

Design, Fabricate, and Install LED/Monument Sign at Fire Stations RFP-RH-19-054	Universal Sign, Inc. 5001 FalconView Ave., SE Grand Rapids, MI 49512	Veres Environmental Graphics and Signs 749 Sherbrooke Commerce, MI 48382
Firm Established:	1994	2012
Years in Business:	25	7
Type of Organization:	Corporation	Corporation
How many years providing services requested in this RFP?	25 years.	Has been providing signage and LED displays since the company was founded in 2012. Both Chuck and Jonathan have been consulting, selling, and servicing LED displays and municipal signs for over 30 years. Have in depth experience from simple sign installations to large complex multi-sign stadium and auto show projects.
List five (5) contract for monument signs that you have successfully completed. Include Public Sector Clients.	Avondale School District Dearborn School District Jefferson Barracks VA Hospital Campus City of Novi Civic Center Message Center City of Fenton Northwood University	Van Buren Township DDA Park St. Mary Cause of Our Joy Village of Lake Orion City of Novi Hillside Apartments
Provide qualifications and experience of staff proposed for this project.	Provided.	Provided.
Experience in designing, fabricating and installing monument signs? Please explain and provide examples.	"Please visit their website at www.universalsignsystems.com "	Has designed, fabricated, and installed multiple monuments for both the private and public sectors. Have worked closely with designers and planners on projects such as Lake Orion and Clinton River Trail.
Full-Time employees:	28	1
Part-Time employees:	0	0
Recommendations for successful completion of the project meeting the City's objectives.	Full communication on design revisions and color samples to ensure project is completed timely and successfully.	Recommendation networking all the LED displays onto a single web-based solution such as a ScreenHub or Venus Control Suite so all City signs are controllable from the cloud by multiple users.
Outline your work plan for this project, including describing how communications to the signs will be established and milestones.	2 weeks design and sample submittals 2 weeks design and sample approvals 5-6 weeks production and material deliveries 1 week for base installation to happen at 5 week mark in production schedule 1 week following production completion, signs will be installed	Phase 1 - Design and Development Phase 2 - Implementation Under each Phase in response is detailed description.

Design, Fabricate, and Install	Universal Sign, Inc.	Veres Environmental Graphics and Signs
LED/Monument Sign at Fire Stations	5001 FalconView Ave., SE	749 Sherbrooke
RFP-RH-19-054	Grand Rapids, MI 49512	Commerce, MI 48382
Will subcontractors be used? If so, identify.	Karsten Masonry-Masonry Bases. Has completed over 200 bases for Universal Sign, Inc. They have used them in Michigan and as far as Dallas, TX.	Signature Services-Stone/Footing/Masonry Toledo Sign Company-Sign cabinet fabrication and installation Cirrus LED/Daktronics-LED Sign Fabrication Roman Stone Works-Limestone Fabrication
Approximate time frame for completion of the project?	2 weeks after award for drawings/color samples 5-6 weeks production after approvals	Phase One- 2-3 weeks for Design and Development Phase Two- Implementation 6-10 weeks
Describe the warranty for the project. Please provide a copy of written warranty.	1 year warranty on sign cabinets and lighting 5 year parts and labor on message center components	LED Display: Full 5 year parts and labor warranty Sign Lighting: Full 5 year parts warranty, 2 year labor warranty Sign Cabinet: 1 year warranty Note: Acts of god and vandalism are not covered under the warranty.
Can your company meet insurance requirements?	Yes	Yes

Design, Fabricate, and Install		
LED/Monument Sign at Fire Stations	Universal Sign, Inc.	Veres Environmental Graphics and Signs
RFP-RH-19-054	5001 FalconView Ave., SE	749 Sherbrooke
	Grand Rapids, MI 49512	Commerce, MI 48382
Cost Proposal		
Fire Station #1 LED Monument Sign		
Design Services (Sign to be same as City Hall)	Included in Fabrication	\$1,500.00
Fabrication Services	\$47,600.00	\$48,987.00
Installation Services	\$1,150.00	\$3,000.00
Total Cost Fire Station #1 LED Sign	\$48,750.00	\$53,487.00
Fire Station #4 LED Monument Sign		
Design Services (Sign to be same as City Hall)	Included in Fabrication	\$1,500.00
Fabrication Services	\$47,600.00	\$48,957.00
Installation Services	\$1,150.00	\$3,000.00
Total Cost Fire Station #4 LED Sign	\$48,750.00	\$53,457.00
Fire Station #2 Monument Sign		
Design Services	Included in Fabrication	\$1,500.00
Fabrication Services	\$13,430.00	\$30,057.00
Installation Services	\$800.00	\$3,000.00
Total Cost Fire Station #2 Monument Sign	\$14,230.00	\$34,557.00
Fire Station #3 Monument Sign		
Design Services	Included in Fabrication	\$1,500.00
Fabrication Services	\$13,430.00	\$30,057.00
Installation Services	\$800.00	\$3,000.00
Total Cost Fire Station #3 Monument Sign	\$14,230.00	\$34,557.00
Fire Station #5 Monument Sign		
Design Services	Included in Fabrication	\$1,500.00
Fabrication Services	\$13,430.00	\$30,057.00
Installation Services	\$800.00	\$3,000.00
Total Cost Fire Station #5 Monument Sign	\$14,230.00	\$34,557.00
TOTAL LUMP SUM COST FOR COMPLETE PROJECT	\$140,190.00	\$210,615.00
	\$2,000.00 Payment and Performance Bond Cost	
Total	\$142,190.00	\$210,615.00
Alternate Proposal: Fire Station #2 LED Monument Sign		
Design Services	Included in Fabrication	\$1,500.00
Fabrication Services	\$47,600.00	\$48,957.00
Installation Services	\$1,150.00	\$3,000.00
Total Cost Fire Station #2 LED Monument Sign	\$48,750.00	\$53,457.00
List any exceptions	None	Alternates: Daktronics 20mm signs ADD: \$6,208.00 Daktronics 15.85mm signs ADD: \$11,300.00 Exceptions: Power to sign location provided by city.