



TRANE®



*In Partnership With
The Cooperative
Purchasing Network*

Total Solutions Provider Program for the K-12 Educational Community



Delivered direct to your school district – from Trane



The Total Solutions Provider Program

We at Trane are excited about our renewed partnership with The Cooperative Purchasing Network (TCPN). School districts now have additional opportunities to purchase world-class equipment and services, while taking advantage of the collective purchasing power of TCPN membership. School districts can use all Trane resources, as well as those of Ingersoll Rand Security Technologies, Airedyne Industrial Products & Services, Clark Securities and General Lock to lower the cost of operating their schools and provide greater efficiencies in purchasing.

Trane has always been committed to providing state-of-the-art systems and services to K-12 school districts while simplifying and improving the purchasing process. With this partnership, we are taking this commitment to a new level.

Please give us a call and learn how you can save money and time while obtaining superior products and services.

Jon Symko
Senior Account Manager
Education and Government Markets
Cell: 713-530-4499

Program FAQs

Who can participate?

The Trane Total Solutions Provider Program is available to, and benefits, all government entities that must comply with state procurement laws (public and private schools, colleges and universities, cities, counties, non-profits, hospitals, etc.)

How is the price established?

The price was established when the TCPN contract was awarded, which was based on the buying power of the potential membership.

How do I enroll in the Trane Total Solutions Provider Program?

First, you must join TCPN. Once a member, contact your local Trane representative listed on the TCPN website. The Trane representative will be happy to assist you in completing your purchase.

Must I bid purchases in excess of the state's minimum bid requirements?

No. TCPN awards contracts in accordance with state procurement laws, and entities utilize the work TCPN has done for you. Due diligence documents are available online.

Included in the Trane program:

Equipment

- All Trane commercial equipment including all unitary, terminal units and heating products procured domestically.
- Trane building automation equipment to the extent that it is coupled with installation and/or retrofit of BAS systems.
- Evapco Cooling Towers
- Yaskawa Frequency Drives
- Mitsubishi "Mr Slim" split systems & Multi-City products
- Armstrong pumps
- Camus & PVI boilers, hot water heaters and water specialties
- Multi-Stack modular chillers
- UAS dust collection systems
- TAS packaged central plants
- Evaporcool evaporative process cooling
- Dynamic air filtration
- Genesis conversion (photo catalytic oxidation) technology
- Ingersoll-Rand Security products
- Ingersoll-Rand Industrial air compressors & impact tools
- Annexair heat recovery air handlers
- Tempspec unit ventilators
- Trane parts in conjunction with Trane contracted repair and retrofit of existing Trane equipment. The Parts Inventory Purchasing Program that allows customers to purchase one time per year parts for inventory.

Labor-based solutions

- Training—both local and factory providing skill building, educational programs and certifications.
- Equipment startups
- HVAC, refrigeration and plumbing installation including complete turnkey replacements and new construction. Included are any ancillary labor tasks, related to HVAC, refrigeration or plumbing installations.
- System commissioning and reporting
- All types of monitoring such as man-in-attendance, BAS remote monitoring
- Predictive maintenance such as oil, refrigerant and vibration analysis.
- All types of repair services with coverages (full and partial) on all existing HVAC equipment types and brand names and plumbing fixtures and systems.
- All types of maintenance services including full and preventive maintenance contracts as well as time & material contracts.
- Remanufacturing services.
- Outsourcing of chilled and hot water by providing plants owned by Trane and leased to the governmental entity
- Adsil coatings as required on all HVAC equipment.
- Equipment modifications as it relates to either a new construction or retrofit project including custom fabrication.
- Filter change outs, filter contract maintenance
- System buy backs and full operational services
- Warranty services and extended parts and labor warranties

- All turnkey contracting including engineering, architectural and general contract work as it relates to the HVAC refrigeration and plumbing requirements.
- Air and water balancing.
- BAS installation on new construction and repair or replacement on existing buildings.
- Integrated security systems
- Installation/maintenance on air compressors
- Fire alarm installations

Services

- Financial services such as leasing (alltypes), prompt pay discounting, anticipation discounting and guaranteed savings
- Site surveys of existing facilities
- Rental HVAC equipment from Trane Rental
- System analysis of existing facilities including modeling and payback analysis
- Project management services such as contract managing and analysis of bids and budget prioritization
- Long range school planning and facility audits
- IAQ services such as appraisals, filtration analysis and remediation
- Data management services of existing facilities via ComfortSite
- Estimating resources for budgeting of projects
- Engineering and architectural services such as MEP, structural and civil
- Performance contracting "PACT" with guaranteed savings
- "Services" General Work Order Contracting for packaged enhanced solutions
- Facilities Management program

Total Solutions Provider Program



Ingersoll Rand (NYSE:IR) is a world leader in creating and sustaining safe, comfortable and efficient environments in commercial, residential and industrial markets. Our people and our family of brands—including Club Car®, Ingersoll Rand®, Schlage®, Thermo King® and Trane®—work together to enhance the quality and comfort of air in homes and buildings, transport and protect food and perishables, secure homes and commercial properties, and increase industrial productivity and efficiency. We are a \$13 billion global business committed to sustainable business practices within our company and for our customers.