 15 days
9. Environmental Systems Corporation is not responsible for the Identification, Abatement or the removal of asbestos or any other toxic or hazardous substances, waste or materials. In the event such hazardous conditions are found, the sole obligation of Environmental Systems Corporation is to notify the customer or owner of the hazards. Environmental Systems Corporation shall have the right to suspend its work until such hazards are removed. The completion time of the work shall be extended and the contract price be equitably adjusted as necessary. 13. In the event either party must commence a legal action in order to enforce any right under this contract, the successful party shall be entitled to all court costs and reasonable attorney's fees as determined by the court for prosecuting and defending the claim.
10. If required, customer shall be responsible for paying all applicable taxes both state, local and permit fees.
11. Environmental Systems Corporation requests to be notified if any alterations, additions, adjustments, or repairs that are made by others.
12. Work necessitated by present or future requirements by governments or insurance companies are not included.
13. It is understood and agreed to that this project (IS) subject to any retention. Please Check and Initial _____
14. I hereby agree to the terms and conditions as outlined _____