



NEW HAVEN PUBLIC SCHOOLS

Memorandum

To: Finance and Operations Committee

From: Joseph Barbarotta, Executive Director – Facilities Dept.

Re: F&O Agenda Item Request/Approval
Renewal of Agreement for Energy Monitoring Services

Meeting Date: November 16, 2020

cc: Robyn Odei-Nitiri

Executive Summary:

Approval is requested to Renew Agreement between the New Haven Board of Education and Flow tech Inc, 10 Bidwell Road South Windsor, CT. 06074 to provide Aircurity Annual Maintenance Service for the period of December 1, 2020, to November 30, 2021, in an amount not to exceed \$6,750.00

Funding Source: 2020-2021 Capital Projects

Key Questions:

1. Please describe how this service is strategically aligned with school or District goals:

Aircuity's Services Commitment was created to make certain that the air purification system at MBA continues to run safely and effectively over time. Four services make up the bundle: Monitoring, Sensor Assurance, Hardware Assurance and Reporting. Each of these delivers important benefits that are critical to ensuring system integrity, accuracy and reliability year after year.

2. Please describe the evidence of effectiveness for this contractor. In addition, how is or will the contractor be evaluated? If a continuation service, what are the results of last year's evaluation?

Aircuity provides safe and reliable demand control ventilation¹ and humidification² Demand control **ventilation (DCV)** is an automatic adjustment of ventilation equipment according to occupant choice. DCV is a control method that modulates the volume exchange of fresh or outside air into an enclosed space by mechanical air conditioning equipment. **Humidification** is the process of increasing the moisture content of the air.

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3. Why do you believe this agreement is fiscally sound? Include how the contractor was selected (various quotes vs. RFP vs. Sole Source), whether and why the cost has increased over last year (if continuation), and what an alternative might cost.

This contract was awarded during school construction as a state mandated protocol to provide clean air to the school this is required because of MBA's proximity to the highway and the potential associated air pollution exposure to Metropolitan Business Academy and its occupants. The health and well-being of a building's occupants is the primary focus of this technology .The cost has remained the same.

Draft of the new agreement is attached and will be finalized upon approval.



Date: November 03, 2020

To: John Barbarotta, AFB Management/New Haven Public Schools

From: Tom Proietti, Flow Tech, Inc.

Subject: Aircuity Annual Services Commitment– *Metropolitan Business Academy, 114 Water Street, New Haven, CT* (pages 1-4)

Aircuity Annual Services Commitment Plan 1-YEAR Service Agreement 12/01/2020 – 11/30/2021

Annual Price-----\$6,750.00*

**Late charges may apply if a purchase order is received more than 30 days after the renewal start date. See late fee schedule on page 4.*

Aircuity Annual Service Commitment Plan Includes:

- All the features mentioned on pages 2-4 “Aircuity Services Commitment”
- Equipment schedule listed below
- Services scheduled and performed during normal business hours, Monday through Friday and not including holidays
- Remote Monitoring by Aircuity Data Center
- A factory certified technician to remove all sensors within the sensor suite on a periodic basis (at a minimum, twice per year), and replace with pre-packaged, certified, industry traceable, factory calibrated sensors. Removed sensors will be returned to Aircuity for factory recalibration, upgrades, sensor element replacement, and component and board repairs. Written records will be provided to the owner for every visit indicating the performance of such calibrations along with all pertinent data.
- All costs for the repair and replacement of any defective sensor, and for any consumable element or part on the sensor shall be included.
- All system software upgrades to correct bugs, fixes, and patches for the sensors shall be included.

LABOR & ON-CALL SERVICE

In association with the “Aircuity Services Commitment” listed on pages 2-4, Flow Tech provides Aircuity Certified Technicians to:

- Perform semi-annual sensor “swaps” (replace existing sensors with Aircuity Factory Calibrated Sensors) on site.
- Perform semi-annual, on-site system check-ups including vacuum decay testing, pump evaluation, and system hardware evaluation.
- Perform on-call services in answer to Data Center or Customer generated calls for services required, e.g. pump failure, system off-line diagnosis, etc.

We budget tech hours to match the above services. Typically, if a customer is on a Service Plan, Flow Tech does not invoice for additional services unless it is to repair equipment damaged by other than normal wear.

EQUIPMENT SCHEDULE:

The following sensors located within the Sensor Suites and associated pump, system server and battery backup serving the Metropolitan Business Academy are covered by the Aircuity Services Commitment.

<i>Discrete Sensor Suite Sensors and Related Equipment</i>		
CO2 Control – Type 2	SEN-CO2-2A	1
TVOC Control – Type 2	SEN-TVC-2	1
Particulate – Type 1	SEN-PAR-1	1
High Flow Pump	HPT Series	1
IMS and Battery Back-up	IMS Series	1

AIRCUIITY SERVICES COMMITMENT

Aircuity's Services Commitment creates measurably better environments and makes certain that your Aircuity system continues to run safely and effectively over time. Four services make up the bundle: Monitoring, Sensor Assurance, Hardware Assurance and Reporting. Each of these delivers benefits that are critical to ensuring system integrity, accuracy and reliability year after year.

1. MONITORING

While the operation of Aircuity is nearly invisible to building occupants, the Aircuity Client Services team members routinely review the status of your system. Monitoring is both predictive and diagnostic and evaluates the performance of the mechanical and electrical components.

- **Data Upload:** Verification is performed on every test area to ensure it is uploading correctly.
- **System Events:** The system is scanned for proper functionality and is checked for such events as leak test status and communication hardware status.
- **Sensor Performance:** All sensors have a designated life span which is why sensor performance is reviewed for several conditions including out of range, failure, and calibration due date. Any issues found are either solved remotely or by sending Aircuity certified service technicians.

**An active Internet connection is required to receive these services.*

2. SENSOR ASSURANCE

Aircuity's Sensor Assurance program delivers value year after year to all our clients with the reassurance that sensors are routinely refreshed to ensure ongoing safety and savings. The sensor exchange is seamless due to the system's unique centralized sensing platform. All sensors are located remotely in Aircuity's Sensor Suite which is typically located in an area of the building where sensor exchange is not disruptive to tenants, lab technicians, teachers, etc.

- **Sensor Calibration:** Sensors require periodic calibration to ensure their long-term accuracy and reliable performance. All sensors undergo scheduled factory recalibration twice per year. These factory performed services include sensor calibration and a functional test of the unit based on the sensor manufacturer's instructions. A calibration certificate is available for each sensor, which contains information on calibration settings and the values obtained during its full range of testing.
- **Sensor Exchange:** Every six months, freshly calibrated sensors will be shipped from Aircuity's Calibration Laboratory to the Aircuity representative for installation at the Sensor Suite. The representative will exchange the calibrated sensor for the one currently in the system and return the previous sensor to the factory in the prepaid package. Aircuity manages this process for the life of the active system to eliminate the risk of sensor failure and the headaches of scheduling sensor exchanges.
- **Sensor Element Replacement:** The sensor element is the internal component that performs the actual sensing. Sensor elements are consumed, wear out, and/or become inactive over time as a natural part of their operation. Sensor element replacement is performed as required during sensor calibration at no additional charge to the customer. As the element degrades and/or wears out over time, it is routinely replaced to assure the Aircuity system is operating at peak performance.
- **Sensor Hardware:** The repair or replacement of any defective sensor component is covered by the hardware aspect of Sensor Assurance.
- **Sensor Firmware:** Periodic software updates are covered by the firmware aspect of Sensor Assurance, so you'll always have the latest and greatest functionality.

3. HARDWARE ASSURANCE

Aircuity's system is designed to be a long-term solution for your facility. Certain subcomponents of the system have a calculated life span; Aircuity's Hardware Assurance will provide for the replacement of the vacuum pump, UPS and Information Management Server. This service makes certain that the components of your system are operating at their peak performance for years to come.



4. REPORTING

Graphing & Exporting: This tool is used for a deeper dive into your facility’s operation. Graphing & Exporting allows you to dig deeper into the cause. The available data can also be used for reporting and documentation purposes.

**An active Internet connection is required to receive these services.*

SUMMARY

Aircuity’s Services Commitment keeps your system functioning just as well as the day it was commissioned. Aircuity will handle system and sensor maintenance while you enjoy the measurably better environment and access to building performance.

LATE FEE SCHEDULE

Due to process changes, Aircuity has implemented a late renewal fee schedule. Late fees are based on the PO date and renewal term length. Renewals received more than 30 days after the renewal start date are subject to the below late charges.

From	To	Charge
01/01/2021	01/31/2021	\$231.42
02/01/2021	02/28/2021	\$321.58
03/01/2021	03/31/2021	\$411.75
04/01/2021	04/30/2021	\$504.92
05/01/2021	05/31/2021	\$595.08
06/01/2021	06/30/2021	\$688.25
07/01/2021	07/31/2021	\$781.42
08/01/2021	08/31/2021	\$871.58
09/01/2021	09/30/2021	\$964.75
10/01/2021	10/31/2021	\$1,054.92

Please contact us with any questions.

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