



LonMark Open Procurement Process

John Huston PE

VP Technology Integration

Teng & Associates

LONMARK assembles the pieces.

AHR Expo | January 31-February 2, 2011 | Las Vegas, Nevada

Not Just an Open Protocol, A Platform For Open Business

What Do They Have In Common?

- General Services Administration
- Army Corps of Engineers
- City of Chicago
- Property Management Firms
- Banks
- Quick Service Restaurants

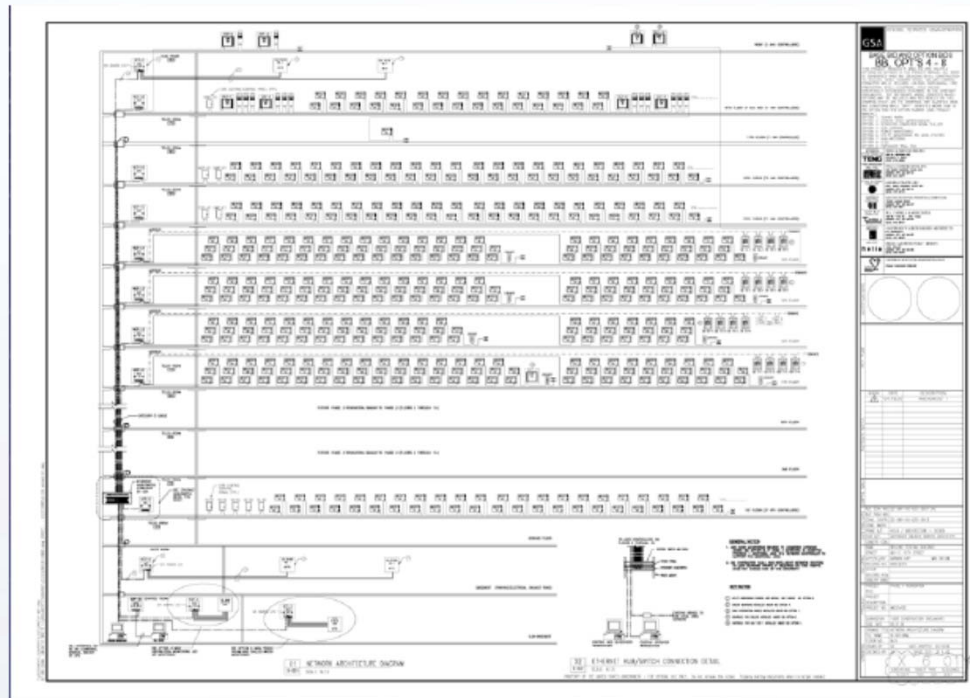
What Do They Have In Common?

- Manage a Large Number of Facilities
- Unmanageable Portfolio of Control Systems
- Locked in to a Variety of Service Contracts
- Have to Sole Source BAS Modifications
- Frustrated by Waste
- Implemented LonMark Systems to Eliminate All of the Above

Open Procurement Process

- Must Promote Fair and Open Competition Throughout Lifecycle of Each Facility
 - Complete Upfront Design
 - Division 25 Specifications – IAS
 - Construction Administration
 - Commissioning – Performance Verification Testing

Complete Upfront Design



Division 25 Specifications

- Integrated Automation Systems
 - Contractor Qualifications – Certified Professional
 - Network Requirements
 - Database Requirements – LNS
 - Device Requirements – LonMark Certified
 - Graphical User Interface Standards
 - Ownership of Licenses and Databases
 - Dual Specification Option – NI/SI

Construction Administration

- Ensures the Intent of the Design is Realized
 - Site Investigations
 - Field Reports
 - Progress Meetings
 - Dynamic Issues Log
 - Value Engineering
 - Punch List
 - Performance Verification Testing – Cx (3rd Party)
 - Final Punch List

Commissioning Authority

- Typically a 3rd Party – Direct to Owner
- Effort Depends on Size of Project and Funding
 - 100% of Large Equipment
 - Subset of High Volume Equipment (VAV)
 - 100% of Advanced Lighting
- Begins with the Design
 - Cx Specifications
- Requires Substantial Coordination

Contract Vehicles

- Federal Government
 - Federal Supply Schedule – Use It or Lose It
 - IDIQ (1-5 Year Contracts)
 - Value Varies
 - Blanket Purchase Agreements
 - Limited Competition
 - MATOC
 - Task Order Based
 - Specialty
 - Technical Service Based

Contract Vehicles

- Local Government
 - Approved Service Provider
 - IDIQ
- Private
 - Alliance Contracts
 - Regional
- Publicly Advertised RFPs
 - Least Attractive

How Can I Do the Same?

- Army Corps of Engineers Specification
- Requires Strong Commitment/Investment
 - Education
 - Don't Copy – Use Specs as a Guide to Learn
 - Research and Development
 - Involvement in LonMark Americas/International
 - Task Groups Define the Future – Functional Profiles
 - Network with Major End Users

Engage An MSI

- Your Technology Partner
- End User:
 - Looks Out for Your Best Interests
- SI:
 - Expand Service Offering
 - Exposed to Advanced Applications
- Engineering Firm:
 - Short Circuit Your Learning Curve



Questions?

John Huston PE

312.616.7498

hustonjc@teng.com

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