



10/29/2013

Jason Dale  
City Of Rochester Hills  
1000 Rochester Hills Dr.  
Rochester Hills, MI 48309

Subject: City Auditorium AV RFP Recommendation

Mr. Dale;

This letter is to provide you with my recommendations in moving forward on the Auditorium AV and production systems upgrade project.

After reviewing and evaluating the 2 proposals that were received by the City, I am able to recommend one company to perform the work on the AV RFP. I recommend Advanced Lighting and Sound from Troy, MI to perform both scopes of work. I have included my scoring tabulation with comments attached to this letter. Here are the award amounts that I recommend:

Auditorium AV System 27 41 16.62	Amount \$ 69,416.50 (Base Bid)
Production System 27 41 00	Amount \$ 149,390.00 (Base Bid)
Alternate Number 1 for Tricaster	Amount \$ 595.00
Tightrope and CG320 HD Add	Amount \$ 15,244.00 (Per alternate with HD upgrade)
Portable Cart Add	Amount \$ 2,794.40 (Per quote #88604 proposed best value offer by the vendor)
Project Contingency	Amount \$ 23,743.99 (10%)
Project Total	\$ 261,183.89

This does not include any sales or use tax, if applicable. If you have any further questions or comments please feel free to contact me. Thank you for your time.

Sincerely,

Steve Robinson, CTS RCDD DMC-D, E  
Principal- Operation's and Engineering

## ATTACHMENT

### EVALUATION AND SCORING(Per City's Evaluation and Purchasing Process):

- 1. Qualifications and Experience**(Comments in Parenthesis)  
Advanced Lighting Point Score 3 (Provided more information on personnel that would be directly involved on this project)  
TEL Systems Point Score 2 (Provided minimum specification information)
- 2. Comparable Projects**  
Advanced Lighting Point Score 3 (Provided more than minimum requirements)  
TEL Systems Point Score 3 (Provided more than minimum requirements)
- 3. Capacity**  
Advanced Lighting Point Score 3 (Proximity and provided back up plan for production)  
TEL Systems Point Score 2 (Provided minimum specification information)
- 4. Work Plan**  
Advanced Lighting Point Score 2 (Provided minimum specification information)  
TEL Systems Point Score 1 (Did not get the feeling from the interview that the project would be completed during anticipated timeframe even though they provided a follow up work plan)
- 5. Warranties**  
Advanced Lighting Point Score 3 (Offered solutions for product failure and proximity)  
TEL Systems Point Score 2 (Provided minimum specification information)
- 6. Training and Support**  
Advanced Lighting Point Score 3 (Provided more than minimum requirements)  
TEL Systems Point Score 3 (Provided more than minimum requirements)
- 7. Cost Proposal**  
Advanced Lighting Point Score 3 (Less Cost- Base Bid Total \$218,806.50 with Alts \$237,439.90)  
TEL Systems Point Score 1 (More Cost- Base Bid Total \$264,662 with Alts \$325,992.00)

### POINT TOTALS:

**ADVANCED LIGHTING AND SOUND = 20**

**TEL SYSTEMS = 14**