

BUSINESS DECISION COMPARISON REPORT

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BUSINESS DECISION

The buyer is undertaking a commercial tenant buildout requiring complex plumbing infrastructure for multi-stall restrooms and a commercial kitchen. Key priorities include long-term system durability, compliance with commercial building codes, minimizing structural slab penetration risks, and budget predictability.

PROPOSAL COMPARISON

FEATURE: Water Supply Piping Materials

Proposal A — Specifies Type L hard-drawn copper piping with silver-brazed fittings.

Proposal B — Specifies Uponor AquaPEX cross-linked polyethylene for distribution and Type K copper for service entrance.

SIGNIFICANCE: Copper offers robust rigidity and proven longevity in commercial settings, whereas PEX provides superior freeze resistance and faster installation times with fewer joints.

FEATURE: Sanitary Drainage & Stack Construction

Proposal A — Uses service-weight cast iron for below-slab/stacks and Schedule 40 PVC above-ground.

Proposal B — Uses heavy-duty hubless cast iron with stainless steel couplings throughout all vertical and horizontal runs.

SIGNIFICANCE: Proposal B's all-cast-iron approach provides superior acoustic dampening and fire resistance compared to PVC branch lines.

FEATURE: Slab Cutting, Excavation, and Concrete Restoration

Proposal A — Excludes concrete coring, cutting, and patching through post-tension slabs (billed separately on T&M).

Proposal B — Fully includes concrete saw-cutting, backhoe excavation, x-ray slab scanning, and high-strength concrete restoration.

SIGNIFICANCE: Proposal A's exclusion introduces significant change-order risk, as commercial concrete cutting on post-tension slabs can easily add thousands in unforeseen costs.

FEATURE: Grease Interceptor Capacity & Unit Type

Proposal A — Includes a 75 GPM pre-cast concrete exterior grease interceptor with 4-foot excavation allowance.

Proposal B — Includes a 100 GPM stainless steel automatic grease recovery unit with indoor/outdoor placement flexibility.

SIGNIFICANCE: Higher GPM capacity in Proposal B accommodates heavier kitchen loads, and stainless steel units avoid concrete degradation issues over time.

FEATURE: Warranty & Post-Completion Support

Proposal A — Standard 1-year workmanship warranty on installed joints and piping.

Proposal B — 3-year comprehensive labor & material warranty plus 24/7 priority emergency response for the first year.

SIGNIFICANCE: Proposal B offers triple the workmanship protection and dedicated emergency support, reducing initial operational risk.

PRICE AND SCOPE

- Proposal A Total: \$83,000 (Excludes slab cutting/patching, electrical hookups, and hazardous material abatement).

- Proposal B Total: \$94,500 (Includes turnkey slab x-raying, concrete restoration, higher-capacity grease interceptor, permits, and a 3-year warranty).
- Price Analysis: The \$11,500 premium for Proposal B is largely accounted for by inclusive concrete scanning/restoration, a larger grease interceptor, and an extended 3-year warranty, which mitigate major hidden change-order risks present in Proposal A.

IMPORTANT UNCERTAINTIES

- Whether existing underground tie-ins contain legacy lead solder or asbestos wrap requiring specialized hazardous abatement.
- Exact structural layout of post-tension cables, which impacts safe core-drilling locations.

QUESTIONS FOR THE VENDORS

1. (To Proposal A) What is your estimated unit cost for concrete saw-cutting and post-tension slab coring if required during rough-in?
2. (To Proposal B) Does the 100 GPM grease recovery unit require dedicated electrical connections, and is that electrical drop included in your scope?
3. (To Both) Have you verified municipal grease interceptor sizing requirements with the local water authority for this specific tenant use?

BOTTOM LINE

Proposal A offers a lower initial entry price but shifts structural slab cutting risk to the buyer via change orders. Proposal B provides a more comprehensive turnkey scope with slab scanning, concrete restoration, and a 3-year warranty, justifying its higher upfront cost if site conditions involve complex concrete work. Neither proposal covers electrical hookups or hazardous material remediation.