

BUSINESS DECISION COMPARISON REPORT

Prepared by Proposal Compare | ProposalCompare

BUSINESS DECISION

The buyer is evaluating three competing electrical contractor bids for a major commercial facility upgrade. Key priorities include service amperage capacity (1200A vs 1600A), conduit robustness, fixture and transformer specifications, business continuity during cutover, and long-term warranty protection.

PROPOSAL COMPARISON

FEATURE: Main Service Switchboard Capacity

Proposal A — 1200A, 277/480V, 3-phase 4-wire main switchboard.

Proposal B — 1200A main switchboard with integrated Transient Voltage Surge Suppression (TVSS).

Proposal C — Upgraded 1600A main switchboard providing 33% additional expansion capacity.

SIGNIFICANCE: Proposal C provides superior long-term capacity for future tenant expansions, whereas A and B meet current baseline requirements.

FEATURE: Conduit Routing & Material Specs

Proposal A — EMT conduit for interior; Rigid Galvanized Steel (RGS) for exterior and industrial runs.

Proposal B — EMT conduit for interior; PVC-coated rigid conduit for exterior/corrosive zones.

Proposal C — Rigid Galvanized Steel (RGS) utilized across all primary distribution and industrial drops.

SIGNIFICANCE: Proposal C's heavy reliance on RGS conduit offers maximum physical protection, while A and B utilize standard mixed-method routing.

FEATURE: Transformers & Subpanels

Proposal A — (3) 225A subpanels and one 45 kVA dry-type transformer.

Proposal B — (4) 225A copper-bus subpanels and (2) 45 kVA TP-1 energy-efficient transformers.

Proposal C — (4) 225A heavy-duty subpanels, full LED conversion, and emergency egress packages.

SIGNIFICANCE: Proposal B includes energy-efficient TP-1 transformers and dual units, reducing long-term electrical losses.

FEATURE: Business Continuity & Cutover Power

Proposal A — Excludes temporary generator backup during service cutover.

Proposal B — Focuses on utility coordination for meter drop scheduling without explicit generator backup noted.

Proposal C — Includes a trailer-mounted temporary diesel generator rental and operator during cutover to ensure zero tenant downtime.

SIGNIFICANCE: Proposal C eliminates facility disruption and business downtime during the risky main power cutover phase.

FEATURE: Warranty & Engineering Studies

Proposal A — Standard 1-year workmanship warranty.

Proposal B — 2-year comprehensive labor & material warranty.

Proposal C — 5-year labor warranty and a complete Arc Flash hazard analysis study.

SIGNIFICANCE: Proposal C offers unmatched warranty duration and includes a code-mandated Arc Flash study, which others omit.

PRICE AND SCOPE

- Proposal A Total: \$99,000 (Excludes utility fees, generator backup, and advanced surge protection; 1-year warranty).
- Proposal B Total: \$114,500 (Includes dual TP-1 transformers, copper-bus panels, and utility coordination; 2-year warranty).
- Proposal C Total: \$132,000 (Includes 1600A upgrade, all-RGS conduit, temporary generator backup, arc flash study, and 5-year warranty).
- Price Analysis: Proposal C represents a \$33,000 premium over A and \$17,500 over B, but delivers a significantly larger 1600A service, heavy-duty RGS conduit, zero-downtime generator backup, an arc flash study, and a 5-year warranty.

IMPORTANT UNCERTAINTIES

- Whether local utility provider (CenterPoint Energy) requires transformer pad upgrades or underground conduit re-pulls for the 1600A service.
- Exact panel schedule balancing for existing tenant loads.

QUESTIONS FOR THE VENDORS

1. (To Proposal A & B) What will be the expected duration of facility power downtime during the main service switchboard cutover, and can you provide temporary generator support as an add-on?
2. (To Proposal B) Are the (4) 225A subpanels equipped with copper buses as standard specification?
3. (To Proposal C) Does the 1600A service upgrade require utility transformer upsizing, and are utility engineering review fees included in your lump sum?

BOTTOM LINE

Proposal A is the lowest-cost option but lacks crucial items like cutover generator backup and offers only a 1-year warranty. Proposal B provides a balanced mid-tier spec with dual efficient transformers. Proposal C is the premium turnkey solution that future-proofs the building with a 1600A service, eliminates downtime via temporary generator support, includes an arc flash study, and backs the work with an industry-leading 5-year warranty.