

RFP-RH-11-037	*This spreadsheet is for comparison purposes and does not reflect actual costs that may be incurred due to the need to still make final decisions regarding material for construction and final design application		
Supplemental Proposal - Best and Final Offers			
	Townsend Signs	Huron Signs	Valley City Sign
Cost Proposal			
3x8 Full Color, 16mm electronic message center			
Design	N/A	\$ -	\$ 1,172.00
Installation	\$ 3,000.00	\$ 2,420.00	\$ 3,632.00
Fabrication	\$ 29,600.00	\$ 35,375.00	\$ 49,359.00
Total Cost Proposal	\$ 32,600.00	\$ 37,795.00	\$ 54,163.00
3x8 Full Color, 20mm electronic message center			
Design	N/A	\$ -	\$ 1,172.00
Installation	\$ 3,000.00	\$ 2,420.00	\$ 3,632.00
Fabrication	\$ 18,300.00	\$ 29,235.00	\$ 44,375.00
Total Cost Proposal	\$ 21,300.00	\$ 31,655.00	\$ 49,179.00
		*See exception note/Proposing 19mm	*See exception note/Proposing 19mm
Final Conceptual Design Pricing Request	\$ 38,950.00	Did not respond to City's final request	\$ 41,767.00
City requests 2-year labor warranty. Does your company agree to provide 2-year labor warranty?	Yes	Yes	Yes
City requests minimum of two (2) software licenses to be provided. Does your company agree?	Yes	Yes	Yes
City requests a site visit for vendor to determine proper method of communication for message sign. Will company conduct site visit at no charge?	Yes	Yes	Yes
City would like demonstration of full color 3x8, 16mm and 20mm sign to view and understand differences. Will your company provide a demonstration of both units?	Yes	Yes	No. 19mm demo not available but can offer 16mm unit as demo.
Vendor will be required to complete on-site activation, software instruction, and application training for a minimum of six (6) City staff members. Will your company provide tasks upon completion of project?	Yes	Yes	Yes As noted in parameters below

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Explain training to be provided, including number of hours proposed training will include:	Townsend sign will provide two onsite in person training sessions lasting up to four (4) hours each as needed. Lifetime phone/internet support and training included also.	Our onsite training will take two to four (2-4) hours to go over every function and all capabilities of the unit.	Valley will install, hook-up and ensure sign is functioning properly. Valley will install software. One onsite training session to be provided.
Has vendor provided 1-3 conceptual designs for this project on which cost proposal is based?	Yes	Yes	Yes
Exceptions:	All above prices include masonry or metal base. Design "C" with brick columns add \$5,200.	Watchfire does not make 16mm or 20mm monochrome units nor do they make a 20mm color unit.	Valley can offer an extended warranty for years 3-5 on this project for a monthly fee of \$65. This would not cover acts of God, nor damage due to external causes. If extended warranty is not desirable our service rate is \$65 hour port-to-port plus parts and materials. Valley can also recommend a good reputable local metro Detroit sign company that we have frequently partnered with to handle the servicing of your sign after the initial 2-year period.
	All above proposals are for Watchfire Message Centers; however we still recommend Daktronics as the most reliable and time tested product.	Permits and city approval costs are not included in pricing above.	
		Additional Pricing Information	
		Based on Option 1 drawing provided cost of sign would be \$27,123.00, monochrome 19mm sign	
		Based on Option 2 drawing provided cost of sign would be \$28,322.00, monochrome 19mm sign	
		Based on Option 3 drawing provided cost of sign would be \$37,795.00, color 16mm sign	