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HVAC Bid Analysis Report

Sample Deliverable - Black Mountain Elementary Cafe Unit Replacement

Decision-support only. This sample identifies differences, missing items, exclusions, unclear items, and follow-up questions based on the documents reviewed. It is not engineering advice, legal advice, code compliance certification, or an award recommendation.

Project Snapshot

Property / Site	Black Mountain Elementary - Cafe Unit Replacement
Trade	HVAC
Project Type	10-ton gas/electric rooftop unit replacement
Number of bids reviewed	3
Owner request / formal scope received	No formal solicitation included
Bidder bids reviewed	EMCOR, Pueblo Mechanical, Trane
Source pack status	Incomplete public quote pack
Lowest visible price	\$11,747.00
Highest visible price	\$17,525.00
Analyst status	Provisional analysis

Document Limitation Warning

This sample is based on a public 6-page quote pack. The Trane proposal pages shown are labeled page 1 of 5 and page 2 of 5, which means three Trane pages are not present in the public file. Some exclusions, payment terms, or scope clarifications may appear on the missing pages. This sample should be treated as provisional.

Decision Dashboard

Requested outcome

Replacement of one 10-ton gas/electric rooftop unit serving the Black Mountain Elementary cafe area.

Main findings

- All three vendors price the same general replacement outcome, but the bids are not yet clean apples-to-apples.
- EMCOR is the lowest visible price, but has the least defined scope and the shortest visible labor warranty.
- Pueblo is more explicit on equipment, disconnects, condensate, startup, and exclusions, but excludes permits, EMS controls, and several owner-side items.

- Trane is the highest visible price and has the clearest visible accessory/scope package, but the public source packet is incomplete.

Do not award before clarifying

- Permit pulling, permit fees, and inspection responsibility.
- Controls / EMS integration responsibility and cost.
- Duct modification scope across all bids.
- Warranty coverage, commercial terms, and missing Trane pages.

Request vs. Response Summary Matrix

Because no formal owner bid package was included, the requested outcome is inferred from the quote summary sheet and the overlapping scope in the vendor proposals. Short notes stay brief; use Details where a row needs deeper explanation.

Addressed	Partially addressed	Unclear	Excluded	Missing	Not applicable
Category	Owner Request	EMCOR	Pueblo	Trane	Notes
Replacement target	Replace one 10-ton gas/electric packaged rooftop unit	Addressed	Addressed	Addressed	All three price the same general replacement outcome.
Equipment identification	Unit should be specifically identified	Partially addressed	Addressed	Addressed	EMCOR is generic; Pueblo and Trane provide model numbers.
Electrical / disconnect	Replacement should address hookup as needed	Unclear	Addressed	Addressed	Pueblo and Trane clearly reference disconnect work. EMCOR does not clearly allocate it. Details
Gas / condensate	Reconnects should be addressed	Addressed	Partially addressed	Addressed	Pueblo is clear on condensate, less explicit on gas reconnect. Details
Duct modifications	Needed duct connection changes should be addressed	Unclear	Unclear	Addressed	Trane explicitly includes supply/return duct modifications. Details
Permits	Responsibility should be clear	Unclear	Excluded	Unclear	Pueblo excludes permits and fees; EMCOR and Trane are not clear in visible pages. Details
Controls / EMS	Integration should be clear if required	Unclear	Excluded	Excluded	Pueblo and Trane push EMS integration to others; EMCOR does not clearly address it. Details
Startup / commissioning	Installed unit should be started and checked	Addressed	Addressed	Addressed	All three include startup or testing language.
Warranty	Coverage should be clearly stated	Addressed	Addressed	Addressed	Warranty value varies materially across bids. Details
Commercial /	Payment, validity,	Unclear	Partially addressed	Partially addressed	Visible terms are

payment terms	and commercial terms should be clear				uneven; Pueblo includes progress billing language; Trane references missing terms. Details
Document completeness	Complete proposal packet should be available	Addressed	Addressed	Missing	Trane pages 3-5 and attached terms are not present in the public pack. Details

Bid Comparison Summary

EMCOR	Price: \$11,747.00
Clearly included	10-ton Trane gas pack, EER 12.5, gas piping and condensate relocation as needed, crane service, startup/check for proper operation.
Unclear or excluded	Overtime labor and anything not referenced above are excluded. Permit responsibility, electrical/disconnect scope, and duct modification scope are unclear.
Main risk / clarification	Lowest visible price, but least specific scope and shortest visible labor warranty.

Pueblo Mechanical	Price: \$12,833.39
Clearly included	Trane model YHC120E4R, disconnects, 2-inch filter, low gas heat, outside air damper, low ambient/crankcase heater, removal/disposal with refrigerant documentation, install on existing curb, startup/test, labeling, O&M manuals.
Unclear or excluded	Excludes engineering, permits and fees, asbestos-related items, EMS controls, and work not listed.
Main risk / clarification	Better-defined than EMCOR, but clear owner-side gaps remain around permits and EMS.

Trane	Price: \$17,525.00
Clearly included	Model YHC120E4EMA-A0A1, 10-ton R410A packaged gas/electric rooftop unit, manual damper, hail guard, return-air smoke detector, delivery, crane, removal, duct connection modifications, electrical including new disconnect, gas and condensate remove/reconnect, factory startup.
Unclear or excluded	EMS integration is by others. Visible pages reference attached terms and conditions, but those pages are missing from the public pack.
Main risk / clarification	Highest visible price and incomplete source packet, so full exclusions and terms cannot be verified.

Cross-Bid Observations

- The lowest visible price is EMCOR, but that bid carries the least scope detail and broad exclusion language.
- The highest visible price is Trane, which includes the clearest visible accessory/scope package and strongest visible warranty language, but the source packet is incomplete.
- Hidden-cost exposure is concentrated around permits, EMS controls, duct modifications, and any site conditions not expressly addressed in the lower bids.
- The bids should not be treated as fully apples-to-apples until the owner-side clarification questions are answered.

Key Risk Flags

Risk Flag	Why it matters	Vendors affected	Owner impact
Permit responsibility not aligned	Pueblo expressly excludes permits and fees; EMCOR and Trane do not clearly allocate them in the visible pages.	All three	Potential post-award scope and cost dispute.
Controls / EMS not aligned	Pueblo and Trane explicitly push EMS integration to others; EMCOR does not clearly address it.	All three	Additional coordination and likely extra cost if controls tie-in is required.
Warranty value materially different	EMCOR gives 60 days of labor coverage and one-year compressor coverage; Trane shows 2-year parts and labor plus 5-year compressor coverage.	Primarily EMCOR and Trane	Lower upfront price may carry higher post-install risk.
Public source packet incomplete	Trane proposal pages shown are page 1 of 5 and page 2 of 5 only. Attached terms and conditions are referenced but not present.	Trane	Terms, exclusions, payment language, or limitations may be missing from this review.

Math / Pricing Integrity Check

No arithmetic inconsistency is visible in the available pages. Pricing notes below are for comparison support only and should not be treated as corrected bid amounts unless confirmed by the bidder.

Vendor	Quoted total	Math / pricing notes
EMCOR	\$11,747.00	Single lump-sum quote. No visible subtotal/tax breakdown. Price held for 30 days.
Pueblo	\$12,833.39	Subtotal \$12,202.81 plus tax \$630.58 and bonding \$0.00 equals stated total \$12,833.39.
Trane	\$17,525.00	Single total price. Visible page states labor, material, freight, and applicable taxes are included.

Commercial / Payment Terms Summary

This section is included because payment, validity, bonding, and attached-term language can affect cash flow, owner obligations, and final comparability.

Vendor	Payment / billing language visible	Validity / commercial notes	Client action
EMCOR	No specific payment schedule is visible.	Price held firm for 30 days from proposal date. Overtime labor is excluded.	Confirm payment terms, permit handling, and whether any added scope would be change-order priced.
Pueblo	Progress billing may be required if a purchase order is created; owner agrees to progress billing for completed work or arrival of equipment pending installation.	Prices valid for 120 days. Bonding is listed as \$0.00 / NA; bonding under \$100,000 is at customer discretion.	Confirm whether progress billing will apply, what trigger documentation is required, and whether permit fees can be added.
Trane	Visible pages state labor, material, freight, and applicable taxes are included. Full payment terms may be in missing attached terms and conditions.	Proposal valid 30 days from Oct. 1, 2014. Work during normal Trane business hours. Attached terms are referenced but missing.	Obtain missing terms and conditions before award; confirm payment schedule, exclusions, and permit responsibility.

Detail Cards

Detail cards support the short notes in the summary matrix. Back links return to the specific matrix row where the Details link was placed.

Electrical / Disconnect Detail

Summary	Pueblo and Trane clearly address disconnect work. EMCOR does not clearly state whether a new disconnect or electrical reconnection is included.
Why it matters	Electrical disconnect scope can become a coordination gap between HVAC and electrical work, especially when an existing disconnect is not reusable or code-acceptable.
Bidder comparison	EMCOR: unclear. Pueblo: connects new disconnects to existing electrical. Trane: includes electrical, including new disconnect.
Decision impact	EMCOR may look lower partly because disconnect/electrical scope is not as explicit.
Recommended question	Please confirm whether a new electrical disconnect and all required electrical reconnection work are included in the base price.

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Gas / Condensate Detail

Summary	Pueblo clearly addresses condensate piping but does not explicitly state gas reconnect work in the same way EMCOR and Trane do.
Why it matters	Gas and condensate reconnects are practical completion items. If either is excluded or assumed by others, the owner may face added coordination or cost.
Bidder comparison	EMCOR: relocate gas piping and condensate as needed. Pueblo: connect to existing condensate piping; gas reconnect should be confirmed. Trane: gas and condensate remove/reconnect included.
Decision impact	Pueblo needs a simple clarification so the owner is not comparing a narrower scope to broader reconnect language.
Recommended question	Please confirm whether gas piping reconnect work is included in the base price.

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Duct Modification Detail

Summary	Trane explicitly includes supply and return duct connection modifications. EMCOR and Pueblo do not clearly state whether duct modifications are included if needed.
Why it matters	Duct connection changes can affect both cost and installation completion. A lower bid may not be lower if duct adaptation is later added.
Bidder comparison	EMCOR: duct modification scope unclear. Pueblo: installs on existing curb but duct connection modification scope is unclear. Trane: supply/return duct connection modifications included.
Decision impact	Clarify whether EMCOR and Pueblo include the duct work needed to make the new unit connect properly.
Recommended question	Please confirm whether supply and return duct connection modifications are included if needed.

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Permit Responsibility Detail

Summary	Pueblo expressly excludes engineering, permits, and fees. EMCOR and Trane do not clearly allocate permit responsibility in the visible pages.
Why it matters	Permit responsibility affects cost, schedule, and owner coordination. If one bidder includes it and another does not, the prices are not fully comparable.
Bidder comparison	EMCOR: not clear. Pueblo: excluded. Trane: not clear in visible pages; missing terms may contain related language.
Decision impact	Permit handling should be normalized before award.
Recommended question	Please confirm whether permit pulling, permit fees, and inspections are included or excluded, and provide any add price if excluded.

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Controls / EMS Detail

Summary	Pueblo and Trane exclude or assign EMS controls integration to others. EMCOR does not clearly address controls.
Why it matters	Controls tie-in can become a hidden cost or coordination problem if the new unit must connect to an existing EMS/BAS system.
Bidder comparison	EMCOR: unclear. Pueblo: EMS controls completed by others. Trane: controls integration of the new unit to existing EMS is by others.
Decision impact	Owner should determine whether EMS integration is required and who will provide it.
Recommended question	Please confirm whether controls/EMS integration is required for this unit and whether it is included, excluded, or by others.

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Warranty Detail

Summary	All three bids include warranty language, but the visible value is materially different.
Why it matters	Warranty differences can change the actual value of a bid after installation, especially if labor coverage is short or unclear.
Bidder comparison	EMCOR: 60 days labor plus manufacturer one-year compressor warranty. Pueblo: 2-year warranty stated, but parts-vs-labor should be confirmed. Trane: 2-year parts and labor plus 5-year compressor-only warranty visible.
Decision impact	The lowest price may carry weaker post-install protection.
Recommended question	Please clarify whether warranty coverage includes both parts and labor, the duration of each, and any compressor-only limitations.

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Commercial / Payment Terms Detail

Summary	Visible payment and commercial terms are uneven. Pueblo includes progress billing language. Trane references attached terms and conditions that are missing. EMCOR does not show detailed payment terms.
Why it matters	Payment terms affect cash flow, owner obligations, and comparison fairness. Missing terms may also contain important limitations or exclusions.
Bidder comparison	EMCOR: no detailed payment schedule visible; price held for 30 days. Pueblo: progress billing may be required; price valid 120 days. Trane: labor/material/freight/taxes included; proposal valid 30 days; attached terms missing.
Decision impact	Commercial terms should be reviewed before award, especially if progress billing or missing attached terms could affect owner obligations.
Recommended question	Please confirm payment schedule, progress billing requirements, proposal validity, and any attached terms or conditions that govern the proposal.

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Document Completeness Detail

Summary	The Trane proposal is incomplete in the public file. The visible pages are labeled page 1 of 5 and page 2 of 5.
Why it matters	Missing pages can contain exclusions, payment terms, limitation of liability, warranty limitations, or acceptance requirements that materially affect the review.
Bidder comparison	EMCOR: one-page proposal visible. Pueblo: two-page proposal visible. Trane: only pages 1-2 of 5 visible; attached terms referenced but not present.
Decision impact	The Trane bid should not be treated as fully verified until the missing pages and terms are received.
Recommended question	Please provide the missing Trane proposal pages and attached terms and conditions referenced in the quote.

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Questions to Send Back to Bidders

EMCOR

- Please confirm the full model number for the proposed 10-ton gas/electric unit.
- Please confirm whether permit pulling, permit fees, and inspections are included or excluded.
- Please confirm whether a new electrical disconnect and required electrical reconnection work are included.
- Please confirm whether supply and return duct connection modifications are included if needed.
- Please clarify full warranty coverage, including labor duration, parts duration, and compressor coverage.
- Please confirm payment terms and how additional scope would be priced if needed.

Pueblo Mechanical

- Please confirm whether the 2-year warranty covers parts only or both parts and labor.
- Please confirm whether gas piping reconnect work is included.
- Please confirm whether duct connection modifications are included or excluded.
- Please confirm whether permit handling can be added and at what cost.
- Please confirm whether progress billing will apply and what documentation triggers billing.

Trane

- Please provide the missing proposal pages and attached terms and conditions referenced in the quote.
- Please confirm whether permit pulling, permit fees, and inspections are included or excluded.
- Please confirm whether any further exclusions apply beyond EMS integration by others.
- Please confirm whether curb condition or curb adaptation was reviewed.
- Please confirm payment schedule and any terms contained in the missing attached conditions.

Bottom-Line Takeaway

These bids should not yet be treated as fully apples-to-apples. All three vendors price the same general 10-ton replacement outcome, but the proposals do not carry the same scope clarity, permit treatment, controls responsibility, ductwork detail, commercial terms, or warranty value. EMCOR is lowest but most compressed and least explicit. Pueblo is more detailed and easier to normalize, but clearly excludes several owner-facing items. Trane has the most complete visible scope and strongest visible warranty, but the public source packet is incomplete. The right next step is to close the permit, controls, ductwork, disconnect, warranty, payment-term, and missing-page questions before using price as the deciding factor.

Appendix: Document Basis

Source basis for this sample: public Black Mountain Elementary 10-ton gas pack quote pack. Pages reviewed include the quote summary sheet, EMCOR proposal, Pueblo proposal, and visible Trane proposal pages 1-2 of 5. This sample is for demonstration of report structure and analysis logic.

Disclaimer

This report is based only on the documents provided and reviewed. Missing pages, missing attachments, unclear scans, or omitted vendor information may affect the analysis. CompareBidsPro provides document-based bid analysis and decision-support only; it does not provide engineering design, legal advice, code compliance certification, or an award recommendation.