



United States Sustainable Heating, Ventilation and Air Conditioning Request for Proposals (RFP)

Date Issued: January 4, 2022

RFP Response Date: January 21, 2022

From: 127 Energy, LLC

cmccarty@127energy.com

TABLE OF CONTENTS

I. Introduction and Intent Page 3

II. Market Opportunity Page 3

III. Project Information Page 3

IV. Technology Requested Page 4

V. Required Information Page 4

VI. Schedule Page 5

Appendix A: BARD Unit Specifications Page 6

I. INTRODUCTION AND INTENT

The immediate purpose of this Request for Proposals (RFP) is to provide a sales opportunity to replace 3 Ton Heating, Ventilation and Air Conditioning (HVAC) units with cleaner and more sustainable options. The long term goal is to not only provide a buyer for such units, but help encourage industry peers, allies and suppliers to purchase such units in an effort to eliminate the use of man-made chemicals with global warming potential.

The Roche Group (“Roche”) subscribes to a mandatory corporate directive called the K6 Directive. The goal of the Directive is stated as follows. ***“The Roche Group has committed to eliminating all halogenated hydrocarbons in Roche-branded products and in owned and essentially leased equipment and buildings by the end of 2030.”*** This is the intent of the RFP.

What Roche and its subcontractors have found is that there are very small and very large systems that can be employed to provide cooling and heating that have low to no global warming potential and are void of halogenated hydrocarbons. Unfortunately, there are very few resilient, cost effective and UL listed options available in the United States for the sized units we seek. Furthermore, we have found some potential units in Europe, but those units are not yet provided in the US.

Roche and its subcontractors are committed to the use of smarter, cleaner and greener HVAC options. Success of this RFP is defined as a purchase fit for purpose AND international promotions of this success to drive more business to the winning bidder.

II. MARKET OPPORTUNITY

The United States has a robust HVAC market. The value of this market was estimated at 15.16 billion USD in 2020 and the market has a compound annual growth rate of approximately 6% (Grand View Research). In 2020, over 5.91 new units were sold (Statista) and millions more were retired, refurbished, sold as used, etc. Commercial HVAC units (not including industrial) comprise about 1/3 of the US market. Finally, the Bard units we currently have in place are ubiquitous in the market. You can find these easily, as well as parts and technicians. The parties that bring alternatives to this market will find numerous applications, as well as numerous large buyers such as those that have signed on to the science based targets initiative, Businesses for Social Responsibility, etc.

III. PROJECT INFORMATION

We have an immediate opportunity for an application and sale. The project is located in the Portland Oregon area and has twelve (12) 3-ton HVAC units. Please refer to the attached Design Specifications (Appendix A).

IV. TECHNOLOGY REQUIREMENTS

This request is for replacement units, fit for purpose, with the following requirements:

- Global Warming Potential (GWP) equal to or less than 1
- No halogenated hydrocarbons
- Technicians available within a reasonable distance or the ability and ease of providing technicians with training
- Parts that are easy to find
- 480V 60Hz Electric
- If specialty parts are required, they must be at a reasonable cost
- If specialty parts are required, they must be able to be fabricated by numerous parties
- If specialty parts are required, they must be able to be fabricated and delivered in a reasonable time frame

V. REQUIRED INFORMATION

The following information will be required:

- Corporate history
- Number of employees
- Technology design specifications
- Status of UL Listing
- Description of Code Requirements and Adherence
- Schedule for commercialization
- Performance data for beta and/or prototype systems
- Performance data for a sample of commercial systems if available
- Unit costs
- Installation cost estimate
- List of recommended parts
- Cost of recommended parts
- Cost of commissioning
- Schedule for delivery
- Schedule for installation
- Schedule for commissioning
- Contact information: Name, Title, Telephone, Email

Please submit information via email to Christopher Choppin at cchoppin@127energy.com.

VI. SCHEDULE

This RFP has the following schedule:

- Distribute RFP: January 4, 2022
- Submission of Questions Deadline: January 12, 2021
- Conference Call to Discuss Project: January 15, 2021
- Proposal Submission: January 21, 2022
- Interviews: January 26, 27, 28, 31
- Option Selection: February 15, 2022



APPENDIX A

Design Specifications

Design specifications for the Bard HVAC units currently in place can be found here:

<https://www.bardwallmount.com/unit/W36AB-C15XP4XXE>

<https://www.bardwallmount.com/unit/W36AB-C09>