

City of Rochester Hills, MI

PROJECT: Sewer Inspection Camera Truck

RFP-RH-22-029

Request For Proposal Names Read: May 18, 2022

Name:	Aries Industries, Inc. 550 Elizabeth Street Waukesha, WI 53186	MacQueen Equipment dba Bell Equipment Co. 78 Northpointe Drive Lake Orion, MI 48359	Jack Doheny Company 777 Doheny Drive Northville, MI 48167	The Safety Company, LLC dba M-Tech Company 7401 First Place Ave. Cleveland, OH 44146	The Safety Company, LLC dba M-Tech Company 7401 First Place Ave. Cleveland, OH 44146
Address:					
Year of Truck:	2023	2023	2023	2022	2022
Manufacturer and Model of Proposed Equipment	Chevy Express CG33903	Chevy Express Commercial 4500	Ford E-450	Ford E-450 Cut-A-Way WB 2X4	Ford Transit Cargo Van 2x4
Unit Cost for Proposed Equipment :	\$251,036.00	\$259,000.00	\$231,894.86	\$284,298.00	\$234,943.00
Optional Software:	\$19,977.00	\$22,429.00	\$24,488.42	Included	Included
Total Cost with Optional Software:	\$271,013.00	\$281,429.00	\$256,383.28	\$284,298.00	\$234,943.00
Upgrade to HD Camera Equipment:			\$29,940.26		
Total Cost for Proposed Equipment with HD Equip.:			\$261,835.12		
Type of Organization?	Corporation	Corporation	Corporation	Partnership	Partnership
Provided a list of client references?	List Provided	List Provided	Fifty (50) Michigan Municipal, and 10 contractor references. List not provided.	List Provided.	List Provided.
How many employees does your company employ?	107 Full-time	50 Full-time	189 Full-time	20 Full-time	20 Full-time
How many years experience does your company have in providing the proposed equipment?	Has outfitted vehicles since the late 1980's and has done thousands of vehicles to-date. The Aries Pathfinder system was introduced in 2007 with hundreds of systems in service around the world.	15 years selling and servicing EnviroSight inspection equipment. They provide sales, onsite training, parts and service for all equipment.	45 years	13 years experience. Has provided sales and service support for Cues equipment for over a decade. Have been named Cues dealer of the year 4 of the 5 last years due to the level of support. Onsite service, 24/7 troubleshooting, and a free loaner program.	13 years experience. Has provided sales and service support for Cues equipment for over a decade. Have been named Cues dealer of the year 4 of the 5 last years due to the level of support. Onsite service, 24/7 troubleshooting, and a free loaner program.
What are the qualifications of your staff assigned to this project?	Aries trainers have on average 17 years of industry experience. Aries customer support personnel have an average of 12 years experience. Sales staff and production staff include employees with over 20 years experience with Aries.	They have a Sales Representative, a product training specialist, and a technician with a dedicated clean room for all repairs.	Employs two (2) Full-time inspection technicians at their Northville, MI location to service all Michigan customers.	Have seven onsite service technicians that will be able to diagnose and perform repairs at buyer's facility. Training is unlimited and will be provided upon request throughout the life of the equipment.	Have seven onsite service technicians that will be able to diagnose and perform repairs at buyer's facility. Training is unlimited and will be provided upon request throughout the life of the equipment.
Describe warranty program for equipment being proposed	One year limited warranty. Documentation provided with detail in response.	One year limited warranty. Documentation provided with detail in response.	One year excluding wear and tear. Warranty statement included.	One year limited warranty. Documentation provided with detail in response.	One year limited warranty. Documentation provided with detail in response.
Initial to acknowledge Delivery is FOB	Initialed.	Initialed	Yes	Yes	Yes
Hold Harmless Signed	Yes	Yes	No	Yes	Yes
Meet City's Insurance Requirement	Yes	Yes	Yes	Yes	Yes
Provided Literature on the unit?	Yes	Yes	Yes	Yes	Yes
Warranty information included?	Yes	Yes	Yes	Yes	Yes
State lead-time required:	Up to 365	365 days	90-120 days	90-120 days	90-120 days
Accept MasterCard for Payment? If yes, please indicate if there is any additional fees:	No. Credit card maximum purchase is only \$10,000.00	No	Yes	Yes, there is a 3% fee	Yes, there is a 3% fee
Preferred Payment Method:	ACH	ACH	ACH	ACH	ACH
Terms	Net 45, no early payment discounts or late penalties.	Left blank	Left blank		Left blank