

AGENDA ITEM REPORT

DATE: November 4, 2025
DEPARTMENT: Facilities Construction & Management
REQUESTER: Ehab Guirguis
TITLE: Approve Piggyback for Daikin HVAC Solutions, Related Products and Services

I. MOTION REQUESTED

- A. Approve Piggyback No. PB250422JLO to utilize pricing on the Region 4 Education Service Center (ESC) Contract No. R240901 for HVAC Solutions, Related Products and Services with Daikin Applied Americas Inc., for the purchase of Daikin equipment, related products and services, on an as-needed basis, through the contract expiration date of December 31, 2027, and any renewals or extensions approved by Omnia Partners and Region 4 ESC, as approved in the department's annual adopted budgets.
- B. Authorize the Chair to execute the contract documents on behalf of the Board of County Commissioners.
- C. Grant the County Manager or designee the authority to renew the contract, for up to two additional years, and to execute all associated documents, as approved in the department's annual adopted budgets, if doing so is in the best interest of Lee County.

II. ITEM SUMMARY

Approves a piggyback with Daikin Applied Americas Inc., to purchase HVAC equipment, related products and services. Purchases will be on an as-needed basis, as approved in the department's annual adopted budgets.

A market analysis was completed and purchases under this contract will deliver estimated savings ranging from 9% to 51% off retail prices for HVAC solutions, products and services.

Using the piggyback method allows the County to take advantage of large-scale contract volume discounts. The County benefits from a shorter timeframe because a competitive procurement process has already been conducted. A market analysis will be completed for purchases in excess of \$100,000.00 and will be brought to the Board for approval.

III. BACKGROUND AND IMPLICATIONS OF ACTION

On September 21, 2021, the Board of County Commissioners approved the piggyback agreement for the purchase of Daikin equipment and installation with Carroll Air Systems, Inc. (authorized representative of Daikin Applied) through Omnia Partners. The approved piggyback has reached its contract end date and expired on 9/30/2025.

A new contract was solicited by Omnia Partners with Regions 4ESC and awarded to Daikin Applied Americas, Inc. Facilities and Construction Management requested Procurement Management to initiate a new piggyback to replace the expired contract. The new agreement will give Facilities Construction and Management manufacturer direct discounts on equipment, installation, and services, allowing them to maintain County facilities' HVAC systems.

IV. FINANCIAL INFORMATION

Current Year Dollar Amount:	See Comments below.
Included in the Current Budget?:	Yes
Fund:	Various
Comments:	Purchases in excess of \$100,000.00 will be brought to the Board for approval.

Is this a revenue or expense item? Expense

Is this Discretionary or Mandatory? Discretionary

Will this item impact future budgets? No

Program: Various

Project: Various

Account Strings: Various

Fund Type? Various

V. RECOMMENDATION

Approve

ATTACHMENTS:

PB250422JLO - Piggyback Summary Form, PB250422JLO - HVAC Solutions - PB Agreement - OCR

REVIEWERS:

Olga Caraman, Facilities Construction & Management

Mary Tucker, Procurement

Ehab Guirguis, Facilities Construction & Management

Anne Henkel, Budget Services

Peter Winton, County Manager

Amanda Swindle, County Attorney

Robert Codie, County Manager

Created/Initiated - 10/27/2025

Approved - 10/27/2025

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Final Approval - 10/27/2025