

MEPNN Supplier Scouting Opportunity Synopsis

Section 1: General Information

Scouting Number	2026-061
Item to be Scouted	Heating, Ventilation, and Air Conditioning (HVAC) System
Days to be scouted	15
Response Due By	02/27/2026
Description	We are doing an apartment renovation in Saltville, VA. There are 56 apartments that are receiving new HVAC systems. The HVAC system is a split system heat pump that has an interior air handler and a exterior

Section 2: Technical Information

Type of supplier being sought	Manufacturer
Reason	2nd Supplier
Describe the manufacturing processes (elaborate to provide as much detail as possible)	A blend of traditional metal working (stamping, brazing, welding) and high precision, automated processes (CNC machining, laser cutting, robotic assembly, SMT electronics).
Provide dimensions / size / tolerances / performance specifications for the item	Interior air handler to be in 30" wide closet. The condenser for the outside is probably 30" x 30" by 36" tall.
List required materials needed to make the product, including materials of product components	Steel, wiring, electronics, copper
Are there applicable certification requirements?	No
Are there applicable regulations?	No
Are there any other standards, requirements, etc.?	No
Additional Technical Comments	

Section 4: Business Information

Estimated potential business volume	56
Estimated target price / unit cost information (if unavailable explain)	\$2000 per apartment. That includes an air handler and and the exterior heat pump.
When is it needed by?	May 15, 2026
Describe packaging requirements	individually wrapped and on a pallet
Where will this item be shipped?	Saltville, VA

Additional Comments

Is there other information you would like to include?	
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