

RFP-RH-17-005	Kubica Corporation	Process Control & Instrumentation (PCI) LLC
Management, Integration, Upgrade and Repair of City's SCADA System	22575 Heslip Novi, MI 48375	840 W. Milwaukee Detroit, MI 48202
Firm Established:	1995	2000
Years in Business:	22	17
Type of Organization:	Corporation	Other
How many years providing preventative and repair services for SCADA systems?	Since 1999 Kubica has furnished and serviced SCADA/process control systems for industrial and municipal customers. To date Kubica Corp has been engaged in over 1,000 jobs with approximately 50 customers. Their partner firm, Martin Control Services, has over 25-year history of providing maintenance and repair services to the water/wastewater industry, especially to municipal utilities.	For the past 16+ years they have served the water and wastewater industry. They are one of Southeast Michigan's largest water supply system integrators. Has a large pool of experienced Engineers, Designers, Technicians, Network and Database/Historian Designers, radio and control system experts.
Organizations capabilities/knowledge as it relates to SCADA System.	Kubica doesn't have formal certifications. They rely on experience, careful mentoring and incentives to excel. They have 11 electrical engineers on staff, plus a few electrical technicians.	PCI was instrumental in the development, programming and integration for the City of Detroit water and sewage department wide instrumentation, control and computer systems Program II with real-time monitoring and control of the water and waste water operations. They currently provide ongoing maintenance to SCADA Systems and related equipment at GLWA.
Organizations capabilities/knowledge as it relates to water and wastewater industry:	Their senior staff gained much of their early controls & instrumentation experience & expertise in the water/waste water industry. They have developed techniques to aid system maintenance, minimize the difficulties that are typical for anyone who owns a PLC-based SCADA system. Kubica maintains a library of backup copies of PLC programs for their clients.	One of Southeast Michigan's largest water supply system integrators who has served water and wastewater industry extensively for the past 16+ years.
How many public sector clients has company served:	Four governmental clients. List provided.	Six governmental clients. List provided.
Provide list of clients served within the last three (3) years.	List provided.	List provided.
How many Full-Time Employees:	35 Kubica 5 Martin	25
How many Part-Time Employees:	2 Kubica 2 Martin	0
How many Contracted Employees:	1 Kubica	3

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Resources you are capable of bringing to the City?	Owners of Kubica and Martin are working owners. For calibrating & servicing your waters meters, they have arranged the services of SLC meters of Pontiac. Description of key personnel is included in response. Most of Kubica Corp's employees are Electrical Engineers, plus a couple of technicians. Kubica engineers have working on SCADA systems and controls for municipal clients.	Staff that will be working on project are Hassan Ajami as project manager, Phong Yang instrumentation installation and maintenance, calibration and repair services, and Paul Witt as System Engineer. Detailed description of their experience and education is stated in vendor response.
Subcontractors being utilized? If so, provide list.	Martin Control Services SLC Meter Description of their qualifications included.	No.
Describe methods of communication:	They meet the preferences of their clients for methods and technologies for communication. Meetings, email, phone, cell phone, text messages, etc. Many forms of communication are listed in response.	Project manager will be single point of contact and Phong Yang will be contact for all maintenance calls/support. PCI will provide City with phone number to call and receive corrective action over the phone. If corrective action can not be provided over the phone, a technician will be notified to provide immediate service to location. The phone will be carried by technician 24 hours per day.
Type of telephone support company can provide?	They carry smart cellphones, generally, wherever they are and at all times. They are available almost anytime you need to call. Normal office hours are M-F, they have flex time so they are staffed between 7:30 am to 6:00 pm. They work off-hours, weekends, and holidays. Engineers and techs are available 24/7/365 via cell phone.	Provide consultation over the phone to assist City's Representative in trouble shooting the problem. Provide the City's representative with appropriate immediate corrective measures to fix the problem. If the issue cannot be resolved over the phone, and engineer will be scheduled to provide the corrective maintenance service the next day.
Do consultants have the ability to work remotely?	Yes. City of Rochester Hills uses LogMeIn to allow access to SCADA serves and work stations. Any computer that is hooked to the internet has the ability to gain remote control of the SCADA system.	Programmers have the ability to work remotely should it be needed. Depending on the type of support needed in order to better support the PCI staff will be on site at the City's location.
Attach copy of preventative maintenance contract.	Contract is custom to each customer.	Sample is in response.
What are billing procedures?	Bill monthly, Terms are Net 30.	Billing procedures are based on individual contract requirements. Typically bill at the end of each month for service provided.

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Provide recommendations for program to achieve the serves as outlines in document.	They have a number of suggestion that they believe would help get more out of SCADA system including it's Utilinet Radio Network. Response states multiple suggestions.		Recommends that the City procure the right firm with the right experience. Their experience is highlighted in RFP response.	
<b>Cost Proposal</b>	<b>Staff Category</b>	<b>Hourly Rates</b>	<b>Staff Category</b>	<b>Hourly Rates</b>
			Project Manager	\$127.92
			SCADA System Lead	\$112.99
			PLC Programmer	\$85.28
			Process Control Engineer	\$85.28
			Instrumentation/Maintenance Lead	\$106.60
			Network Engineer	\$85.28
			Jr. Tech	\$63.96
			Sr. Tech	\$74.64
			Technician Helper	\$38.38
			Electrician	\$106.60
			RF Engineer	\$106.60
			Radio Programmer	\$74.62
			QA/QC	\$74.62
			Admin.	\$46.90
			Wireless Engineer	\$89.54
			Tower Climber	\$74.62
	<b>Subcontracted Categories</b>	<b>Hourly Rates</b>	<b>Subcontracted Categories</b>	<b>Hourly Rates</b>
			N/A	
	<b>Other (Identify)-All Prices are for Year 1</b>	<b>Rates</b>	<b>Other (Identify)</b>	<b>Rates</b>
	Preventative Maintenance-Yr. 1	\$158.00	Bucket Truck and Operator	\$250.00
	Programming-Yr. 1	\$121.00	Aerial Lift and Operator	\$265.00
	Calibration-Yr. 1	\$163.00		
	Cost for Repair-Yr. 1	\$168.00		
	Installation of Equipment-Yr. 1	\$168.00		
	All Materials/Parts-cost plus % of profit	15%		
	Urgent Services-Yr. 1	\$168.00		

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	Emergency Services-Yr. 1	\$197.00
	After Hours Services-Yr. 1	\$184.00
	Traffic Control & Confined space entry	\$150.00
	**Vendor response provided pricing for years 1-5 for above items.	
Exceptions to the Cost Proposal or RFP in general?	Vendor has 11 exceptions to the RFP including prices for Martin Control Services and SLC Meters.	None.
Preferred Method of Payment	ACH or Credit Card	Check