



TRANE®



**TOTAL SOLUTIONS
PROVIDER PROGRAM
FOR
THE EDUCATIONAL
COMMUNITY**

In Partnership with



**The Cooperative Purchasing
Network**

Trane TCPN Hotline: 1-800-880-7378

PURCHASED FROM TRANE AND DELIVERED DIRECT TO YOUR SCHOOL DISTRICT

A Message about Trane's 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 members. Districts can now use all of Trane's resources to lower the cost of operating their facilities.

Trane has always been committed to providing state of the art processes to the educational community. And today, Trane takes that commitment to a new level.

Please give us a call and learn how you can save your district's money and time to provide superior products and services.

*Jon Symko
TCPN Account Manager
Trane Commercial Accounts*



Let Trane Help You... "Make the Grade!"

www.trane.com

WHAT'S INCLUDED IN TRANE'S PROGRAM?

EQUIPMENT

Any product sold by Trane, such as:

- All Trane commercial equipment including all refrigeration, 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
- Armstrong pumps
- Lochinvar boilers, hot water heaters and water specialties
- Multi-Stack modular chillers
- Filtrine Chiller/Purifier
- Donaldson "Torit" dust collectors
- American Air Filter Model RC dust collector
- TAS packaged central plants
- Water Logic Sprinkler Systems
- HydraMetrics Water Efficiency flushometers, low flow showerheads and flow controllers
- Griswald Filtration Tower Sentry Systems
- Sparks water metering systems
- GE security fire alarms
- American Standard lavatories, toilets, urinals and sinks
- 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:

The types of labor-based solutions are:

- Training-both local and factory, pro-

viding skill building, educational programs and certifications.

- Equipment startups
- HVAC and Plumbing Installation including complete turnkey replacements and new construction. Included are any ancillary labor tasks, related to HVAC 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 coverage 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 and filter distributor for AAF and Koch
- System buy backs and full operational services
- Warranty services and extended parts and labor warranties.
- All turnkey contracting including engineering, architectural and gen-

eral contract work as it relates to the HVAC and Plumbing requirements.

- Air and water balancing.
- Enlink Geo-energy geothermal system.
- BAS installation on new construction and repair or replacement on existing buildings.
- Water Efficiency retrofits for energy savings and reduced maintenance.
- District wide Water Metering installation and engineering
- Fire alarm installations

Services:

The types of services are:

- Financial services such as leasing (all types), prompt pay discounting, anticipation discounting and guaranteed savings
- Site surveys of existing facilities
- Rental HVAC equipment from Chiller-Source
- 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
- ADSIL MicroGuard Extreme Performance Surface Protection Solutions
- "Services" General Work Order Contracting for packaged enhanced solutions
- Facilities Management Program

PROGRAM FAQ'S

Who can participate?

Trane's Total Solutions Provider Program is available to all TCPN members. Groups eligible for membership are all public and private schools, colleges, and universities, cities, counties and other Texas state government entities.

Must I bid purchases in excess of \$25,000?

No. Purchasing from a TCPN vendor satisfies all bid laws of the State of Texas. TCPN has done all the work for you!

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

First, you must join TCPN. Once a member, contact your local Trane representative or call our TCPN Hotline number 1-800-880-7378.

Trane's representative will be happy to assist you in completing your purchase.

How is the price established?

The price is established by the TCPN contract, which is based on the collective buying power of the members.

Payment discounts may also be available.



TRANE®

Your Trane Contact

Zone 1—Houston District

Jon Symko—Comprehensive Solutions Sales Manager
Hunton Trane
5622 Luce Street
Houston, TX, 77087
Phone: 713-643-8336
Fax: 713-643-3693
Toll Free: 1-800-880-7378

Zone 2—Dallas District

Greg Spencer—Sales Manager
Texas Trane
1400 Valwood Pkwy, Suite 100
Carrollton, TX, 75006
Phone: 972-406-6000
Fax: 972-243-1398

Zone 3—San Antonio/Austin District

Jeff McCombs—Account Manager
3650 Highpoint
San Antonio, TX, 78217
Phone: 210-657-0901
Fax: 210-657-1761
24hr Phone: 210-657-0932

Zone 4 — Shreveport Sales District

Roger Stanley—Inside Sales Manager
504 W 67th Street
Shreveport, LA, 71106
Phone: 318-865-1466
Fax: 318-861-8481

Zone 5 — El Paso District

Robert Escudero—Account Manager
9401 Carnegie, Suite 2D
El Paso, TX, 79225
Phone: 915-593-3484
Fax: 915-593-3490

Zone 6 — Arizona Sales District

Larry Erp—Education Market Specialist
850 West Southern Ave
Tempe, AZ, 85282
Phone: 602-258-9600
Fax: 602-253-3801

Zone 7—Arkansas Sales District

Teri Borton—K-12 Specialist
1501 Westpark Drive, Suite 9
Little Rock, AR, 72204
Phone: 501-661-0621
Fax: 501-661-9109
Toll Free: 1-800-983-6055

Zone 8 — New Mexico

Mark Fafard—Sales Engineer
4401 Ellison NE
Albuquerque, NM, 87109
Phone: 505-884-2044
Fax: 505-884-2449



TRANE®

Let Trane Help You... *"Make the Grade!"*



www.trane.com