



## Repair ♦ Rebuild ♦ Replace - Commercial HVAC Equipment & Controls Systems



### *The HVAC Company & Equalis Group*

*Publicly Procured Contract Vehicle*

#### The HVAC Company Contract Highlights

- Client-focused, full service commercial HVAC service contractor providing both in-house mechanical and controls expertise capable of developing turnkey solutions, custom-designed to meet our customers' needs.
- Expect great value and responsive service from a non-union, locally owned service contractor offering competitive co-op pricing through Equalis, combined with a large and growing fleet of service trucks and qualified technicians covering the entire state of Arizona.
- Highly responsive, 24/7 service operation supported by hands-on ownership alongside experienced client support staff all connected to our trained and certified field technicians in real time through a cloud-based, mobile field management system.
- Vendor neutral equipment and parts purchasing capabilities with accounts established at all major manufacturers and suppliers.
- Our commitment to our employees and customers is unparalleled in both quality workmanship and safety.
- We REPAIR, REBUILD, and REPLACE all types and sizes of commercial HVAC equipment and Controls for Central Plants, Water-source, Air-cooled, DX/Rooftop, and VAV systems; VRF and other specialty technologies as well as Low-temp Refrigeration.

#### *Who is The HVAC Company?*

Established in 2012 as B2B Direct Sales, Inc., the company was started as a multi-industry, service sales agency focused on the trades. The HVAC Company was created in mid-2020 for the purpose of filling a TRUE service-centered contractor void in the Arizona commercial HVAC industry. Each of the three owners saw the same service void in the Arizona market and realized they each brought a different, yet complimentary key skill set to form a successful commercial HVAC service company – project management, service management, and B2B business development.

**Save Time...** we've done the procurement work so you don't have to.

**Save Money...** your dollar goes further with the collective buying power of Equalis Group.

**Stay Legal...** our competitive procurement process delivers statutory compliance in every state.

**Contract #:** R10-1132E

**Lead Agency:** Region 10 ESC

### *Get Started*



**Learn more about how we can help you achieve your procurement goals while Saving Time, Saving Money & Staying Legal. Email [Engage@EqualisGroup.org](mailto:Engage@EqualisGroup.org) or visit [EqualisGroup.org/Map](https://EqualisGroup.org/Map) to connect with your dedicated Member Engagement Resource today.**

# Created by Public Sector Organizations *for Public Sector Organizations*



## Who is Equalis Group?

Equalis Group is a Member-Driven, Supplier-Centric organization that embodies the power of partnership. Equalis Group operates with the guiding principle that when the objectives of buyers and sellers are aligned, sustainable value is created, transcending that of the typical short-term transactional relationship. With this differentiated approach, Equalis Group is not just a cooperative purchasing organization; we are a family.

We leverage Equalis Group members' combined buying power to command better pricing and favorable contract

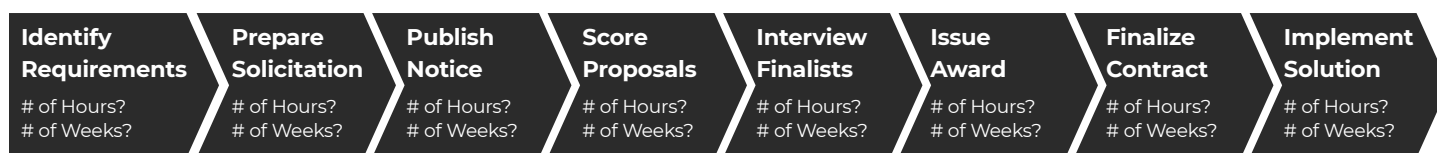
terms from suppliers. We develop and administer a diverse portfolio of cooperative purchasing programs that cover a wide range of products and services and provide our members with a legal and compliant exemption to the bid/request for proposals (**RFP**) process.

Each program in our rapidly growing portfolio provides our members with contracting compliance and the ability to configure the solution that best meets their individual needs while achieving the lowest Total Cost of Ownership.

## Time Saved through Equalis Group = More Resources for You to Invest

How many hours and over how many weeks or months does your team invest in a typical solicitation process? How many solicitations does your organization publish each year? How much time and effort can your organization save by leveraging Equalis Group's already-procured portfolio of programs? In what ways can you re-invest that saved time and energy to fulfill your organization's purpose?

### Your Solicitation Process Today



### Your Implementation Process with Equalis Group



## *Become a Member of Equalis Group*

If you are not already a member, you can join Equalis Group in just minutes and immediately access our portfolio of cooperative purchasing programs. Simply visit [www.equalisgroup.org/member-registration](http://www.equalisgroup.org/member-registration) to get started. There are no dues, fees, or obligations.