Proposal — Kingsford Hotel Bacolod

Complete Supply, Delivery, Installation, Testing and Commissioning of Building Management System

Date: 2026-04-28 **Validity:** 90 days from date of issue **Currency:** Philippine Peso (PHP), VAT-inclusive

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Cover letter

To: **Megaworld Corporation** (Att.: Mr. Rome Amiel P. Gonzales) 9/F Two World Square, 24th Upper Mckinley Road, Taguig City

Subject: **Proposal — Kingsford Hotel Bacolod, Building Management System**

Dear Mr. Gonzales,

Thank you for the opportunity to submit our proposal for the Complete Supply, Delivery, Installation, Testing and Commissioning of the Building Management System (BMS) for the Kingsford Hotel Bacolod project, in accordance with the BMS Construction Bulletin (October 2025) and the Electrical Construction Bulletin No. 8 (5 November 2025) issued by the project consultants.

We have reviewed the project-specific BMS Points list (sheets BMS-01, BMS-02, BMS-03), the Megaworld DRC-004-2024 BMS Standards (Parts B and C — Mechanical and Plumbing), and the issued Electrical drawing set covering Basement 1, Ground Floor, 2nd Floor, 3rd Floor power layouts and the power riser diagram. The proposal covers the complete BMS scope across the chiller plant, cooling tower plant, boiler plant, hot-water system, air-handling systems (DOAS, PAHU, AHU, EAS), the Casino BMS scope, and the power-monitoring head-end.

We confirm a turnkey delivery on a single point-of-contact basis, with a complete project lifecycle of approximately **8 months** from receipt of order, and a total proposal value of **PHP 19,662,912** (Nineteen Million Six Hundred Sixty-Two Thousand Nine Hundred Twelve Pesos), VAT-inclusive.

Yours sincerely,

— BMS Contractor

1. Executive summary

Item	Value
Scope	Complete S+I+P+T&C of BMS — 11 field panels, 20 DDC controllers, ~474 I/O points, 28 graphics pages, dedicated BMS LAN
Building coverage	Lower Ground / Basement / Ground / 2nd / 3rd / Roofdeck — chiller plant, cooling towers, boilers, calorifiers, AHUs/DOAS/PAHU/EAS, hot-water, Casino BMS, power monitoring
Schedule	32 weeks (8 months) from PO
Warranty	12 months after substantial completion
Total value (VAT-inclusive)	**PHP 19,662,912**
Optional items	Preventive maintenance, extended warranty, spare-parts package — quoted separately

2. Project background

The Kingsford Hotel Bacolod is a casino-hotel located on Manhattan Street, The Upper East, Bacolod City, Negros Occidental. The building is organized across Lower Ground, Basement 1, Ground Floor, 2nd Floor (chiller plant level), 3rd Floor (amenity level), guest-room floors above, and Roofdeck mechanical equipment areas.

Our reading of the issued Construction Bulletins (BMS sheets BMS-01/02/03 dated October 2025; EE Construction Bulletin No.8 dated November 2025 with revised sheets EE-03/06/09/12, EE-21/22/23 load schedules, and EE-24 power riser Part 1 of 2) is that the BMS is a new-construction (greenfield) installation. Our proposal is sized accordingly. Should the customer's intended interpretation of "Rehabilitation" wording in the request letter differ, we would welcome a working session to confirm scope and re-cut the proposal as needed.

3. Scope of work

The proposal includes the seven main elements expected for a turnkey BMS:

1. **Project Management & Engineering** — kick-off, mobilization, RFIs, shop drawings, panel layouts, cable schedule, network architecture, submittals, FAT.
2. **Material Supply** — head-end (server, workstation, graphics PC, UPS, rack, monitors, KVM, printer); network (1× core + 6× edge switches, fiber + Cat6 backbone); 11× BMS field panels with 20× DDC controllers and I/O modules; field instrumentation per BMS Contractor C/O scope; BMS cable + containment.
3. **Installation** — containment, cable pulling and termination, panels, field devices, network, head-end.
4. **Programming & Configuration** — controller programming for all systems including chiller plant sequencing, AHU/DOAS/PAHU temperature control, cooling-tower control, boiler firing-rate management, hot-water control, Casino BMS, and power-monitoring HLI; 28 graphics pages; trends, reports, schedules, alarms.
5. **Testing & Commissioning** — pre-commissioning, point-to-point (P2P) testing on every I/O point, functional testing per system sequences, integrated testing, owner SAT, as-builts and O&M binders.
6. **Training & Handover** — 2-day operator training (6 trainees) + 1-day administrator/super-user training; full O&M binder and as-built drawings; 12-month defect liability period start.
7. **Optional items** (priced separately) — 1-year preventive maintenance, extended warranty, recommended 2-year spare-parts package.

A detailed Inclusions / Exclusions / Clarifications statement is provided in Section 8.

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4. Technical proposal

4.1 System architecture

A standalone BMS LAN with a star-and-tree BACnet/IP backbone:

- 1× managed core switch (24-port + 4× SFP) in the Lower Ground BMS server room.

- 6× managed edge switches (one per floor band: Lower Ground, Basement, Ground, 2nd, 3rd, Roofdeck) connected to the core over OS2 single-mode fiber risers.
- 11× BMS field panels distributed per floor and system zone, with DDC controllers gateway'd onto the BACnet/IP backbone via the local edge switch.
- BACnet/IP to native-IP equipment (chiller native gateways, DOAS units); BACnet MS/TP daisy-chain on selected panel-controller backbones; Modbus RTU/TCP for the 8× power meters and 1× BTU meter.

A network architecture diagram is provided as `05-working-docs/A5-network.png`.

4.2 Equipment highlights

- **Chiller plant** — 2× water-cooled chillers (BACnet-IP-ready), 3× primary CHW pumps with VFD, 3× condenser water pumps, CHW supply/return main headers, CHW bypass header instrumentation, 1× system BTU meter.
- **Cooling tower plant** — 2× cooling tower cells with basin level + COW header instrumentation + blowdown control.
- **Air-side** — 7× AHUs (incl. modulating Casino-spec), 3× DOAS, 3× PAHU, 9× EAS units across all floors.
- **Hot water** — 2× calorifiers (Lower Ground + Roofdeck), 2× heat pumps, 3× recirculating pumps.
- **Boilers** — 2× steam boilers with comprehensive instrumentation (steam P, fluegas T+O_2, fuel-oil pump, blowdown).
- **Power monitoring** — 8× Modbus power meters HLI to the BMS gateway (1× main + 7× feeders).

4.3 Standards & compliance

- BMS general specifications per project-specific BMS-01 / BMS-02 sheets.
- Megaworld DRC-004-2024 BMS Standards (Parts B and C) for typical I/O patterns and Description of Operations.
- All cabling FRLS-rated; fiber backbone OS2 single-mode; Cat6 4P × 23 AWG U/UTP.
- Programming language and controller hardware: industry-standard Tier-1 platform (Tridium Niagara / Honeywell / Siemens / Schneider — per shop-drawing approval).
- 12-month workmanship and equipment warranty after substantial completion.

5. Project schedule

The project follows a 32-week (8-month) plan from receipt of order:

Phase	Weeks
Engineering & shop drawings	1–8
Submittals & approvals	3–6
Procurement (long-lead)	4–16
FAT	14–15
Containment installation	13–16
Cabling, panels, field devices	17–22
Network + head-end installation	21–22
Pre-commissioning	22–23
Programming & graphics	18–23
Point-to-point testing	23–26
Functional + integrated testing	26–28
Owner SAT	28–29
Training	29–30
Handover + DLP start	30–32

Detailed milestones and Gantt are in `05-working-docs/D1-schedule.md`. The schedule is sized for an 8-month duration; we are open to acceleration via parallel cabling crews if the customer requires earlier substantial completion (commercial impact ~10–15 % on installation labour).

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6. Stated assumptions

The proposal incorporates the following key assumptions, each of which we are happy to clarify with the customer:

1. The project is treated as **greenfield (new construction)**, on the basis of the issued Construction Bulletins. The “rehabilitation” language in the request letter is read as referring to the property programme, not the BMS scope.
2. The **BMS Construction Bulletin sheets BMS-01/02/03** represent the complete project-specific BMS scope as currently issued.

3. **Casino BMS scope (BMS-02 — Casino BMS Equipment I/O)** is included in this proposal as part of the BMS Contractor scope.
4. **Guest-room floors above the 3rd floor** are sized using a typical hotel density of approximately 25–35 guestrooms per floor across approximately 10 guest floors, and a typical 60 × 50 m floorplate. Architectural drawings will refine this figure.
5. **Cable lengths** were measured from the issued layouts (EE-03 / EE-06 / EE-09 / EE-12 + EE-24 Part 1) for the chiller plant, cooling-tower area, boiler / calorifier rooms, and main switchgear (~18 cables measured directly). Other cables use per-context typical-range estimates with documented basis (plant-room same-room ≈ 12 m; inter-floor riser ≈ 35 m per floor; same-floor BOH field cables ≈ 30 m; guest-room field cables ≈ 35 m typical). The estimates will be refined upon receipt of the full architectural set and the Power Riser Diagram Part 2 of 2.
6. **BMS-panel power-feed** is provided by the Electrical Contractor as a 20 A 230 V single-phase circuit per panel.
7. **Project schedule** is 8 months (32 weeks) end-to-end. Earlier completion is achievable through optional schedule acceleration.
8. **Commercial terms** are aligned to industry-standard practice: 12-month warranty after substantial completion; 30/30/30/10 progress payment; 10 % retention released at handover; 12 % VAT-inclusive; LD 0.1 %/day to a cap of 10 %.
9. **Training** is 2 days operator + 1 day administrator/super-user.
10. **Maintenance after handover** is offered as a priced 1-year option, not part of the base scope.

A complete RFI list (21 items) is provided in `08-customer-clarifications.md` for reference and refinement.

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7. Inclusions / Exclusions / Clarifications

Refer to `05-working-docs/C3-inclusions-exclusions.md` for the complete statement. Highlights:

Inclusions: engineering and design; complete supply of head-end, network, panels, BMS-side field instrumentation, and cabling; installation; programming and graphics; full T&C; training; 12-month warranty.

Exclusions: existing-system demolition; FDAS / Security / CCTV / Access / IT integration; power-meter equipment supply (BMS terminates at HLI / Modbus only); HVAC equipment supply (chillers, AHUs, etc.); VFDs / motor starters / MCCs; ME-supplied valves and dampers; civil works and cutting & patching beyond 50 mm penetrations; architectural finishes.

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8. Commercial proposal

8.1 Pricing summary

Item	Value (PHP)
Base subtotal (cost)	13,609,435
Overhead & margin (20 %)	2,721,887
Subtotal	16,331,322
Contingency (7.5 %)	1,224,849
Subtotal pre-VAT	17,556,171
VAT (12 %)	2,106,741
Grand total (VAT-inclusive)	**19,662,912**

Pricing breakdown by section is in `06-boq.md`. The BOQ spans 86 line items grouped per the Work Breakdown Structure (WBS Sections 1.0–6.0).

8.2 Optional items (priced separately)

Item	Notes
1-year preventive maintenance	4 scheduled visits + annual deep service + 24/7 phone — to be quoted upon Q-017 confirmation
Extended warranty beyond 12 months	Per customer commercial-terms request — to be quoted upon Q-014
Recommended 2-year spare-parts package	Standard offer

8.3 Payment milestones (standard)

- 30 % — Down payment upon order issuance.
- 30 % — Upon delivery of major equipment to site (week 16).
- 30 % — Upon completion of installation and start of T&C (week 25).
- 10 % — Upon substantial completion / handover (week 30).

- Retention: 10 % held until end of 12-month DLP, released upon DLP completion.

(Subject to customer's commercial terms — see Q-014 in `08-customer-clarifications.md`.)

8.4 Validity

This proposal is valid for **90 days** from the date of issue. Pricing assumes no foreign-exchange volatility beyond ±5 %.

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9. Acceptance

For Megaworld Corporation:	**For BMS Contractor:**
Signature: _____	Signature: _____
Name: _____	Name: _____
Position: _____	Position: _____
Date: _____	Date: _____

End of Proposal.