



Pre & Post Sales Support

Support Team Capabilities

Services Offered

- Pre-Sales
 - Selection Navigator Estimates
 - Design Build Layout to Code

- Post Sales
 - Shop Drawings (Full Submittal)
 - Record Drawings (As-Builts)

*****Hourly rate now just \$65**

Support Team Capabilities – Pre Sales – Fire

Estimates

- Based on pre-engineering Drawings
- Deliverables
 - Scope of Work
 - Sel Nav Estimate
 - Risk Log
 - Clarifications & Exclusions
- Small to Medium size jobs (4007ES or 4010ES)
 - 4 hours of labor – 1 day lead time*
- Large size jobs (4100ES + General Evacuation)
 - 8 hours of labor – 2 days lead time*
- Large size jobs (4100ES + Voice Evacuation)
 - 10-12 hours of labor – 2-3 days lead time*

▪ Design Build / Code Compliant Layout

- Deliverables
 - Device placement layout
 - Scope of Work
 - Sel Nav Estimate
 - Risk Log
 - Clarifications & Exclusions
- Small to Medium size jobs (4007ES or 4010ES)
 - 16 hours of labor – 3 days lead time*
- Large size jobs (4100ES + General Evacuation)
 - 24 hours of labor per cabinet – 5 days lead time*
- Large size jobs (4100ES + Voice Evacuation)
 - 32 hours of labor per cabinet – 5-10 days lead time*

Free while maintaining a 25% win rate with Post Sale Support being utilized.

*After information to complete estimate received

Support Team Capabilities – Pre Sales – VESDA Aspirating Smoke Detection

Estimates

- Based on pre-engineering Drawings
- Deliverables
 - Scope of Work
 - Sel Nav Estimate
 - Risk Log
 - Clarifications & Exclusions
- 1 hour of labor per detector unit

▪ Design Build / Code Compliant Layout

- Deliverables
 - Device placement layout
 - Pipe Network Design
 - Installation Data Pack (IDP) Report
 - 3D Schematics, plan and elevation drawings
 - Bill of Materials (BoM) Report
 - Scope of Work
 - Sel Nav Estimate
 - Risk Log
 - Clarifications & Exclusions
- 2 hours of labor per detector unit – lead time depend in total units*

*After information to complete estimate received

Support Team Capabilities – Post Sales - Fire Shop Drawings

- Coversheet with Device / Symbol Legend, Wire Legend, Operation Matrix, Local Adopted Codes, and Scope of Work
- Device Placement plans with device locations, addressing and circuiting (Conduit or wiring)
- System Riser Diagram (Typical or Full)
- Control Unit diagrams
- Battery Calculations, NAC Voltage Drop Calculations
- Typical wiring diagram - Device wiring and mounting details
- Datasheets Submittal Book
- Billed hours based on labor estimate worksheet

Support Team Capabilities – Post Sales - VESDA Aspirating Smoke Detection Shop Drawings

- Coversheet with Device / Symbol Legend, Wire Legend, Local Adopted Codes, and Scope of Work
- Device Placement plans with detector unit and sampling points locations, piping network.
- Battery Calculations
- Typical wiring diagram - Device wiring and mounting details
- Datasheets Submittal Book
- Installation Data Pack (IDP) Report
 - 3D Schematics, Plan and Elevation Drawings
- Billed hours based on labor estimate worksheet

Support Team Capabilities – Post Sales - Fire **Record Drawings (As-Builts)**

- Revised set of drawings reflecting all changes made during the construction process
- Require submission of marked up drawings from the local team
- Billed Hours based on labor estimate worksheet

Support Team Capabilities Clarifications

- Includes Fire Alarm, Fire Sprinkler Monitoring, Aspirating Smoke Detection Systems, and/or Voice Evacuation Systems
- Does not include Mass Notifications
 - Specifically, Wide-Area Mass Notification Systems with High Power Speaker Array
- All estimating and drawing work to be performed outside of the U.S.
 - Please take into consideration for Federally funded projects
- All support provided by Johnson Controls shall not be considered as a design service. Customer is responsible for ensuring that all local codes, AHJ requirements and any owner requirements are included in the drawing package submitted. Johnson Controls support to the NA network is to be considered only as drafting support.
- Any change order will need to be reviewed for additional costs.
- CSFM Listing Documentation provided for all projects in the state of California.
- Fire Alarm Narrative must be provided for projects in the state of Massachusetts.
 - Support Team will not provide this documentation.

Support Capabilities

Exclusions

- PE Stamp or NICET signature as required by AHJ
- Pulling/Submitting permits
- Project Management
- Site Walks/Survey
- Submission to customer
- Procurement
- Framing of Graphic Annunciator Map
- Point to point internal FACP drawings
- Design of Integration with other systems

*Let us know if we can help with your programming needs

Post Sales Labor Estimate for Sales Purposes

Rough Estimate – Please contact CoE for exact cost

Labor estimate based on Cable Arcs floor plan wiring, Class B wiring type, full riser and a New Construction project type

Initiating Field Devices	
Smoke, Heat, Pull, IAMs	every device add 15 minutes
Duct Detector, Flame Detectors, Beam Detectors	every device add 20 minutes
RIAMs	every device add 20 minutes
Notification Appliances (Conventional or Addressable)	
Horns, Bells, Strobes, Horn/Strobes, Speakers	every device add 15 minutes
Speaker/Strobes	every device add 20 minutes
Panel Equipment	
A4007, A4010	add 4 hours per panel
A4100, Transponder	add 8 hours per cabinet
4009 IDNAC Repeaters	add 4 hours per Repeater
<i>* Any other device/equipment not listed in "Initiating Field Devices" section must be consider as additional labor.</i>	
Difficulty Factor Considerations	
Floor Plan Wiring (Cable Arcs or Conduit)	if Conduit - total hours x 1.25
Wiring Type - Class B, Class A, Class A (SLC) & Class B (NAC)	if Class A - total hours x 1.10 if Class A (SLC) & Class B(NAC) - total hours x 1.05
Project Type (New Construction or Add to Existing)	if Existing - total hours x 1.2

** Any Changes made to the Initial Design will need to be reviewed for additional costs*

Requesting Support

1. JCI Global Fire Detection Partner Site
 - All related files should be placed on the Partner Site
 - Please click on the link below to request access to the partner sharepoint site
 - [Partner Site](#)
2. Dealers Input Checklist
 - Please click on the link below for required input checklist
 - [Input Checklist](#)
 - Work cannot be started until this form has been completed

*****Both steps must be completed in order to receive support**

QUESTIONS?

