

RFP Tabulation Spreadsheet	Audio Sentry Corporation					Security Designs Inc.					Simplex Grinnell LP				
Alarm Services	16276 E Thirteen Mile Road					14700 Farmington Hills Road, Suite 110					24755 Halsted Road				
RFP-RH-15-010	Roseville MI 48066					Livonia, MI 48154					Farmington Hills, MI 48335				
	586.294.4410					734.421.0077					248.427.5179				
	James Anderson					John Humenay					Jeff Kipp				
	Monthly Monitoring Fee for Burglar & Fire Alarm	Monthly Monitoring Fee Fire Alarm	Initial Alarm Set-up Fee with Dealer Codes Provided	Initial Alarm Set-up Fee If Dealer Codes NOT Provided	Monthly Fee to Provide Opening & Closing Reports Per Location	Monthly Monitoring Fee for Burglar & Fire Alarm	Monthly Monitoring Fee Fire Alarm	Initial Alarm Set-up Fee with Dealer Codes Provided	Initial Alarm Set-up Fee If Dealer Codes NOT Provided	Monthly Fee to Provide Opening & Closing Reports Per Location	Monthly Monitoring Fee for Burglar & Fire Alarm	Monthly Monitoring Fee Fire Alarm	Initial Alarm Set-up Fee with Dealer Codes Provided	Initial Alarm Set-up Fee If Dealer Codes NOT Provided	Monthly Fee to Provide Opening & Closing Reports Per Location
1 City Hall	\$45.00	n/a	N/C	N/C	\$10.00	\$40.00	n/a	\$55.00	\$110.00	\$5.00	\$36.00	n/a	\$35.00	\$75.00	Included
2 Fire Station #1	n/a	\$37.50	N/C	N/C	N/A	n/a	\$35.00	\$55.00	\$110.00	\$5.00	n/a	\$23.00	\$35.00	\$75.00	Included
3 Fire Station #2	n/a	\$37.50	N/C	N/C	N/A	n/a	\$35.00	\$55.00	\$110.00	\$5.00	n/a	\$23.00	\$35.00	\$75.00	Included
4 Fire Station #3	n/a	\$37.50	N/C	N/C	N/A	n/a	\$35.00	\$55.00	\$110.00	\$5.00	n/a	\$23.00	\$35.00	\$75.00	Included
5 Fire Station #4	n/a	\$37.50	N/C	N/C	N/A	n/a	\$35.00	\$55.00	\$110.00	\$5.00	n/a	\$23.00	\$35.00	\$75.00	Included
6 Fire Station #5	n/a	\$37.50	N/C	N/C	N/A	n/a	\$35.00	\$55.00	\$110.00	\$5.00	n/a	\$23.00	\$35.00	\$75.00	Included
7 DPS Facility	\$37.50	n/a	N/C	N/C	\$10.00	\$40.00	n/a	\$55.00	\$110.00	\$5.00	\$36.00	n/a	\$35.00	\$75.00	Included
8 Red House at Van Hoosen Farm	\$37.50	n/a	N/C	N/C	\$10.00	\$40.00	n/a	\$55.00	\$110.00	\$5.00	\$36.00	n/a	\$35.00	\$75.00	Included
9 Museum at Van Hoosen Farm	\$37.50	n/a	N/C	N/C	\$10.00	\$40.00	n/a	\$55.00	\$110.00	\$5.00	\$36.00	n/a	\$35.00	\$75.00	Included
10 Dairy Barn at Van Hoosen Farm	\$45.00	n/a	N/C	N/C	\$10.00	\$40.00	n/a	\$55.00	\$110.00	\$5.00	\$36.00	n/a	\$35.00	\$75.00	Included
11 Stoney Creek Schoolhouse	\$45.00	n/a	N/C	N/C	\$10.00	\$40.00	n/a	\$55.00	\$110.00	\$5.00	\$36.00	n/a	\$35.00	\$75.00	Included
12 Bloomer Park	\$45.00	n/a	N/C	N/C	\$10.00	\$40.00	n/a	\$55.00	\$110.00	\$5.00	\$36.00	n/a	\$35.00	\$75.00	Included
13 Borden Park Office	\$45.00	n/a	N/C	N/C	\$10.00	\$40.00	n/a	\$55.00	\$110.00	\$5.00	\$36.00	n/a	\$35.00	\$75.00	Included
14 Borden Park Maintenance Building	\$37.50	n/a	N/C	N/C	\$10.00	\$40.00	n/a	\$55.00	\$110.00	\$5.00	\$36.00	n/a	\$35.00	\$75.00	Included
15 Spencer Park Beach House	\$37.50	n/a	N/C	N/C	\$10.00	\$40.00	n/a	\$55.00	\$110.00	\$5.00	\$36.00	n/a	\$35.00	\$75.00	Included
16 Spencer Park Boat House	\$45.00	n/a	N/C	N/C	\$10.00	\$40.00	n/a	\$55.00	\$110.00	\$5.00	\$36.00	n/a	\$35.00	\$75.00	Included
17 Oakland County Sheriff's Office	n/a	\$45.00	N/C	N/C	N/A	n/a	\$35.00	\$55.00	\$110.00	\$5.00	n/a	\$23.00	\$35.00	\$75.00	Included
TOTALS	\$457.50	\$232.50	\$0.00	\$0.00	\$110.00	\$440.00	\$210.00	\$935.00	\$1,870.00	\$85.00	\$396.00	\$138.00	\$595.00	\$1,275.00	\$0.00
Administrative Fee/Markup when using subcontractors	Do not generally use subcontractors					None					20%, Simplex Grinnell does not foresee using any sub contractors.				
Provide List of other reports and include costs Y/N	(left blank)					Yes, Cost to be determined by the site frequency of the reports					No				
Emergency Contacts:	Provided					Provided					Provided				
Any other charges Y/N	Yes					No					No				
If yes, identify and include costs:	Downloaded chargers \$25; may include code changes, deletions or add-ons					(blank)									
Comments:	Downloaded chargers may include code changes, deletions or add-ons														
All labor rates for each additional hour billed in 1/4 hrs															
Scheduled Service Calls/Normal Business Hours															
Labor Rate \$____/1st hr including trip charge	\$125					\$115					\$127.50				
\$____ each add'l hour billed in 1/4 hrs	\$20					\$75					\$31.87				
How are trip charges calculated, define:	Fixed Rate to get ASC vehicle from point A to point B. Point A is wherever vehicle on call is located					Labor, vehicle expense and first hour of service					No trip charges				
If service is performed at more than one City bldg on same day, will just one trip charge be incurred? Explain.	One trip fee will be charged but labor will continue as long as ASC is involved with various locations needing service.					If on location, no service charge, but if called back at after leaving, then an additional trip charge will be incurred.					No trip charges				
Telephone Support Calls:															
Rate \$____/per 1/2 hour	N/C					\$20					No charge				
Rate \$____/per 1/4 hour additional	N/C					\$10					No charge				
Emergency Service Calls/After Hours															
Labor Rate \$____/1st hr including trip charge	\$220					\$115					\$127.50				
\$____ each add'l hour billed in 1/4 hrs	\$170; if second man is needed; his 1st hr is \$127.50, second hour is same but billed in 15 minute increments.					\$75					\$31.87				
How will the City be charged for materials: explain	Net 30 days					Materials are charged at cost plus a mark up on the materials.					List less 20%				
If mark up - percentage over wholesale?	\$0-\$75 - 50%; \$75-\$200 - 35%; \$102 and up - 20%					30%					(left blank)				
Acknowledged prices remain firm through contract	Acknowledged					Acknowledged					Acknowledged				
Other costs not addressed? Y/N	No					No					No				
If yes explain:	(left blank)					(left blank)					(left blank)				
PRICING CCTV & Access Control pricing															
Will pricing be different than above? Y/N	No, same pricing as above					No, same pricing as above					No, same pricing as above				

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RFP-RH-15-010	16276 E Thirteen Mile Road	14700 Farmington Hills Road, Suite 110	24755 Halsted Road
	Roseville MI 48066	Livonia, MI 48154	Farmington Hills, MI 48335
	586.294.4410	734.421.0077	248.427.5179
	James Anderson	John Humenay	Jeff Kipp
VENDOR QUESTIONNAIRE			
Firm Established/ years in business	1959	1995	original 1865 / current 2000
Website	www.audiosentry.com	www.securitydesigns.com	www.simplexgrinnell.com
Type of Organization	Corporation	Corporation	Partnership
Years providing these types of services	56 years	20 years	150+ years
Full time employees/ Part time employees	34 full time / 2 part time	10 full time / 10 part time	10,000 nationally; 110 locally full time and 0 part time
Provided required UL Certificate?	Yes	Yes	Yes
Identify categories that apply to your certificate:			
Central Station Fire Alarm (UUFx)	Yes	Yes	(left blank)
Local, Aux, Remote Ste or Prop Fire Alarm (UUJS)	(left blank)	No	Yes
Mercantile Burglar Alarm (CVSG)	Yes	No	(left blank)
Central Station Burglar Alarm (CPVX)	(left blank)	No	(left blank)
National Industrial Security Systems (CRZH)	(left blank)	No	(left blank)
Monitoring Stations National Industrial Sec Syst (CRZM)	(left blank)	No	(left blank)
Residential Alarms (CVWY)	(left blank)	No	(left blank)
Bank Alarms (CPRH)	(left blank)	No	(left blank)
Provided copy of Master Elec or Licensed Fire Alarm Contractor through the Michigan Dept of Labor Y/N	Yes	Yes, to be provided upon award	Yes
Experience & financial capability to carry out contract:	Audio Sentry carries the proper licenses and technicians and been in the alarm business for 56 years.	Security Designs has been in business since 1995 and consider the financial information to be proprietary but will submit any info prior to award of the contract.	Simplex has been a fire alarm manufacturer for over 75 years. Grinnell developed the first automatic sprinkler 150 years ago. Monitoring Central station is over 50 years old and have 170 locations in the US alone.
Describe your central monitoring facility:	UL listed central station located at 31807 Utica Road, Fraser, MI 48026; owned and operated by Audio Sentry Corp.	Michigan Monitoring, 27215 Southfield Rd., Lathrup Village, MI 48075	Dual-linked monitoring facilities in Florida and Colorado. If a catastrophic event occurs in one area, the other site automatically picks up. Receive signal and act within 20 seconds. Daily dialer test is to an 800 number. Have over 10,000 monitoring customers and only handle commercial and industrial users (no residential).
Five references (include municipal)	Provided	Provided	Provided
Subcontractors; charges & wages, etc:	Do not generally use subcontractors	Will not be using Subcontractors for this project	None for this service
A. Work Plan (describe how transition will take place)	Transition is not necessary, Audio Sentry already monitors RH facilities	Security Designs will meet with City's representative to discuss a transition plan. Shall seek to change out 3 sites per day, assigning account numbers, transfer the panels to their monitoring system, confirm signals, verify contact info, program and test.	Will schedule each site with the City's identified contact.

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		Roseville MI 48066		Livonia, MI 48154		Farmington Hills, MI 48335			
		586.294.4410		734.421.0077		248.427.5179			
		James Anderson		John Humenay		Jeff Kipp			
B. Timeline for transition & start-up:		See "A"		The time line for the transition and start up is 15 days		Based on the city's requested start up date, would complete all within 3 days			
C: Will programming be done onsite or remotely:		Onsite should not be required unless an existing control cannot be contacted for download		Shall program all locations on site in order to make a smooth transition.		On site			
Other value added services offered:		Locksmith, GPS Vehicle Tracking		Design and Consultant Services; Price estimates, CCTV, Access Control / Intercom Systems		Offer complete inspection and testing services for fire alarm, sprinkler, extinguishers, kitchen hood and special hazard suppression.			
How many miles is your facility from RH:		15		34 miles		(left blank)			
Response Time for Routine Services		Audio Sentry will usually provide next day service unless requested otherwise.		24 hour response		2 hour call back; typically onsite following day			
Response Time for Emergency/after hrs procedures		Audio Sentry will usually provide .5 - 1.0 hours, often sooner		2 hour response		4 hours onsite			
List employee certifications held:		Provided		To be provided upon award of contract		Provided			
Warranty work/guarantee parts, labor &/or installation:		One year parts and labor on new installations, manufacturer warranty may exceed, Shipping and handling after ASC Warranty is additional		Shall provide a 1 year parts and labor warranty for the City of Rochester Hills		90 days (no)			
Can you meet City's insurance requirements:		Yes		Yes		Yes			
Provided a completed W-9:		Yes		Yes		Yes			
Provided signed Hold Harmless:		Yes		Yes		Yes			
Exceptions, substitutions or deviations:		(left blank)		None		(left blank)			
Additional comments:		City must sign Audio Sentry Monitoring Agreement - insurance company requires it for coverage. PO from City is not sufficient nor is any agreement city may require to be signed. Must have Audio Sentry Agreement in place.		(left blank)		(left blank)			

Tabulation Spreadsheet	Fire Pros, Inc.					Weber Security Group, Inc.				
rm Services	2710 Northridge Drive, Suite F					95 South Rose Street, Suite A				
P-RH-15-010	Grand Rapids, MI 49544					Mount Clemens, MI 48043				
	800.968.2871					586.582.0000				
	Bob Proos					William D. Weber, Jr.				
	Monthly Monitoring Fee for Burglar & Fire Alarm	Monthly Monitoring Fee Fire Alarm	Initial Alarm Set-up Fee with Dealer Codes Provided	Initial Alarm Set-up Fee If Dealer Codes NOT Provided	Monthly Fee to Provide Opening & Closing Reports Per Location	Monthly Monitoring Fee for Burglar & Fire Alarm	Monthly Monitoring Fee Fire Alarm	Initial Alarm Set-up Fee with Dealer Codes Provided	Initial Alarm Set-up Fee If Dealer Codes NOT Provided	Monthly Fee to Provide Opening & Closing Reports Per Location
City Hall	\$25.00	n/a	\$80.00	\$160.00	\$15.00	\$19.00	n/a	\$0.00	\$0.00	\$0.00
Fire Station #1	n/a	\$25.00	\$80.00	\$160.00	\$15.00	n/a	\$19.00	\$0.00	\$0.00	\$0.00
Fire Station #2	n/a	\$25.00	\$80.00	\$160.00	\$15.00	n/a	\$19.00	\$0.00	\$0.00	\$0.00
Fire Station #3	n/a	\$25.00	\$80.00	\$160.00	\$15.00	n/a	\$19.00	\$0.00	\$0.00	\$0.00
Fire Station #4	n/a	\$25.00	\$80.00	\$160.00	\$15.00	n/a	\$19.00	\$0.00	\$0.00	\$0.00
Fire Station #5	n/a	\$25.00	\$80.00	\$160.00	\$15.00	n/a	\$19.00	\$0.00	\$0.00	\$0.00
DPS Facility	\$25.00	n/a	\$80.00	\$160.00	\$15.00	\$19.00	n/a	\$0.00	\$0.00	\$0.00
Red House at Van Hoosen Farm	\$25.00	n/a	\$80.00	\$160.00	\$15.00	\$19.00	n/a	\$0.00	\$0.00	\$0.00
Museum at Van Hoosen Farm	\$25.00	n/a	\$80.00	\$160.00	\$15.00	\$19.00	n/a	\$0.00	\$0.00	\$0.00
Dairy Barn at Van Hoosen Farm	\$25.00	n/a	\$80.00	\$160.00	\$15.00	\$19.00	n/a	\$0.00	\$0.00	\$0.00
Stoney Creek Schoolhouse	\$25.00	n/a	\$80.00	\$160.00	\$15.00	\$19.00	n/a	\$0.00	\$0.00	\$0.00
Bloomer Park	\$25.00	n/a	\$80.00	\$160.00	\$15.00	\$19.00	n/a	\$0.00	\$0.00	\$0.00
Borden Park Office	\$25.00	n/a	\$80.00	\$160.00	\$15.00	\$19.00	n/a	\$0.00	\$0.00	\$0.00
Borden Park Maintenance Building	\$25.00	n/a	\$80.00	\$160.00	\$15.00	\$19.00	n/a	\$0.00	\$0.00	\$0.00
Spencer Park Beach House	\$25.00	n/a	\$80.00	\$160.00	\$15.00	\$19.00	n/a	\$0.00	\$0.00	\$0.00
Spencer Park Boat House	\$25.00	n/a	\$80.00	\$160.00	\$15.00	\$19.00	n/a	\$0.00	\$0.00	\$0.00
Oakland County Sheriff's Office	n/a	\$25.00	\$80.00	\$160.00	\$15.00	n/a	\$19.00	\$0.00	\$0.00	\$0.00
TOTALS	\$275.00	\$150.00	\$1,360.00	\$2,720.00	\$255.00	\$209.00	\$114.00	\$0.00	\$0.00	\$0.00
Administrative Fee/Markup when using subcontractors	N/A					Weber Security Group does not use sub contractors				
Provide List of other reports and include costs Y/N	No					Yes				
Emergency Contacts:	Provided					Provided				
Any other charges Y/N	No					No				
If yes, identify and include costs:										
Comments:	If for some reason reprogramming of an alarm panel is not possible if the codes are not provided, then the panel may require replacement					(left blank)				
All labor rates for each additional hour billed in 1/4 hrs										
Scheduled Service Calls/Normal Business Hours										
Labor Rate \$ ___/1st hr including trip charge	\$125					\$120				
\$ ___each add'l hour billed in 1/4 hrs	\$80					\$60				
How are trip charges calculated, define:	One set fee of \$45 per trip					Trip Charge is \$60 and covers vehicle driving expense, there is not a charge for drive time.				
If service is performed at more than one City bldg on same day, will just one trip charge be incurred? Explain.	Only one trip fee will e invoiced per service day for City buildings					There will be only one trip charge.				
Telephone Support Calls:										
Rate \$ ___/per 1/2 hour	No Charge					\$0.00 no charge				
Rate \$ ___/per 1/4 hour additional	No Charge					\$0.00 no charge				
Emergency Service Calls/After Hours										
Labor Rate \$ ___/1st hr including trip charge	\$125					\$170				
\$ ___each add'l hour billed in 1/4 hrs	\$80					\$90				
How will the City be charged for materials: explain	Will charge 30% above part costs					Materials / Parts will be billed for new parts at 20% above Cost (wholesale price), unless the items are replacements that are covered under warranty, in which there would be no charge.				
If mark up - percentage over wholesale?	Yes, 30%					Yes, 20%				
Acknowledged prices remain firm through contract	Acknowledged					Acknowledged				
Other costs not addressed? Y/N	No					No				
If yes explain:	Will not charge for any additional truck fees, equipment disposal fees or certification fees					(left blank)				
PRICING CCTV & Access Control pricing										
Will pricing be different than above? Y/N	No, same pricing as above					No, same pricing as above				

Tabulation Spreadsheet		
Services	Fire Pros, Inc.	Weber Security Group, Inc.
P-RH-15-010	2710 Northridge Drive, Suite F	95 South Rose Street, Suite A
	Grand Rapids, MI 49544	Mount Clemens, MI 48043
	800.968.2871	586.582.0000
	Bob Proos	William D. Weber, Jr.
VENDOR QUESTIONNAIRE		
Firm Established/ years in business	1984	2001
Website	www.firepros.com	www.webersecurity.com
Type of Organization	Corporation	Corporation
Years providing these types of services	20+ years	13 years
Full time employees/ Part time employees	92 full time / 6 part time	11 full time / 4 part time
Provided required UL Certificate?	Yes	Yes
Identify categories that apply to your certificate:		
Central Station Fire Alarm (UUFX)	Yes	Yes
Local, Aux, Remote Ste or Prop Fire Alarm (UUJS)	Yes	No
Mercantile Burglar Alarm (CVSG)	Yes	Yes
Central Station Burglar Alarm (CPVX)	Yes	No
National Industrial Security Systems (CRZH)	Yes	No
Monitoring Stations National Industrial Sec Syst (CRZM)	Yes	No
Residential Alarms (CVWY)	Yes	No
Bank Alarms (CPRH)	No	No
Provided copy of Master Elec or Licensed Fire Alarm Contractor through the Michigan Dept of Labor Y/N	Yes	Yes
Experience & financial capability to carry out contract:	Fire Pros is a large fire protection company (approx. \$10 million worth of annual business) that has (60) service technicians on the road throughout the state of Michigan to service a vast customer base.	Weber Security Group has a trained internal support staff to compliment the factory trained and certified field service technicians who have met and surpassed the challenges given to them by their satisfied clients. By having live customer service representatives and service techs available 24hr / 365 days/year, Weber can guarantee their customers will always be able to rely on them for any security needs. Additionally, keep a fully stocked inventory at main office and on all of their service vehicles to eliminate down time created by any product failure.
Describe your central monitoring facility:	Central Monitoring facility is Criticom their branch office for this service is located in Manasaquan, New Jersey.	In an effort to maintain an impeccable dispatch and alarm signal processing, Weber Security Group entrust Michigan Monitoring Service, based in Troy, MI to perform the Central Station operations. Maintain a very close relationship with them that allows them to keep hands-on with all activities related to Central Station. Process all data modifications and have complete control to oversee and ensure that all operations at the Central Station are being conducted to not only UL requirements but to Weber Security Group's customer's preferred method and procedure (as allowed by the standards set in place by Underwriters' Laboratories).
Five references (include municipal)	Provided	Provided
Subcontractors; charges & wages, etc:	(Vendor did not include page with submittal)	Weber Security Group does not hire or use subcontractors. They have on staff in-house all trades, including master electrician.
A. Work Plan (describe how transition will take place)	(Vendor did not include page with submittal)	Weber Security Group proposes executing the project in the following manner to accomplish the changeover in a relatively quick fashion: First, they will meet with the primary contacts who will have the ability to identify the preferred order to go in for changing the monitoring, then identify the times that are preferred to access the sites and solidify a schedule with the City's representative. Next would be to obtain complete information (written/typed) to ensure all information is correct including Zone, Users, Contact, etc...; Next they will dedicate two field technicians and one office staff member to work together to go to each site, program the panel, set up the downloading (remote programming) test all zones and signals to Central Station. Will note any deficiencies, worn or damaged parts and will provide a written report. After each system is changed, it will be immediately active and monitored prior to the technicians leaving the site, to eliminate any unprotected sites at any time. After all sites are programmed, will prepare an activity report to the City to ensure and demonstrate all signals are being received. Will then revisit each site and retest and inspect for any abnormalities or problems; to ensure that all systems are operating optimally.

P Tabulation Spreadsheet					
rm Services		Fire Pros, Inc.		Weber Security Group, Inc.	
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		Grand Rapids, MI 49544		Mount Clemens, MI 48043	
		800.968.2871		586.582.0000	
		Bob Proos		William D. Weber, Jr.	
B. Timeline for transition & start-up:	(Vendor did not include page with submittal)			Depending on the preferences of the City for scheduling, Weber Security Group is confident that the entire process for all 17 sites can be completed in five (5) days period or less.	
C: Will programming be done onsite or remotely:	(Vendor did not include page with submittal)			Following the completion, all further data changes will be performed remotely.	
Other value added services offered:	(Vendor did not include page with submittal)			Complete Security Solution Company. Provide sales, service, installation, repair in the following: Locksmith Services, Card Access/Electronic Access Control, CCTV/Analog & Digital Video Surveillance, Guard Services, Safes, Vaults, Professional Investigation Services.	
How many miles is your facility from RH:	(Vendor did not include page with submittal)			17 miles	
Response Time for Routine Services	(Vendor did not include page with submittal)			Same day service can always be provided. Depending on the severity of the issue, can dispatch a technician within an hour. Next day service can be provided for any non-critical issues. Can always be determined at the time of the request to best satisfy the particular scenario.	
Response Time for Emergency/after hrs procedures	(Vendor did not include page with submittal)			Within 1 - 4 hours	
List employee certifications held:	(Vendor did not include page with submittal)			Provided	
Warranty work/guarantee parts, labor &/or installation:	(Vendor did not include page with submittal)			Warranty on Honeywell Products is 12 months or one year from date code on product. Weber Security Group extends all manufacturer warranties to meet a minimum of two years from the day the product was installed. All services provided by Weber Security Group including any installations is also warranted for two years. All products installed will also be stocked at facility in Mt. Clemens in order to replace any product installed without waiting for ordering/shipping, to back their 24 hour response time.	
Can you meet City's insurance requirements:	(Vendor did not include page with submittal)			Yes	
Provided a completed W-9:	(Vendor did not include page with submittal)			Yes	
Provided signed Hold Harmless:	(Vendor did not include page with submittal)			Yes	
Exceptions, substitutions or deviations:	(Vendor did not include page with submittal)			None needed	
Additional comments:	(Vendor did not include page with submittal)			None needed	