



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

1000 Rochester Hills Dr.
Rochester Hills, MI 48309
248.656.4630
www.rochesterhills.org

Legislative File No: 2020-0541

TO: Mayor and City Council Members
FROM: Sean Canto, Fire Chief/Emergency Services Director
DATE: December 14, 2020
SUBJECT: Handheld Thermal Imaging Cameras

REQUEST:

City Council is requested to authorize the purchase of handheld thermal imaging cameras and related equipment and accessories in the amount of \$131,125.00 to Dinges Fire Company, Roscommon, Michigan.

REASON FOR PURCHASE:

The City issued Request for Proposals for Handheld Thermal Imaging Cameras and 10 proposal responses were received. A committee consisting of staff from the Fire Department reviewed the proposal responses received. The evaluation process for this solicitation consisted of four (4) steps: Proposal response review, Shortlisted Proposer Presentation, Practical Use and Application Evaluation and Final Evaluation, Negotiations and Selection.

During the proposal evaluation phase, three (3) proposal responses were deemed non-responsive, non-responsible for failing to provide the information as specified and requested within the Request for Proposals. The remaining proposal responses were evaluated, and the committee subsequently shortlisted to two firms and requested presentation from those firms on the camera's they proposed. Both firms proposed more than one type of camera for consideration as they each offered different price points, functionality and use. The City's RFP process allowed the evaluation committee to use the process in order to in the end, select the best value camera for their needs.

During the interview, information was shared indicating to the committee that the Flir K1 camera would not be able to withstand the heat in a fire for an extended time. It was indicated that if a firefighter needed to use it to get out of a situation and had to have it out in the heat for more than just a minute the outer casing would melt. It was at this time, the City determined the Flir K1 camera would not be a viable option for their intended use and was removed from further consideration. At the conclusion of the interviews from both firms, it was determined that the Flir K2, K65 and Bullard QXT, NXT and TXS would be requested to move on to the next step in the process which was the practical use and application evaluation.

The evaluation committee performed extensive evaluation on the functionality of the camera's by taking and using them at the Oakland Community College campus in their live burn trailer, as well as at the City of Rochester Training Tower where they are able to burn, in order to mimic a live fire situation the best we could. The criteria used to evaluate the performance of the cameras included ergonomics, weight of the cameras, ease of use in holding the camera when crawling on hands and knees, general system functions,

button easy to use with gloves on, display colorization, screen resolution, battery life, holds up in heat, refresh rate, etc.

Based on these evaluations, it was determined that the Bullard Cameras QXT, NXT and TXS performed the best. The QXT and NXT cameras had the highest overall score at the end of this process, but only by one point with the TXS camera ranked next. In discussion with the evaluation committee, it was determined that the best overall value to the City for the purchase of these cameras would be the TXS camera from Dinges Fire Company. This cameras offers the best value based on its performance and cost.

The Purchasing Division subsequently from this requested a best and final offer from Dinges Fire Company to obtain the lowest price possible for the camera's. The best and final offer was received with a price that is considered to be competitive, fair and reasonable based on the functionality and performance of the camera. The City is recommending award be made to Dinges Fire Company for the purchase of the Bullard TXS Cameras as the best overall value to the City.

PROCESS:

Vendor Name and Address:

Dinges Fire Company
2415 Sunset Drive
Roscommon, MI 48653

Reason for Selection:

Best Value

Method of Purchase:

Purchase Order

BUDGET:

Funding is to be carried over from the FY 2020 Budget as part of the FY 2021 1st Quarter Budget Amendment.

Fund Name	Department Account No	Account No. Description	Budget Amount	Cost	Remaining Budget
Fire Capital	402.748000	Fire Operating Equipment	\$155,500	\$131,125	\$24,375

RECOMMENDATION:

City Council is requested to authorize the purchase of handheld thermal imaging cameras and related equipment and accessories in the amount of \$131,125.00 to Dinges Fire Company, Roscommon, Michigan.

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Chief Financial Officer		
Purchasing Process: Supervisor of Procurement		
Mayor		
Deputy Clerk		

Contract Reviewed by City Attorney

Yes

N/A