

HVAC & Building Solutions



SourcingAlliance
Design Procure Comply Manage



GARDINER

Buildings are complex systems comprised of HVAC equipment, a wide range of controls, plumbing, lighting, electrical, maybe natural gas. These systems and your ability to effectively manage them are impacted by numerous variables, such as the size and age of the buildings, the age and efficiency of the equipment, weather, how the buildings are utilized, your resources to maintain the equipment you have, and your budget to replace equipment and/or upgrade to newer and better solutions. Sure, if your budget was big enough, you would hire a sizeable team of specialists on your staff and provide them with the right tools to do regular preventive maintenance, repair equipment that breaks, develop and implement a long-term capital improvement plan, modernize your automation and control system, purchase that new boiler, install all new LED lighting, and take steps towards making your building more energy efficient... but the budget just isn't there.



The reality for many of our members is that, more often than not, you're stuck reacting, playing a game of catch up just to keep your building systems functional. Something breaks, you fix it or scramble to hire someone else to fix it for you, fast. Something else breaks, you get that fixed as fast as you can. During those "in the moment" repairs, you experience costly downtime and get a lot of unhappy phone calls. But what's the alternative?

In a perfect world, you'd have a team of HVAC and building management experts visit each of your buildings to assess all your equipment, develop and implement a preventive maintenance plan, and recommend and price out recommendations to improve energy efficiency. They would help you figure out how to afford the transition from a reactive "fire drill" approach to a long-term building management plan that incorporates preventive maintenance and targeted investments to improve energy efficiency. The challenge with this plan is twofold: i) finding an outside firm that you can trust, and ii) figuring out how to pay for them and the implementation of their recommendations. In the interim, you are stuck in an endless game of catch up, unable to ever get fully ahead of the curve.

Sourcing Alliance Developed a Better Alternative for our Members

Sourcing Alliance decided to develop and implement a HVAC & Building Solutions Program for Sourcing Alliance members to solve these challenges. The program offers customized building solutions that meet a wide range of needs and requirements while also balancing cost and quality to provide the lowest Total Cost of Ownership for our members. We required our supplier to provide:

- **A Proven Track Record** – a demonstrated history of high-quality service delivery, performance, and customer satisfaction.
- **An Initial Equipment Audit** – up front comprehensive audit of all existing equipment in order to provide members with a custom building solution designed to fit their specific needs.
- **An Aggressive Discounting Structure** – significant discounts off of retail price on the products and services that Gardiner offers.
- **HVAC Equipment & Supplies** – an extensive portfolio of the highest quality HVAC systems, parts, and supplies suitable for virtually all building applications.
- **Reliability** – a proven process to reduce the risk of costly and unexpected equipment downtime.
- **Budget Options** – ability to offer funding options for Sourcing Alliance members with budgets of all sizes.
- **Effective Quality Control** – a proven quality control process that achieves consistent results and quickly resolves customer issues when they arise.

Leverage Sourcing Alliance's Public Procurement Expertise

A typical bid/RFP process can easily cost you \$15,000, drain your resources, and consume months of your time.



Sourcing Alliance invests the time and money to develop detailed specifications and award contracts through a compliant public sector procurement process so that you don't have to. Sourcing Alliance sought a publicly procured, competitively solicited contract that met our stringent program requirements for HVAC and building solutions.

The City of Hudson (**Hudson**) conducted an intensive procurement process for HVAC maintenance and awarded the contract to Gardiner. Sourcing Alliance partnered with Hudson to make Hudson's contract award available to Sourcing Alliance members.

Why did Sourcing Alliance Select Gardiner?

Sourcing Alliance 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** - 211 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. How else do you become the leading professional building services company in Ohio?
- **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 Sourcing Alliance members on Gardiner's full line of products and services that is 2.5 - 5.25% lower than the manufacturer's published national cooperative pricing schedule.
- **A Robust Portfolio of Products & Services** - a full line of HVAC equipment and supplies, professional services including maintenance and repair, intelligent services, 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.
- **Account Management** - a strict and detailed process to manage customer accounts, from planning and initial implementation to regular equipment audits to ensure customer satisfaction and regular ongoing communication.
- **A Local Presence** - a local footprint throughout Ohio with over 200 associates readily available via phone, email, or in person.

Sourcing Alliance

The continued commitment of Sourcing Alliance is to help you, our member, fulfill your mission efficiently and cost-effectively. We are a public sector group purchasing organization that develops and administers a select portfolio of cooperative purchasing programs that cover a wide range of products and services. Each of our programs provides contracting compliance and the ability to configure the solution that best meets your individual needs while achieving the lowest Total Cost of Ownership.

At Sourcing Alliance, we assign each member a single point of contact. Their job? To support you while keeping your organization in full compliance with applicable public sector procurement laws. You also have complete access to our procurement team and customer service experts. We work tirelessly to help you manage the complexities of designing and implementing the right solutions for your organization, increase efficiencies, and drive down both your direct and indirect costs.

What Can You Do in Five Minutes?

If you are not already a member, you can join Sourcing Alliance in just minutes and immediately access our portfolio of programs. There are no dues, fees, or obligations.

Complete the membership form online at:
www.sourcingalliance.org/join

To fill out the membership form you will need your organization's EIN (Employer Identification Number).



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