



CASE STUDY

Memorial School—Little Ferry, NJ

Issue: Existing units were at the end of their useful life and needed to be replaced on short notice.

Solution: Daikin floor-mounted classroom unit ventilators were procured using a cooperative contract made available through OMNIA Partners, Public Sector (Subsidiaries National IPA & U.S. Communities); a procurement vehicle for public agencies looking to satisfy and expedite the lengthy bidding process.

D&B's Purchasing Strategy Saves NJ School Time and Money

Memorial School Reaps Benefits of National Leveraged Pricing

Memorial Elementary School in Little Ferry, New Jersey was in need of updated HVAC equipment with a quick turnaround. The existing HVAC equipment at Memorial School was at the end of its useful life. With nearly 800 students in need of a comfortable learning environment, the speed of the installation was crucial.

Public schools are typically required to enter into competitive bidding process for large equipment purchases, which can be both time-consuming and costly. D&B has been able to help many schools like Memorial Elementary School reap the benefits of national leveraged pricing using OMNIA Partners, Public Sector (Subsidiaries National IPA & U.S. Communities), a cooperative purchasing agency.



OMNIA Partners, Public Sector helps public entities such as schools and non-profits take advantage of state-of-the-art purchasing practices, ensuring the most competitive contracts. The public entity, in turn,

benefits from national leveraged pricing an expedited turnaround, with no fees associated.

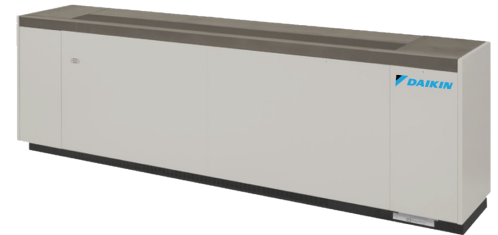
D&B Engineering represents Daikin, a world-class HVAC manufacturer. Daikin Applied is a Region 4 Education Service Center contract holder. This competitively solicited, and publicly awarded national contract, allows Daikin Applied and D&B Engineering to supply HVAC equipment solutions directly to public entities.

Steve Mawhinney, D&B Sales Engineer, supplied four Daikin classroom unit ventilators to Little Ferry's Memorial Elementary School. By utilizing Daikin Applied equipment through the cooperative contract, made available through OMNIA Partners, the school was able to satisfy the time-consuming bidding process and acquire their equipment quickly and easily.

"Daikin's contract, made available through OMNIA Partners, simplifies the HVAC equipment procurement procedure by allowing the school district to purchase equipment, installation and service at a great price without the lengthy bidding process," stated Mawhinney.

The equipment chosen was the ideal HVAC solution for this New Jersey elementary school. Daikin's floor-mounted unit ventila-

tors are self-contained, including DX cooling and electric heating.



"Daikin's self-contained unit ventilators are a great solution for schools with classrooms that require cooling, but don't have a chiller plant installed. While other unit ventilators usually need modification when installed, Daikin's self-contained unit ventilators fit perfectly into the same space as their legacy units," Mawhinney explained.

Additionally, the chosen unit ventilators are quiet: ideal for a classroom where focus is crucial. Constructed of heavy gauge aluminum, the durability of this equipment will provide Memorial Elementary with lasting performance for years to come.

For more information on D&B Engineering, OMNIA Partners, Public Sector and Daikin Unit Ventilators, visit us at www.dbnj.com.