



## CASE STUDY

### Ramsey High School—Ramsey, NJ

**Issue:** A last-minute decision to add air conditioning during the summer made quick turnaround a necessity.

**Solution:** Daikin VRV heat pump system was procured using a cooperative contract made available through OMNIA Partners, Public Sector: a procurement vehicle for public agencies looking to satisfy and expedite the bidding process.

## D&B's Purchasing Strategy Saves NJ School Time and Money *Ramsey High School Reaps Benefits of National Leveraged Pricing*

Ramsey High School in Ramsey, New Jersey made a decision to install air conditioning in the building during the short summer break. With only a few weeks to provide students with a comfortable learning environment, the speed of the installation was crucial. D&B Engineering and Pattman Plumbing (Midland Park, NJ) were able to provide the perfect solution utilizing a simplified procurement process. The proposal was submitted on June 14, 2018 and the new system was running on August 7, 2018.

Public schools are required to enter into a competitive bidding process for large equipment purchases, which can be both time-consuming and costly. D&B Engineering has helped many schools like Ramsey High School reap the benefits of national leveraged pricing using OMNIA Partners, Public Sector (OMNIA), a cooperative purchasing agency.



OMNIA is the nation's largest cooperative purchasing organization for public institu-

tions. Contracts for HVAC equipment are competitively solicited and publicly awarded, using a process consistent with New Jersey procurement laws. OMNIA Partners provides access to a simplified procurement process with industry-leading suppliers and products. Daikin's world-class products are available through D&B Engineering, utilizing all of the benefits of the OMNIA Partners purchasing organization.

Ed O'Connor, D&B Vice President, designed a VRV heat pump system to Ramsey High School. By utilizing Daikin Applied equipment through the cooperative contract, made available through OMNIA, the school was able to satisfy the time-consuming bidding process and acquire their equipment quickly and easily.

"D&B Engineering and Pattman Plumbing were able to expedite the award process through the use of OMNIA. If the school district had to send this request out for public bid, they would not have had air conditioning in time for the new school year," stated O'Connor.

Advanced technology in Daikin VRV heat pump systems provide comfort control and reliability in single modules up to 14 tons and systems up to 34 tons. The systems also feature high energy-efficiency with IEER values up to 27.3, making them ideal for cost-conscious educational institutions.

"A Daikin VRV heat pump system purchased through the OMNIA contract is ideal for expedited projects, such as Ramsey



High School. All equipment is stocked in Daikin's 4.2 million square foot factory in Texas and is ready for immediate shipment. Additionally, Daikin VRV's modular design allows for flexibility and adaptability during installation to avoid project delays," O'Connor explained.

For more information on D&B Services, OMNIA Partners, Public Sector and Daikin VRV systems, visit us at [www.dbnj.com](http://www.dbnj.com).