

Proposal — Building Management System

Project: Kingsford Hotel Bacolod **Customer:** Megaworld Corporation **Document:** Proposal v1 (draft) **Date:** 2026-04-28 **Validity:** 90 days from proposal date
Currency: Philippine Pesos (PHP), VAT-inclusive

Cover Letter

To: Megaworld Corporation Attention: Mr. Rome Amiel P. Gonzales 9/F Two World Square, 24th Upper McKinley Road, Taguig City

Re: Complete Supply, Delivery, Installation, Testing and Commissioning for the Rehabilitation of the Building Management System (BMS) for the Kingsford Hotel Bacolod project

Dear Mr. Gonzales,

We are pleased to submit our proposal for the supply, delivery, installation, testing and commissioning of the Building Management System for Kingsford Hotel Bacolod, in accordance with the Megaworld DRC-004-2024 (CONDOTELS) BMS Standards (Parts B and C) and the project-specific I/O point tabulation issued under Construction Bulletin TUEC-PR-AUX-010 (October 2025).

Our proposal covers the full lifecycle: engineering, head-end and field hardware supply, panel assembly, network infrastructure, field-device installation, programming, graphics and reports, point-to-point and functional testing, integrated commissioning, training, and a 12-month Defect Liability Period.

The proposed work follows a 14-week schedule with phased zone-by-zone cutover to minimize operational risk. We highlight the assumptions on which the offer is based and a small number of clarifications which, when answered, will allow us to confirm or refine specific line items.

We thank you for the opportunity and remain available to clarify any aspect of this submission.

Yours respectfully,

(Name / Title — to fill before sending)

1. Executive Summary

Item	Value
Scope	Complete Supply, Delivery, Installation, Testing & Commissioning of BMS — mechanical (HVAC), plumbing/sanitary, and electrical metering, per DRC-004-2024 and TUEC BMS-01..03
Building	Casino-Hotel — Basement / Lower Ground / GF / 2F / 3F / Roofdeck
Approximate point count	~760 monitored points across ~125 equipment instances
Field panels	6 (1× MCP + 5× FCPs)
Schedule	14 weeks from mobilization to handover
Total proposal value (VAT-inclusive)	PHP 22,464,762
Defect Liability	12 months from beneficial occupancy

2. Project Background

The customer's letter requests our proposal for the **Rehabilitation** of the BMS at Kingsford Hotel Bacolod (Manhattan Street, The Upper East, Bacolod City). The scope is governed by the Megaworld DRC-004-2024 (CONDOTELS) standards Parts B (Mechanical) and C (Plumbing & Sanitary), with the project-specific equipment quantities issued under TUEC-PR-AUX-010 (BMS-01..03, October 2025) reviewed by R.J. Calpo & Company. Coordination with the active electrical revisions (Mario A. Alix Construction Bulletin No. 8, November 2025) is integrated into our offer.

3. Scope of Work

The proposal covers seven scope groups (full Work Breakdown Structure in Appendix A):

1. Project Management & Engineering (1.x)
2. Material Supply (2.x) — head-end, network, panels, field devices, cabling
3. Installation (3.x) — containment, cable, panels, devices, network, head-end
4. Programming & Configuration (4.x) — controllers, sequences, graphics, reports
5. Testing & Commissioning (5.x) — pre-comm, P2P, functional, integrated SAT, owner SAT

6. Training & Handover (6.x) — operator and technical training, O&M manuals, as-builts
7. Optional / Out-of-scope (7.x) — listed for transparency

4. Technical Proposal

4.1 System architecture

A central BMS server at the 2nd Floor Plant Room runs the application, engineering, reporting, and graphics services. A managed core L3 switch connects to five edge switches — one per panel location (Roofdeck, 3F, 2F, GF, Basement) — over a single-mode fiber riser. Native-BACnet/IP equipment (chillers, DOAS) connects directly to the edge switches in their zone. The BMS LAN is segregated from customer IT via a firewall, with a single managed uplink for graphics/dashboards. Each panel and the head-end carry local UPS protection.

4.2 Equipment highlights

Subsystem	Quantities
AHUs	12 (3 GF + 7 2F BOH + 2 Casino)
PAHUs	8 (1 BSMT + 5 2F + 2 Roofdeck)
DOAS	3 (1 Casino + 2 Roofdeck Guestroom)
Chillers	3 (water-cooled centrifugal)
Primary CHW Pumps	4 (3 + 1 standby)
Condenser Water Pumps	3
Cooling Towers	3
Boilers	2 (steam, lower-ground laundry)
Calorifiers (Hot Water Tanks)	6
Heat Pumps	6
Recirculating Pumps	6
Exhaust Fans	49 (9 GF + 13 2F + 27 3F amenity/guestroom)
Casino Air Ionizers	2
Power Meters (incomer + gen + ATS + 7 MCC feeders)	9 + dry contacts

4.3 Standards & compliance

- Megaworld DRC-004-2024 BMS Standards (CONDOTELS) — Parts B & C

- BACnet/IP & MS/TP (ASHRAE 135) for native equipment integration
- Modbus RTU/TCP for power metering
- Tier-1 controller family (vendor-neutral; see open clarification on vendor selection)

5. Project Schedule

14 weeks total, weekly Gantt below (W1 = mobilization, W14 = handover).

(See Appendix C for the detailed weekly Gantt and the cutover sequence.)

Key milestones: W4 engineering submittals approved · W4–W5 FAT · W8 material delivery complete · W11 chiller plant integrated SAT begins · W14 owner SAT and handover.

6. Stated Assumptions (top 10)

#	Assumption	Why it matters
1	Cable lengths use a 30 m (field) / 80 m (trunk) average per run, in absence of architectural and mechanical floor plans.	A site-survey refresh in W1 will refine the cable BOQ $\pm 15\%$.
2	The BMS LAN is isolated, with a single firewalled uplink to the customer IT LAN (no PMS / FLS / CCTV / ACS integrations in v1).	If integrations are required, they are priced as separable options.
3	Tier-1 BACnet/IP controller family with BACnet MS/TP and Modbus RTU as needed.	Final vendor selection per customer preference.
4	Standard local market commercial terms — PHP, VAT-inclusive, 12-month DLP, 10% retention, milestone billing.	Adjustable at negotiation.
5	14-week schedule, standard daytime + 1 night/week for cutover-sensitive work.	Mobilization date to be confirmed.

#	Assumption	Why it matters
6	Phased zone-by-zone cutover (Basement → GF/3F/Roofdeck → 2F Casino + Plant), no system-wide outage.	Minimizes operational risk during occupied phase.
7	Existing BMS field cabling and trunks are 100% replaced (no reuse).	Rehab default; site survey may confirm partial reuse.
8	Chiller plant configuration of 3 chillers + 4 primary CHW pumps (3 + standby) + 3 condenser water pumps + 3 cooling towers.	Each additional chiller adds ~30 monitored points and 1 controller slot.
9	Six BMS field panels (1× MCP + 5× FCPs).	Panel count drives switchgear, enclosure, UPS sizing.
10	14 graphics pages: 1 main dashboard, 6 per zone, 7 per major plant.	Programming and graphics hours scale with this.

The full assumption ledger and customer-clarification list are appended for reference.

7. Inclusions / Exclusions

(Full table at Appendix B; key exclusions: high-side mechanical equipment, modulating valves and damper actuators by ME/Equipment Supplier, 240 V power feed to BMS panels, civil and finishing works, fire-alarm/PMS integration in v1.)

8. Commercial Proposal

8.1 Pricing summary

Group	Subtotal (PHP)
1.0 Project Management & Engineering	(per BOQ)
2.0 Material Supply	(per BOQ)
3.0 Installation	(per BOQ)
4.0 Programming &	(per BOQ)

Group	Subtotal (PHP)
Configuration	
5.0 Testing & Commissioning	(per BOQ)
6.0 Training & Handover	(per BOQ)
Subtotal (base)	15,548,700
Overheads, contingency, profit, VAT	6,916,062
Grand Total (VAT-inclusive)	22,464,762

(Detailed BOQ at Appendix D — 06-boq.md.)

8.2 Optional / out-of-scope priced items

- 1-year post-DLP Annual Maintenance Contract (AMC) — separate quote on request
- PMS / FLS / CCTV / ACS integration — separate quote on request
- Extended training (vendor-certified Tier-2) — separate quote on request

8.3 Payment milestones (proposed)

Milestone	%
Notice to Proceed / Mobilization	10%
Engineering submittals approved	15%
Material delivery (50% / 100%)	25% / 15%
Installation 50% complete	10%
Pre-commissioning complete	10%
Owner SAT complete + handover	10%
End of Defect Liability Period	5% (retention release)

9. Acceptance

We propose this offer for your acceptance within 90 days of the proposal date.

For Megaworld Corporation: _____ (signature) Name:
 _____ Date: _____

For [Contractor]: _____ (signature) Name:
 _____ Date: _____

Appendices

- Appendix A — Detailed Work Breakdown Structure (04-wbs.md)
- Appendix B — Inclusions / Exclusions / Clarifications (05-working-docs/C3-inclusions-exclusions.md)
- Appendix C — Project Schedule + Manpower (05-working-docs/D1-schedule.md, D2-manpower-loading.md)
- Appendix D — Bill of Quantities (06-boq.md)
- Appendix E — Stated Assumptions (07-assumptions.md)
- Appendix F — Customer Clarifications (08-customer-clarifications.md)
- Appendix G — Network Architecture (05-working-docs/A5-network-architecture.md)