

**BOARD OF TRUSTEES
AGENDA**

<input type="checkbox"/>	Workshop	<input checked="" type="checkbox"/>	Regular	<input type="checkbox"/>	Special
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- (A) **Report Only** **Recognition**

Presenter(s):

Briefly describe the subject of the report or recognition presentation.

- (B) **Action Item**

Presenter(s): ISMAEL MIJARES, DEPUTY SUPERINTENDENT FOR BUSINESS AND FINANCE
 ROLANDO SALINAS, DEPUTY SUPERINTENDENT FOR DISTRICT OPERATIONS
 PEDRO FELAN, MAINTENANCE AND FACILITIES DIRECTOR
 LUIS VELEZ, PURCHASING DIRECTOR

Briefly describe the action required.

CONSIDERATION AND APPROVAL OF THE INTERLOCAL PURCHASING COOPERATIVE METHOD, THE PURCHASE OF HVAC PRODUCTS, INSTALLATION, LABOR BASED SOLUTIONS, AND RELATED PRODUCTS AND SERVICES FROM E3 ENTEGRAL SOLUTIONS INC. PURSUANT TO THE INTERLOCAL PURCHASING SYSTEM CONTRACT 210205 FOR MEMORIAL JUNIOR HIGH HVAC UPGRADE AND TO AMEND THE BUDGET ACCORDINGLY TO INCLUDE MATTERS RELATED TO THIS PROJECT.

- (C) **Funding source: Identify the source of funds if any are required.**

BUDGETED FUNDS

- (D) **Clarification: Explain any question or issues that might be raised regarding this item.**

SEE ATTACHED MEMORANDUM



EAGLE PASS INDEPENDENT SCHOOL DISTRICT

MEMORANDUM

To: Mr. Ismael Mijares, Deputy Superintendent for Business and Finance

From: Mr. Luis A. Vélez, Purchasing Director

Luis Vélez
2025.02.05 08:11:11
-06'00'

Date: Monday, February 4, 2025

Subject: **Memorial Junior HVAC Upgrade**

Attached for your review is the proposal submitted by E3 Entegral Solutions Inc. for the Memorial Junior High HVAC Upgrade through The Interlocal Purchasing System (TIPS). The district's legal counsel has reviewed this item and has approved the district to move forward with this project through this method.

If you have any questions or need more information regarding this matter, please contact me at the Purchasing Department.

**EAGLE PASS INDEPENDENT SCHOOL DISTRICT
TIPS CONTRACT NO. 210205 FOR TRADES, LABOR, AND MATERIALS (JOC)
TABULATION SHEET**

	DESCRIPTION	E3 SOLUTIONS	TRANE
1	BASE PROPOSAL - MEMORIAL JR HIGH HVAC UPGRADE - ONE CHILLER	\$ 3,711,577.00	\$ 4,434,700.00
2	ALTERNATE 1 - REPLACE DUCTWORK	\$ 444,286.00	PRICING NOT YET PROVIDED
3	ALTERNATE 2 - REPLACE REMAINING TWO CHILLERS	\$ 663,869.00	\$ 838,484.00
4	ALTERNATE 3 - REPLACE SECONDARY PUMP ROOM EQUIPMENT	\$ 194,506.00	PRICING NOT YET PROVIDED
5	SERVICE CONTRACT THROUGH TRANE	\$ 178,594.00	\$ 178,594.00
3	TOTAL	\$ 5,192,832.00	\$ 5,451,778.00

RECOMMENDED VENDOR:

E3 SOLUTIONS

Notes:

E3 ENTEGRAL SOLUTIONS WARRANTS, SUBJECT TO WARRANTY DOCUMENTS, ONE YEAR PARTS & LABOR WORKMANSHIP ON ALL ASPECTS OF THE PROJECT SCOPE OF WORK. FURTHER, THE HVAC EQUIPMENT WILL HAVE A COMPREHENSIVE ONE YEAR PARTS AND LABOR WARRANTY, PLUS AN ADDITIONAL FOUR YEAR WARRANTY ON THE COMPRESSORS.

THIS TRANSACTION WILL BE GOVERNED BY THE INTERLOCAL PURCHASING SYSTEM (TIPS) CONTRACT: 210205 TRADES, LABOR, AND MATERIALS (JOC) AND EPISD'S GENERAL TERMS AND CONDITIONS WHICH ARE INCORPORATED HEREIN AS IF FULLY SET FORTH AT LENGTH.

THIS TRANSACTION IS ADDITIONALLY SUBJECT TO E3 ENTEGRAL SOLUTIONS PROVIDING PAYMENT AND PERFORMANCE BONDS SATISFACTORY TO THE DISTRICT.

PROCUREMENT AUTHORIZED VIA TEXAS REGION 8 EDUCATION SERVICE CENTER (TIPS LEAD AGENCY) REQUEST FOR COMPETITIVE SEALED PROPOSAL# 210205 - TRADES, LABOR, AND MATERIALS, ISSUED AND PUBLISHED FEBRUARY 4, 2021; AND THE TIPS CONTRACT AWARD 210205 - TRADES, LABOR, AND MATERIALS; AND IN ACCORDANCE WITH TEXAS EDUCATION CODE 44.031 (A)(4) BY VIRTUE OF AN INTERLOCAL AGREEMENT BETWEEN TIPS AND EAGLE PASS ISD.

WE FOCUS OUR ENERGY
ON SAVING YOURS.

Eagle Pass ISD

Memorial Junior High School HVAC Project

Wheaton Engineering Project Design Dated 8-22-2024

REVISED PRICING PROPOSAL DATED 1-27-2025

Attn: Mr. Luis Velez - Purchasing Director

Eagle Pass ISD

587 Madison St.

Eagle Pass, Texas 78852

January 27, 2025



Boerne

Highland Village

Houston

SIGNATURE PAGE & DECLARATION



January 27th, 2025

Eagle Pass ISD Purchasing Department
Attn: Mr. Luis Velez
EPISD Purchasing Director
587 Madison St.
Eagle Pass, Texas 78852
lvelez@eaglepassisd.net

Re: Memorial Junior High School HVAC Project – REVISED PRICING PROPOSAL DATED 1-27-25

Dear Mr. Velez,

E3 Entegral Solutions, Inc. (E3) is pleased to submit our revised pricing proposal for the HVAC work at Memorial High School in Eagle Pass, Texas. This proposal is to provide a turnkey installation of the HVAC scope of work per Wheaton Engineering drawings dated August 22nd, 2024.

As the District is aware based on our previous project with EPISD, E3 is an extremely experienced, uniquely qualified, Texas-based team to provide the necessary engineering & construction services for the projects outlined by Wheaton Engineering.

E3 brings to Eagle Pass ISD the following advantages:

Texas founded/Texas focused

- *E3 was born in Texas and has corporate headquarters in Highland Village, Texas with employees serving Dallas/Ft. Worth, Houston, Austin, San Antonio, Corpus and the Rio Grande Valley. Our staff averages over 20 years of experience in the industry, with the expertise to make sound recommendations and provide proven building solutions. Client satisfaction is our highest priority.*

Solution/Product Independent

- *Provide unbiased analysis of ALL possible options with all manufactured products available for the best possible solution.*

Proven Experience:

- ***\$400 million dollars of project value in Texas***
- ***275+ projects in Texas***
- ***15-year history in Texas***
- ***Singular focus, to deliver 100% customer satisfaction***
- ***Implemented a successful comprehensive HVAC & LED project at Eagle Pass ISD.***

SIGNATURE PAGE & DECLARATION



In this Cover Letter, there is a base project & three different alternative proposals. We have named each project the following:

- Base Project
- Alternative 1 Project
- Alternative 2 Project
- Alternative 3 Project

We have structured our proposal this way to make sure the district has an apples-to-apples comparison to all other bidders who submit their project based on the Wheaton Engineering drawings dated August 22nd, 2024. However, after walking the facility with our own E3 personnel and potential subcontractors, there were items that E3 deems necessary and critically important to include in the project for the long-term success of the facility's HVAC system.

Please find directly below a summary of these options. The detailed Scope of Work for each Option below will follow this summary section and be named as follows:

- **SCHEDULE A – BASE PROJECT SCOPE OF WORK**
- **SCHEDULE A – ALTERNATIVE 1 PROJECT SCOPE OF WORK**
- **SCHEDULE A – ALTERNATIVE 2 PROJECT SCOPE OF WORK**
- **SCHEDULE A – ALTERNATIVE 3 PROJECT SCOPE OF WORK**

SCOPE OF WORK SUMMARIES

~~**E3's BASE PROJECT CONTRACT – \$4,152,239 + Service Contract with TRANE for \$182,594**~~
REVISED - E3's BASE PROJECT CONTRACT - \$3,711,577 + Service Contract with TRANE for \$178,594

It is our intention to provide the district with a proposal based on what is currently engineered by Wheaton Engineering. We will call this project the BASE PROJECT. However, Wheaton Engineering also asked for a 5-Year Service Contract as part of the BASE PROJECT. We have negotiated a price with TRANE for a service contract on behalf of EPISD, but the service contract will be a direct contract with Trane. This will save the District money contracting directly with TRANE for this service contract.

**One important item that E3 has included in our base project that may be different from other proposals is regarding the ceiling tile work. In the areas where ductwork is being replaced with new ductwork, the ceiling tile will need to be removed and replaced with other existing ceiling tiles. It has been our experience that the finished ceiling tile looks like patchwork when completed this way. Because of this, E3 has included new ceilings in the classroom wing corridors where tile is being removed due to the work performed in our Base Project.*

~~**ALTERNATE 1 PROJECT – \$481,852 ADD TO BASE PROJECT**~~
REVISED - ALTERNATE 1 PROJECT - \$444,286 ADD TO BASE PROJECT

The classroom low-pressure ductwork was not removed and was re-used in the Base Project. This alternate removes the classroom low-pressure ductwork and replaces it with new metal ductwork installed and sized according to what is shown in the engineering drawings provided by Wheaton Engineering. Ceiling tile replacement in the affected classrooms is also included in this alternate.

SIGNATURE PAGE & DECLARATION



ALTERNATE 2 PROJECT - \$754,656 ADD TO BASE PROJECT

REVISED - ALTERNATE 2 PROJECT - \$663,869 ADD TO BASE PROJECT

Only one (1) chiller (CH-1) was replaced in the Base Project. This alternate removes the remaining two (2) chillers (CH-2 & CH-3) and replaces them with identical machines matching the specifications of the new Base Project replacement chiller.

ALTERNATE 3 PROJECT - \$228,581 ADD TO BASE PROJECT

REVISED - ALTERNATE 3 PROJECT - \$194,506 ADD TO BASE PROJECT

The existing secondary pump room equipment is being re-used in the Base Project. E3 recommends the existing hydronic equipment and piping in the secondary pump room be replaced. This alternate replaces the two (2) secondary chilled water pumps, expansion tank, air separator, pump room hydronic piping, pump inertia bases, suction diffusers, multi-purpose valves, and flex connectors. This alternate also provides for the installation of new variable frequency drives for the two (2) secondary pumps.

TOTAL REVISED PROJECT COST FOR THE BASE PROJECT AND ALTERNATIVE 1, 2 & 3 PROJECTS IS: \$5,014,238

TOTAL REVISED PROJECT COST FOR THE TRANE SERVICE CONTRACT IS: \$178,594

Due to the uncertainty of the AHU lead-times, E3 cannot guarantee the AHU will arrive in Eagle Pass ISD in time for a summer installation. However, this is the goal.

For all clarifications for this proposal, contract negotiations, or any other inquiry, please contact:

Bill Savarino, Business Development Mgr. – S. Tx.
210-428-9707
bsavarino@e3es.com

Klip Weaver, President
817.925.5679
kweaver@e3es.com

We look forward to your review of our proposal and the possibility of working with Eagle Pass ISD once again to construct a very successful project that can be used as a model to demonstrate our value to school districts around the State. Thank you for the opportunity to earn your business.

Best regards,

Bill Savarino

Bill Savarino
Business Development Manager – South Texas
E3 Entegral Solutions
10004 Johns Road
Boerne, Texas 78006