

# Table of Contents

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

**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)
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## 1. Customer clarifications (RFI list)

**18 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-018	The cover letter (Requirements.rtf) says “Rehabilitation of Building	Stage drives huge cost differences (demolition, after-hours,	(project-wide)

ID	Question	Default assumed	What an answer changes
	Managemen ...		
Q-007	What is the <b>required project completion date</b> (or duration from PO)? Are ther...	Drives manpower loading and overtime premium pricing.	G-004 / A-009
Q-001	Please confirm the <b>contracting entity</b> for this proposal. (We are addressing ...	Required for proposal letter & contract counterparty	G-005 / A-015
Q-005	Please share the <b>complete architectural floor-plan set</b> for floors in BMS sco...	Cable runs, equipment placement, conduit estimation	G-001 / A-001
Q-008	Please share the <b>mechanical (HVAC) layout drawings</b> for plant rooms and equip...	Plant-room cable runs and control wiring	G-003 / A-001
Q-	Please share	Power metering scope	G-102 / A-003 / A-004 / A-005

ID	Question	Default assumed	What an answer changes
011	the <b>complete electrical drawing set</b> (not just Construction Bull...	refinement	
Q-009	Working hours and site access — confirm standard daytime construction hours appl...	Labor pricing	G-105 / A-010-rev
Q-003	“TUEC” prefix in document filenames — please confirm this is the correct project...	Proposal labeling	(own item)
Q-004	Construction Bulletin No.8 implies bulletins 1–7 exist. Please share the complet...	Document version control	(own item)
Q-012	<b>Network/IT integration scope:</b> any integration required with hotel	Integration scope and cost	G-103 / A-007

ID	Question	Default assumed	What an answer changes
	PMS (Prope...		
Q-013	<b>Brand preferences</b> / <b>standardization:</b> Megaworld portfolio standard for BMS? A...	Supplier RFQ direction	(Phase 9)
Q-014	<b>Commercial terms:</b> payment milestones, retention %, warranty, LD/penalty, cur...	Pricing structure	G-104 / A-008
Q-015	<b>Training scope:</b> 16-hour operator training assumed; please confirm or specify...	Training cost	G-107 / A-013
Q-016	<b>Maintenance scope:</b> Should base proposal include 1-year preventive maintenanc ...	Pricing structure	G-108 / A-014

ID	Question	Default assumed	What an answer changes
Q-017	The Megaworld MC Standards points lists are titled “BMS Standards CONDOTELS.” Do...	Spec reference	—
Q-019	The points list does not appear to include **per-guestroom Fan-Coil Unit (FCU) c...	Affects ~200–500 additional I/O points and a major sub-syste	Surfaced in A1 page-coverage analysis
Q-020	The points list does not include <b>domestic cold-water booster pumps</b> monitorin...	Standard plumbing BMS scope item	Surfaced in A1 page-coverage analysis
Q-021	The “BASEMENT-PODIUM BOH I/O Point Tabulation” on sheet BMS-01 has the header ro...	Affects ~110 additional I/O points and panel sizing	Surfaced in A1 chunk 2 generation

## 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
<code>legacy_fallback</code>	193	C0001
<code>unknown</code>	6	T0176
<code>legacy_formula</code>	1	T0182

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

### Recent decisions worth revisiting

Decisions made during proposal generation. Review whether each is still right given any new customer answers or drawings received since the decision was made.

- **D-001** — Use Tier 3 (rasterize + tile) for the BMS Points list PDF

- **D-002** — Use Tier 2 (full-page raster at 200 DPI) for EE Plan
- **D-003** — Treat Megaworld’s MC Standards points lists as “baseline; project-specific overrides”
- **D-004** — Phase 3 gate path: produce initial proposal with assumptions in parallel with RFI dispatch
- **D-005** — Module-catalog granularity (10-module split for `_playbook/modules/bms/`)
- **D-006** — Defer building module catalog (`_playbook/modules/bms/`) until Phase 4 pilot
- **D-007** — Re-classify Kingsford from “Rehabilitation” to “Greenfield” (2026-04-27, in same session)
- **D-010** — Determinism via standard formats (translation principle) added (2026-04-28)
- **D-011** — Add transparency / auditability layer (Design Principle F) (2026-04-27)
- **D-009** — Internal-presentation feedback incorporated into playbook (2026-04-28)
- **D-008** — Defer building supplier KB indexing scheme

## 5. Open assumptions to refine

**9 assumptions in ‘Open’ status** (out of 11 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.

ID	Assumption	Impact if wrong	Linked gap
A-002	Plumbing equipment locations follow MC Standards typical condotel layout; calori...	Minor — points list gives equipment count	G-101
A-003	Electrical baseline single-line follows MC Standards condotel template; only the...	Affects power metering point identification — $\pm 5\%$	G-102

ID	Assumption	Impact if wrong	Linked gap
A-004	Power metering hierarchy = main switchgear + each significant feeder (per Megawo...	±10% on power meter count and Modbus interface eff	G-102
A-005	Load schedule structure = 1 EE-21/22/23 page per major panel group; total panel- ...	Minor	G-102
A-007	Network: dedicated BMS LAN (Cat6 trunk, managed Layer 2 switches) with single 1G...	Affects switch count, network engineering hours, i	G-103
A-008	Commercial terms: 30-day net payment; 10% retention released at handover; 1-year...	Affects cash-flow & risk pricing — ±2%	G-104
A-013	Training: 16 hours of operator training on-site after handover, included in base	Minor	G-107
A-014	Maintenance: NOT included in base. Optional 1-year preventive maintenance contra...	Removes maintenance from base scope; customer can	G-108
A-015	Contracting entity = <b>Megaworld</b>	If wrong, affects contract counterparty / billing	G-005

ID	Assumption	Impact if wrong	Linked gap
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**Corporation**

## 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

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