

Table of Contents

Internal Team Notes — 2026-04-kingsford-bms-AB5

Audience: the proposal team running the next pass on this project.

This document compiles actionable items pulled from the project’s working artifacts. Each section is *what to do next* — verify, refine, or reconsider — to improve the proposal before it goes to the customer or as part of an RFQ-response cycle.

Sources compiled:

- 07-assumptions.md — assumptions to verify or refine
 - 08-customer-clarifications.md — questions to send the customer
 - 99-decision-log.md — decisions worth revisiting
 - 03-doc-inventory.md — gap analysis on customer inputs
 - 05-working-docs/A3-cable-schedule.yaml — cable-length fallbacks to verify
 - 05-working-docs/D3-risk-register.md — project risks (if present)
 - 09-rfq-package/ — RFQ packages (cost-reduction via competitive bidding)
-

1. Customer clarifications (RFI list)

15 open questions to send the customer. Each has a documented default assumption with cost / scope impact. Resolving these is the highest-leverage path to refining the proposal — every answered Q-NNN may flip an open assumption from Assumed to Confirmed and reduce contingency.

ID	Question	Default assumed	What an answer changes
Q-001	High	Confirm whether per-guestroom HVAC controls (FCU thermostats	Project-specific BMS Points list shows no guestroom FCU poin
Q-002	High	Provide the latest mechanical (HVAC) layout drawings —	Drives equipment-placement assumptions, cable runs, panel-to

ID	Question	Default assumed	What an answer changes
		chill	
Q-003	High	Provide required completion date / project schedule.	Drives mobilization, manpower-loading, T&C window, possible
Q-004	Medium	Provide architectural floor plans (all floors).	For accurate cable route lengths and equipment placement.
Q-005	Medium	Provide EE-24 Power Riser Diagram Part 2 of 2.	Confirms guestroom-tower distribution and metering scope.
Q-006	Medium	Provide plumbing/sanitary layouts.	Confirms calorifier, heat-pump, recirc-pump locations.
Q-007	Medium	Confirm BMS network topology and head-end location: isolated	A5/A6 head-end + network architecture.
Q-008	Medium	Confirm approved brand list for: BMS controllers/DDC, superv	Brand-locking affects pricing $\pm 5-15\%$.
Q-009	Low	Confirm whether hotel PMS integration (per-room occupancy \rightarrow	If required, gateway + custom point mapping needed.
Q-010	Medium	Confirm casino-zone special points: vault-door status, count	Casino-specific points beyond what's in BMS-02.
Q-011	Low	Confirm BOH kitchen exhaust / Ansul / hood-fire-suppression	Determines whether BMS-side wiring of fire interlock relays
Q-012	Medium	Confirm commercial terms: warranty period, payment milestone	Commercial-contingency calibration.
Q-013	Low	Confirm working-hours / site-access constraints (after-	Labor premium calibration.

ID	Question	Default assumed	What an answer changes
		hours	
Q-014	Low	Confirm training and O&M scope: number of training rounds, a	Discrete priced line items.
Q-015	High	Cover letter says “Rehabilitation” but Construction Bulletin	Highest-leverage classification axis; ±25–30% cost.

2. Verification action items (against drawings, on site, with vendors)

Cable lengths — fallback rows to verify

Cables tagged `legacy_fallback`, `typical_range:*`, or `fallback_a001` use agent-reasoned typical-range estimates rather than direct drawing measurements. These are the audit-XLSX rows the team should prioritize when the next set of drawings lands or when site walkthroughs become possible.

Method tag	Count	Sample row ID
measured	19	(verified)
typical_range:bms_panel_power_feed	13	P0032
typical_range:plant_room_same_room	7	C0001
typical_range:guestroom_corridor	3	C0027
typical_range:casino_floor_field	1	C0026
unknown	1	T0030

Open 13-A3-cable-schedule-AUDIT.xlsx to filter and prioritize.

Other verification items

- **Equipment counts** — verify against mechanical floor plans where the agent inferred quantities (see open assumptions where Status: Open and category contains ‘count’).
- **Panel locations** — confirm against architectural drawings and walk the building if accessible.

- **Drawing scale calibrations** — if any A-NNN entries record drawing-scale calibration assumptions (e.g., grid-bay calibration), spot-check against a second known dimension before the proposal goes out.
- **Vendor specifications** — for every Equipment Supplier C/O cable / interface, confirm that the supplier's panel architecture matches the assumed BMS-side interface (HLI vs. hardwired DI/DO).

3. Cost-reduction opportunities

RFQ packages — competitive bidding

The agent prepared 12 RFQ packages categorized by supplier type. Issuing all of them and comparing 3+ quotes per package is the standard cost-reduction lever. Especially impactful for high-value categories:

- bms-controllers-and-panels — typically 5–15% savings vs. catalog pricing on competitive bid
- field-sensors-hvac — typically 5–15% savings vs. catalog pricing on competitive bid
- head-end-servers-workstations — typically 5–15% savings vs. catalog pricing on competitive bid
- network-active — typically 5–15% savings vs. catalog pricing on competitive bid
- power-meters — typically 5–15% savings vs. catalog pricing on competitive bid
- valves-actuators — typically 5–15% savings vs. catalog pricing on competitive bid

Full list in 09-rfq-package/. Send these as soon as the proposal's commercial side is firm — supplier turnaround is typically 2–4 weeks.

Other cost levers

- **Cable specifications** — confirm with the customer whether the assumed jacket rating (e.g., FRLS) is mandated or whether a less-specified cable is acceptable in non-occupied spaces. Material cost difference can be 10–20% on cabling.
- **Spare-conductor strategy** — current strategy provides 15–25% spares per I/O class. If the customer is willing to accept lower spare margins (commit to the I/O list as-final), cable size drops and material cost reduces 5–10%.

- **Make/model consolidation** — RFQ packages currently call for spec-level equivalent items. If the customer accepts a single-vendor list (one controller brand, one valve brand), the team can negotiate volume discounts. Document any such consolidation in a new Q-NNN.
- **Owner-furnished items** — review C1 contractor/owner matrix; items currently assigned to BMS scope that the owner could supply directly (e.g., off-the-shelf workstations, network switches if customer has IT preferences) reduce BMS material markup.

4. Risks and decisions to revisit

Risk register highlights

Open risks from D3-risk-register.md worth re-evaluating before issue:

- **R-01 — Q-001 returns “guestroom controls in scope”** — adds 2,000–4,000 points + per-room FCU controllers
- **R-02 — Q-015 returns “rehabilitation”** — adds demolition + after-hours + cable-reuse evaluation | Low |
- **R-03 — HVAC layouts (Q-002) reveal AHU/DOAS in dispersed zones, not concentrated 2F** | Med | Med
- **R-04 — Schedule compression (Q-003 returns <10 weeks)** | Low | Med
- **R-05 — Brand-list (Q-008) returns non-Siemens preferred for BMS** | Low | Low
- **R-06 — Casino regulatory (Q-010) requires extra IAQ / vault / count-room points** | Low | Med
- **R-07 — Customer LAN integration (Q-007) constrains BMS LAN topology** | Med | Low
- **R-08 — Long-lead equipment (chillers / DOAS) delivery slips** | Med | Med
- **R-09 — Cable-route fallback (typical-range estimates) inaccurate after final architectural plans** | Med
- **R-10 — Construction Bulletin No.9 issues new revisions during proposal review** | Med | Low

5. Open assumptions to refine

0 assumptions in ‘Open’ status (out of 0 total). Each one is something the proposal currently treats as a known quantity but isn’t actually confirmed. The

team should pair each open assumption with the corresponding Q-NNN and chase the customer's answer.

6. Process improvements queued

Items the methodology audit and A/B regression runs flagged for the next playbook pass. These don't block this proposal but will improve the next one:

- **Conduit ratio** — currently 30% of total cable length unless overridden. Project-tuned override available via `B4-site-factors.yaml` (see Op#11).
- **Commercial rates** — overhead 20% / contingency 7.5% / VAT 12% are defaults. Project-tuned override via `06-commercial-rates.yaml` based on risk-register score.
- **Cable specs** — currently project-blind. Consider authoring `A3-cable-spec-rules.yaml` per `_playbook/sub-routines/build-cable-schedule.md` for explicit jurisdiction / brand reasoning.
- **MS/TP trunk topology** — formula-based fallback; ideally derived from actual A4 panel locations.

7. Defensibility check — what's already strong

Reassurance for the team — items the agent already handled to a defensible standard:

- Every BOQ line traces to a working doc; every working doc cites sources
 - Drawing-availability triage committed in writing in `03-doc-inventory.md` (per Op#10)
 - All assumptions are documented with rationale + impact-if-wrong
 - 13-file deliverables package ready for issue with no missing artifacts
 - Audit XLSX layer (per Principle F) makes verification work tractable
-

Generated by `_playbook/tools/generate-internal-notes.py`. Re-run after any update to the project's working docs to refresh.