HVAC & Building Control Equipment, Installation, Supplies and Related Services

Executive Summary

Lead Agency: County of Orange, CA

RFP#: RFP-017-2714705-SC

RFP Posting Date: December 12th, 2024

Number of Responses: 4

Response Due Date: April 4th, 2025

Procurement Agent: Roy Aragon

Awarded to: ACCO Engineered Systems, Inc.

Project Description:

The County of Orange, acting as lead agency for Axia Cooperative, issued RFP # RFP-017-2714705-SC on December 12th, 2024, to seek proposals from qualified firms and establish a comprehensive national cooperative contract for HVAC & Building Control Equipment, Installation, Supplies and Related Services.

The solicitation included cooperative purchasing language in the Introduction and Instructions & Scope of Work sections:

> 1.9 AXIA COOP LLC
>
> ("Axia Cooperative" or "Axia") is a national public sector cooperative purchasing organization. Axia works with respected leaders from the public procurement community to offer a growing portfolio of master agreements that leverage national volume to deliver savings, efficiency, and innovation for non-federal public sector agencies. Each agreement is publicly solicited by a lead agency utilizing the strictest of procurement standards. The resulting awards address the dynamic needs of today's evolving market while providing both value and cutting-edge solutions. For more information about the contracting process, please visit axiacoop.org/contracting-process.
>
> The County of Orange has entered into an agreement with Axia Cooperative to facilitate the Request For Proposals (RFP) and act as the primary contracting authority for the term of the resulting contract(s). Resulting contract(s) is/are made available to other public agencies nationally for "piggybacking" through the Axia Cooperative purchasing program and authorized by various joint powers authority statutes, rules and regulations within each state and local jurisdiction.
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> 2.4 NATIONAL CONTRACT AND AXIA COOPERATIVE (ATTACHMENT D)
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Notice of the solicitation was publicly posted on the County of Orange's website and emailed to all registered vendors who have indicated that email is their preferred delivery method. The solicitation was also advertised in the following:

- Axia Cooperative website & social media
- USA Today, nationwide
- Arizona Business Gazette, AZ
- Albany Times Union
- New Jersey Herald
- Desert Sun, Palm Springs, CA
- Daily Journal of Commerce, OR
- Deseret News, UT
- Seattle Daily Journal of Commerce, WA

Proposals were received from the following:

- ACCO Engineered Systems, Inc.
- Creative Air Mechanical Services, LLC
- Mesa Energy Systems, Inc. / EMCOR Group, Inc.
- F.M. Thomas Air Conditioning, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter negotiations with **ACCO Engineered Systems, Inc.** and proceed to contract award upon successful completion of negotiations.

The County of Orange, Axia Cooperative and **ACCO Engineered Systems, Inc.** successfully negotiated a contract, which was executed with a contract effective date of December 15th, 2025.

Term:

The term of the Contract shall commence upon award and shall remain in effect for a period of five (5) years, unless terminated, canceled, or extended as otherwise provided.

ACCO Engineered Systems, Inc. pricing is located at https://www.axiacoop.org/contracts/

Axia Cooperative Landing Pages: https://www.axiacoop.org