RFP-RH-20-021
Fire Station Alerting System Update

	Bryx, Inc. 120 East Avenue, Suite 300 Rochester, NY 14604	APS Firehouse Alerting 1100 Business Pkwy S. Suite 2 Westminster, MD 21157
Cover Letter/Executive Summary	Bryx offers a full featured, cloud-based fire station alerting/automation solution. Designed as a fully turn-key, self-install product, was developed to interface with fire stations' existing audio infrastructure.	Utilizes existing station amplifiers and speakers if compatible and adequate for use. The system does not require the development or use of a bi-directional interface, saving the City costly custom development fees.
Profile of Firm	Is a private corporation, founded in 2013, and has been developing software and technologies for public safety automation and innovation, specifically emergency notification. Has 16 employees that operates out of Rochester, New York.	APS Firehouse Alerting was established in 2008 and has over 100 fire station alerting systems installed throughout the U.S. Has seven full-time and four part-time employees. Project Mgmt., warehousing of equipment, development, and manufacturing takes place at their office in Maryland.
Qualifications an Experience	Has successfully designed, configured, and installed multiple fire station alerting systems and a mobile alerting application for fire departments across the country, specifically with fire departments in Oakland County, along with the City of Detroit and other participating agencies in Wayne County.	Recognized and leading provider of fire/rescue station alerting systems throughout the US. APS alerting system include individual fire/rescue stations of many sizes, through countywide implementations involving over 50 stations.
Proposed Team	Proposed team information is in response.	Project manager will be assigned who will lead and coordinate each alerting system installation.
Proposed Product/Services/Recommendations	Is a turn key solution, shipped from Rochester, New York as a preconfigured package. List of items included is included in response. Bryx is fully designed to take advantage of the existing City infrastructure with the City's Fire Department. Is currently integrated with the Oakland County Clemis CAD, receiving data via a pull-loop, sent at a request interval of every 3 seconds.	Alerting system will provide standard non-emergency and emergency display information, and alerting system features across all fire/rescue stations. Compliance with NFPA 1221, standard installation, maintenance, and use of emergency services communications systems, automated text-to-speech of incident dispatch information over each fire station's public address system. Standardized audible and visual alerting and display of incident information. Shared non-emergency information among all fire/rescue stations.
Warranty and Maintenance	Provides unlimited warranty for as long as a maintenance agreement is in place. If system fails or malfunctions for any reason whatsoever, they will provide a replacement unit free of charge; and whenever possible, the replacement will be shipped overnight with next day delivery. Provides technical support at all hours, with on-call engineers scheduled for rotating shifts on weekend hours. Support tickets can be filled by City via phone or email. All system software updates can be sent to all FSAS systems from their headquarters in New York via wireless IP network/Ethernet. Provides maintenance programs for software with regular diagnostic testing and software cleanup as a preventative and corrective approach.	Will replace or repair, at its option, any part that is proven to be defective in material or workmanship under normal use during the applicable warranty period. Warranty repairs and replacements will be made without charge for parts or labor. Anything under warranty becomes the property of APS. APS Controller - 36 month warranty FAST Server - 36 month warranty APS Field Devices - 36 month warranty Labor - 12 months City will have the option to purchase extended warranties for any APS provided hardware.
Firm Capability	Has installed in a multitude of fire departments across the Detroit, Michigan area. Bryx 911 mobile alerting is set up with 20 separate emergency response agencies within Oakland County.	Ownership and principal sales and project management is provided by experienced APS employees with over 85 years of combined fire service experience.
Team Qualifications	Team qualification are listed in response.	Team profiles are listed in response.
Cost and Work Hours	Please see "pricing" sheet.	Please see "pricing" sheet.
Additional Information	Left blank	
Exceptions		Please see list of exceptions.

Fire Station Alerting System Upgrade
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	BRYX, Inc.		BRYX, Inc.			Automated Protection Systems, Inc.			
	120 East Ave., Suite 300		120 East Ave., Suite 300			DBA APS Firehouse Alerting			
	Rochester, NY 14604		Rochester, NY 14604			1100 Business Pkwy S Suite 2			
			Negotiated Pricing			Westminster, MD 21157			
Lump Sum Not to Exceed	$220,086.44		$175,699.22			Lump Sum Not to Exceed	$399,164.20		
							Hours	Hourly Rate	Ext. Cost
Self Install Total Yr 1 All Stations	$168,576.32					Local business for installation	$170.00 per hour for two people		
Self Install Total 3 Yrs All Stations	$197,586.44								
Optional Install 1 Yr All station w/ install	$191,076.00		$149,322.34			Departmental HQ Alerting System			$71,581.84
Optional Install 3 Yr All station w/ install	$220,086.44		$175,699.22			Station 2 Alerting System			$71,581.84
						Station 3 Alerting System			$71,581.84
						Station 4 Alerting System			$71,581.84
						Station 5 Alerting System			$71,581.84
						Communications Ctr. Equipment and Hardware			$33,755.00
						On-Site Project Station Surveys, Project Scope			$7,500.00

Description of Services	Hours	Hourly Rate	Ext. Cost	Unit Cost	Qty	Ext. Cost	Optional Services	Unit of Measure	Unit Cost	Ext. Cost
Conference Calls	28	$115.00	$3,220.00	Deleted	$115.00		Annual Systems Maintenanc Prgm.	per station	$2,500.00	$12,500.00
RFP Review	15	$115.00	$1,725.00	Deleted	$115.00		Bi-Directional Interface with CLEMIS CAD		$30,000.00	$30,000.00
RFP Questions and Addenda	1.5	$115.00	$172.50	Deleted	$115.00					
RFP Proposal	12	$115.00	$1,380.00	Deleted	$115.00					
Travel	52	$115.00	$5,980.00	Deleted	$115.00		**Total Cost for 1 Year**			**$399,164.20**
Training	2	$115.00	$230.00	Deleted	$115.00		**2 years Maintenance**			**$25,000.00**
Installation	20	$115.00	$2,300.00	Deleted	$115.00		**Total Cost for 3 year**			**$424,164.20**
Delegation of Tasks and Resources	8	$115.00	$920.00	Deleted	$115.00					
Project Plan	20	$115.00	$2,300.00	Deleted	$115.00					
Configuration	40	$115.00	$4,600.00	Deleted	$115.00					
Inventory and Packaging	8	$115.00	$920.00	Deleted	$115.00					
Equipment (Station 1-5)				$ 23,176.10	5	$ 115,880.50				
Equipment Radio Integration				$ 10,000.00	1	$ 10,000.00				
Misc Equipment (fittings, cables, etc)				$ 9.90	6	$ 59.40				
Axon GPIO				$ 999.00	6	$ 5,994.00				
Authorized Installer				$ 700.00	5	$ 3,500.00				
Authorized Installer				$ 400.00	1	$ 400.00				
Shipping				$ 50.00	6	$ 300.00				
Yearly Service Fee (10% of fees)				$ 2,417.51	5	$ 12,087.55				
Yearly Service Fee (10% of fees)				$ 1,100.89	1	$ 1,100.89				
Total Year 1 Cost						$ 149,322.34				
2 Years Maintenance				$ 13,188.43	2	$ 26,376.86				
Total Year 3 Cost						$ 175,699.20				
Hourly Rate	$115.00						Hourly Rate	$90.00		