

RFP-RH-20-056	Decima LLC	Process Control & Instrumentation (PCI) LLC
Management, Integration, Upgrade and Repair of City's SCADA System	3200 Greenfield Road, Suite 300 Dearborn, MI 48120	840 W. Milwaukee Detroit, MI 48202
Firm Established:	2017	2000
Years in Business:	3	20
Type of Organization:	Corporation	Other
How many years providing preventative and repair services for SCADA systems?	Has been providing automation and instrumentation service for more than three years. Listed the work they have done with other communities. Has provided monthly maintenance services at seven sites of Recovery Park Facility for DWSD. Are engaged in three years contract with GLWA to upgrade electrical at fifty of their meter pits.	For the past 20 years they have served the water and wastewater industry. Performed SCADA, controls engineering, technical, and instrumental services. Has expanded operations across the Midwest and East coast.
Organizations capabilities/knowledge as it relates to SCADA System.	Is a professional commercial Electrical Contractor and have completed portfolio services of Plant Automation and Information & Technology. Specialized in solving varied, complex manufacturing, municipal and industrial automated systems integration issues. Can provide all service to design, build and commission the controls solutions according to project needs.	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:	Has performed SCADA programming, instrumentation and controls, IOS integration, replacement Allen Bradley PLCs, Backup of Programs, upgrade programs and provide required licenses at Sanitary Sewer, Storm Sewer, pH monitoring, and PRV Lift Stations for Chesterfield Twp. Working with LGC (Prime Contractor) to rehabilitate fifty of the sites at GLWA, its scopes includes replacement of proximity switches, heaters, thermostats, etc./	One of Southeast Michigan's largest water supply system integrators who has served water and wastewater industry extensively for the past 20 years. Has been involved with projects in the City of Detroit, City of Cleveland, Northeast Ohio Regional Sewer District. 95% public sector, 5% public sector.
How many public sector clients has company served:	Eight listed.	Seven governmental clients. List provided.
Provide list of clients served within the last three (3) years.	List provided.	List provided.
How many Full-Time Employees:	30	30
How many Part-Time Employees:	5	0
How many Contracted Employees:	0	3

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Resources you are capable of bringing to the City?	Shane Baldwin, Project Manager, Robert Mink, Instrument Tech, Elton Jackson, Journeymen Electrician, Ricardo Jackson, Electrician, Dalan Lawrence, Apprentice, John Clark, General Labor.	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.	No. Is self performing Entity. Has supplier that will assist in procurement of materials for project, Amps Supply.	No.
Describe methods of communication:	Will provide phone/email of the primary contact and a backup person. Customer will notify the primary contact for support calls. Decima will have person onsite in 4 hours. Field technician will analyze the situation on site and let customer know estimated time to fix the problem. All scheduled services will be performed during City's normal business hours. Emergency services shall be provided 24-hours a day, weekends and legal holidays included.	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.
Type of telephone support company can provide?	Will provide City with a primary contact and a backup support person. Field personnel and technical staff will assist and try to fix the problem on telephone. In case problem is severe, Decima will have a person onsite within 4 hours. Also provides local area phone number answered by persons under direct employment of Decima. Staff is available 24 hours a day for technical emergencies and telephone advice.	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?	Field and Technical staff will remotely access the system using VPN router through the default Gateway and configure/program the PLC. It is a secure connection because routers are already built in the firewall to isolate the Company Network.	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. For remote work they will work with the City's staff to establish a secure VPN connection to the SCADA system.
Attach copy of preventative maintenance contract.	Attached in response.	Sample is in response.
What are billing procedures?	Monthly invoicing with Net 45 days payment.	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.	Will audit the hardware and software of current system and check for obsolete parts that are not suitable to use with the current system. Will provide summary report and a list of proposed parts that should be use in replacement.	Recommends that the City procure the right firm with the right experience. Their experience is highlighted in RFP response.		
Cost Proposal	Staff Category	Hourly Rates	Staff Category	Hourly Rates
	Project Manager	\$75.00	Project Manager	\$135.00
	Supervisor	\$65.00	SCADA System Lead	\$125.00
	Electrician	\$67.00	PLC Programmer	\$125.00
	Instrument Technician	\$65.00	Process Control Engineer	\$125.00
	Journeyman Electrician	\$65.00	Instrumentation/Maintenance Lead	\$106.60
	Apprentice	\$45.00	Network Engineer	\$125.00
	Automation & Controls Engineer	\$85.00	Jr. Tech	\$85.00
	General Labor	\$40.00	Sr. Tech	\$99.00
	Draftsman	\$35.00	Technician Helper	\$65.00
			RF Engineer	\$125.00
			Radio Programmer	\$125.00
			QA/QC	\$125.00
			Admin.	\$50.00
			Wireless Engineer	\$125.00
			Subcontracted Categories	Hourly Rates
			N/A	
			Other (Identify)	Rates
			Bucket Truck and Operator	\$250.00
			Aerial Lift and Operator	\$265.00
Exceptions to the Cost Proposal or RFP in general?	For holidays/emergencies 1.3 Factor would be applied of normal working hours. Work after hours 1.25 factor would be applied of normal working hours.	None.		
Preferred Method of Payment	ACH		ACH	