NAME	FM Solutions, Inc.	Albert Kahn Associates, Inc., Detroit, MI	Carter Burgess, Bingham Farms, MI
ADDRESS	Phoenix, AR	Wade-Trim Oper Services, Livonia, MI	MGT of America, Olympia, WA
Years in Business	5 1/2 years	Kahn: 112 yrs Wade: 81 yrs	Carter- 68 yrs
Years providing facilities consulting services	5 1/2 years	112 yrs Wade:	Carter - 68 yrs
Clients currently served with similar services	4 on-going services	Kahn: 7 projects Wade: 65 cur clients	Carter - 7 clients currently
Client References	Mesa County, CO- Fac mgmt staffing,	Kahn: GM-Strat Fac Plan Milford & Pontiac	Carter:
	space assmt, benchmarking, master	70	Henderson, NV-asset mgmt program
	plan scenarios	Oakwood Healthcare-Strat sys fac plan and	Durham, NC-cond assmt survey & prev
	Arapahoe County, CO- Mgmt audit, oper	space program	maint program, 280 fac including 87
	imp plan fleet & fac mgmt, continuous	Un of Det Mercy-Campus Imp Plan	city fac, hist., parks, trails, Fire & PD
	improvement plan, capital needs-20 yr plan	Wade: Palm Bay Util, FL-Maint mgmt,	Commonweath of Virginia-eval deficiencies
	Olathe, KS-Bldg component inventory, 10-yr	\sim	industry standards
	fac master plan, 25 fac, 260,000 sf, cond	Plymouth City Hall-Master Plan, needs	Valencia Comm College, Orlando, FL-
	assmt of interior components, benchmark	assmt, bldg cond analysis	Facilities condition assessment
	Navajo, AR-Master plan & bldg & rd cost	Lawrence Village-DPS, village admin &	MGT:
	regressions, study existing, replmt values,	public works operations	Anderson County, TN -operations
	1 million square feet.	Port Austin Area S&W Auth-full contract	performance audit of county and school
		operation, maint & mgmt of water/waste	system
		Allen Park - Ecorse Creek Fac upgrade	
Full Time Employees	29 full time employees	Kahn: 248 full time Wade: 50 (oper serv)	Carter: 3200 employees in 30 offices
Part Time Employees	1 part time employee		
Resources	Extensive proven experience w/ seasoned	Kahn: Staff resources, global services	Specialist and experts; team members
	mgmt, clear focus delivering high value	Wade: Staff resources and Wade Trim	located in Detroit, MI, Ft Worth, TX and
	service for sp utilization benefits, can provide	Operati	Olympia WA; stringent schedule, corporate
	sound financial options modified to fit		wide staff of 3200, qualified personnel and
	changing requirements. RH scope is what		services.
	they do best, local govt sensitivity to needs		
	Nationally recognized, tech expertise		
	Green environments		

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Staff Profiles	Slife-Pres, 28 yrs arch/fac mgmt	Kahn:	Jimenez-prin, AIA, 20 yrs Fac Mgmt Serv
	Booker-Cost Eng-30 yrs, IFMA, Strat	West-Sr assoc, Proj prin, planning exp	Diamond-proj mgr, AIA, group mgr
	initiatives expert	Dobson-Proj tech prin, fac cond, ast mgmt	Wollman-proj coord, fac mgmt specialist-
A CONTRACTOR OF THE CONTRACTOR	Lundeen-24 fac mgmt, reloc & fac design	LEED accredited	8 yrs
	Blake-17 yrs int design, arch, fac solutions	Callas-AIA sr assoc. proj mgr	Conger-proj oversite/QA-21 yrs, US Army
	Rusch-35 yrs fac maint & operations, tech	Waldren-proj strat fac planner	corps of engineers
V/ P/	Benz-ind mgmt systems, fac evaluation	Miller-Proj analyst, sr operations analyst	Crews-fac mgmt specialist-25 yrs, design
And =000000000000000000000000000000000000	Nakai-interior design	Mowry-proj fac assmt-10 yrs, muni clients	construction, operationis of physical
	McClanahan-fac eval, benchmarking	Wade:	assets, govt and others
	Aungst-real est consulting	Vago-PE, mgr oper serv, asst mgmt-19 yrs	Bergstrom-arch 20 yrs, local projs
		Shaffer-operations & maint	Bauermeister-programmer
		Frost-IT/GIS	MGT:
		Picano-Financial	Cromwell-fac consulting, govt & others
		Sevo-Multimedia technology	Smith-consult, train, PR, admin, HR
Methods of Communication	One point of contact, Secure internet for	Progress mtgs, email & telephone; dedicate	Establish partnership/jt commitment w/
	clients, kick-off & teleconference weekly	website	client, clear and concise path of comm.
	meetings		established with City.
Management of Consultants	Program Manager (Lundeen) is directly	Project principal will coordinate.	Integral part of team; worked w/ MGT in
	responsible to coordinate deliverables w/		past 5 yrs on numerous projects; proj
	consultant. Consultant will bill FM		mgmt leadership
	Solutions directly		
Work Plan	I-Modification Data Gathering, fac assmt,	Data Collection and facilities performance	Kick off mtg - plan/protocols; facility
	data review, physical survey & data entry,	analysis - Facilities Condition Index and	condition assessment; on-site facility
	staff assmt, bench mk local and national,	Preliminary Report; Development of	condition assessment inspections; facility
	dev master plan. II-Analysis, dev strategy	Facilities Master Plan & final report;	condition assessment report preparation;
	prioritize corrections, deficiencies, costs,	GBA implementation	analysis of facility condition assessment
	photos, alternatives, recommend strategies.		information; presentation of findings,
	Alt Service: Fac Condition Index		strategic plan-facilities master plan;
			work plan for facilities operation and
			stoffing included

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ADDRESS	Phoenix, AR	Wade-Trim Oper Services, Livonia, MI	MGT of America, Olympia, WA
Timeline	14 weeks	5 months	9 months
Deliverables	Fac Master Plan Report, Goals & Obi,	Facilities master plan, benchmarking	Facilities master plan, benchmarking report,
	Guiding Principals, Plan numbers per	report, report on findings of review & assmt	report on finds of review & assmt of Fac.
	func category, Nat benchmk, 2-3 scenarios,	w/ best pract recommendations; Adequancy	Div with recommendations based on best
	cost est, recommendations, staff/benchmk	Index of dept space/facility; Fac Condition	practices, adequacy index of dept space/
	report, local benchmk, job descriptions,	Assmt/ Fac Cond Assmt Program/Validation	
	quals, compensation, best practices from	document; faciltiy condition index; report w/	program, validation doc transferred to GBA,
	national, recommended staffing, Report	recommendation on staffing & long range	program including reporting capabilities
	findings of fac assmt, adequacy index of	goals of Fac Master Plan; strategic plan	intended to meet reqs., fac condition index,
	dept space/fac, fac condition assmt, etc	for future, job descriptions including quals,	report w/ recommendations on reqd staffing
	transferred to GBA, Fac Cond Index,	meetings, electronic documentation	to meet dept need & long range goals,
	Strategic Plan for future		strategic plan for future, job descriptions
			and quals & suggested compensation
Contract	Yes. Sample Provided	Yes/PO	Yes. Sample Provided
Billing Procedures	Monthly invoices; net 30 days	Monthly invoices; net 30 days	Monthly invoices; net 15 days
This parties are the second	No. of the state o	Defendance of the second of th	Drawing Drawing
minguisti provid Joseph	- CONTRACTOR CONTRACTO	THE COLUMN TO CALLED CO.	
Subcontractors:	Parsons	Kahn/Wade association	MGT of America
	CLW Real Estate Service Group		00000
	Facility Issues		

AMAN	FM Solutions, Inc.	Albert Kahn Associates, Inc., Detroit, MI	Carter Burgess, Bingham Farms, MI
ADDRESS	Phoenix, AR	Wade-Trim Oper Services, Livonia, MI	MGT of America, Olympia, WA
COST PROPOSAL:			
Services	\$60,803	\$118,000	\$109,765
Travel	\$31,563	The state of the s	
Reimbursables		\$12,000	\$12,500
Total Project Cost:	\$92,365	\$130,000	\$122,265
Number of Hours	1132 hours		630 hours
Average hourly cost	\$53.71 w/o travel \$81.59 w/ travel		\$174.23/hr w/o reimbursables
	*Expenses and subconsultant fees are		*Based on 205,000 sf
	included. If additional 5% mark up on		**40 hrs of data input to GBA. If direct
	expenses and 10% mark up on subconsult.		transfer - deduct \$4000
	**Cost is for basic conditional review		

NAME	Spalding DeDecker Assoc, RH, MI	Spectrum Strategies, Southfield, MI
ADDRESS	NTH and Plante-Moran (CRESA)	Harley Ellis & Info Access Strategies
Years in Business	53 years	19 years
Years providing facilities consulting services	SDA 10 yrs; NTH 20 yrs; Plante-10 yrs	19 years
Clients currently served with similar services	SDA-7; NTH-162; Plante-8	30 current clients
Client References	SDA-DWSD-fac assmt for bldgs, empls,	Ohio State University-Fac Study, Strat Plan
	space, parking & grounds, short & long	
	term needs	Wayne St Un-Facilities Assessment and
	NTH-DTE Energy-fac asset mgmt-pilot	Strategic Planning & Cap Reinvestmt plan
	program; solutions for fac operating,	MSU-Strategic Fac Plan for health colleges
	maintenance and repair planning	Oakland Cty-County Facilities Strategic
	NTH-DukeFarms-facility asset mgmt	planning - 42-bldg campus
	program, 150 bldgs/ historic, fac conditions	Lawrence Tech Un-strategic campus
	Plante-Eastern Michigan University-	master plan
	Prozpa pow w/ Dianta Maran staff	Deizor I oh Instrumento Continos
		Consolidation Plan
	The state of the s	DTE Energy Co Corporate Facility
		Strategic Planning & Cap Reinvestmt plan
		Warren- City Hall, Library, Parking Deck
		and Park Program Mgmt
Full Time Employees	SDA-81; NTH-230; Plante-21	Spectrum-27; Harley-497
Part Time Employees	SDA-10; NTH-46; Plante-0	
Resources	SDA-complete engineering services to	Helps build & run better business by
	assist municipalities, specific expertise to	enhancing performance of real estate and
	conduct muni studies & investigations -	facilities. Goal to understand business of
	operation maint & asset mgmt program;	must !
	NTH-specialize Fac Eng-cutting edge tech	acumen. Combine understanding and
	to maintain efficient fac & rehab damages;	expertise to solutions that fit needs.
	Plante-real est & facility consulting team	O
		Comprehensive perspective, strat benefit,

NAME	Spalding DeDecker Assoc, RH, MI	Spectrum Strategies, Southfield, MI
ADDRESS	NTH and Plante-Moran (CRESA)	Harley Ellis & Info Access Strategies
Staff Profiles	SDA: Balon-proj mgr 17 yrs - muni proj, data-	Spectrum Strategies:
	bases, job class, planning	Benham - 25 yrs, facilitation projects
	Dohr, PE, 23 yrs, oper dept mgr, RH empl	Boatman-15 yrs, strat planning, space
	Harwell-bldg spec, 17 yrs, mgr maint, ADA	utilization & strat facilities planning
	Keller-electrical, mech & control systems	Harley Ellis:
	NTH: Lozen, prin eng, grp mgr 26 yrs, fac	Karaba-architect, 20 yrs
	asset mgmt, eng, restoration	Yetter-mech eng, 24 yrs, eng design exp/
	McGillis PE, proj eng, 13 yrs, bldg design,	environmental control & hvac
	cond eval, asset mgmt & engineering	Siehda-elec eng - 24 yrs
	Plante-Asker, QA/QC-10 yrs, oper/constr	Information Access Strategies:
	Brezna-Fac mgmt AIA, 27 yrs, LEED	Estes-muni & local govt technology
	accredited professional	
	VanKirk-finance consultant	
Methods of Communication	One point of contact: project manager	Project Manager single at of contact:
	QA/QC, comprehesive contracts	feedback sessions-refined per City reqs;
		mtgs, reports, email, telephone
Management of Consultants	Up front procedures developed; task	Proj Mgr, single point of contact maintains
	delegation network, checklists	day to day oversight, Prin in Charge- high
		level overseer.
Work Plan,	Prel mtg, interviews, documentation review,	Initiate program, current state data,
	benchmarking, fac staff & respon, best	benchmarking, comparative review, desired
	practices comparison, analyze technology	state workshop, draft strategic operations
	& procedures, interview dept dir, space	and Facility Master Plan, feasibility
	needs, adequacy index, fin report of fac ops	analysis, final recommendation, Optional:
200	fac cond assmt, videos, fac cond index,	implementation assistance
	staff recs, job descriptions, prioritizations,	
	finance methods maint & CIP, program	
	development, gap analysis	

NAME	Spalding DeDecker Assoc, RH, MI	Spectrum Strategies, Southfield, MI
ADDRESS	NTH and Plante-Moran (CRESA)	Harley Ellis & Info Access Strategies
Timeline	4 months	14-20 weeks
Deliverables	Facilities Master Plan, Benchmarking	Project Charter
	Report, Report on finding & review & assmt	Description of Data Needs & Commitments
	of Fac Div with rec based on best practices,	Current State Report-Operations & Staffing,
	adequacy index of dept space/facility, Fac	Space inventory & facilities conditions
West minute (Application Control of Control	Cond Assmt, Fac Cond Assmt Program,	Populate GBA fields
A contract to the contract to	validation doc transferred to GBA, fac	Benchmark Data: Best practices, staffing
	cond index, report w/ recommendations	levels, space standards, capital program
	on reqd staffing for dept & long range goals	Benchmarking Report
	of Fac Master Plan, strategic plan for	Facilities Demand Profile-adequacy index
	future, job descriptions including quals	Strategic Operations Plan Elements
	and suggested compensation	Facilities Master Plan Elements
		Draft Strategic Operations Plan
		Draft Strategic Facilities Plan
		Final Strategic Operations Plan
		Final Strategic Facilities Plan
		Monthly invoices; net 30 days
Contract	Yes. Sample provided	Yes. Sample provided
Billing Procedures	Monthly billing	Monthly billing; net 30 days
Litigation past 5 years	No	Information provided
Carboontractors.	NTL	Information Access Strategies
	Plante-Moran (CRESA)	3

for one subconsultant		
*Due to tight budget no admin overhead	- ADD-ADD-ADD-ADD-ADD-ADD-ADD-ADD-ADD-AD	
\$124.44/average hourly	?	Average hourly cost
682 hours	?	Number of Hours
	\$4000 data into GBA -alternatate	
\$84,870		Total Project Cost:
0	?	Reimbursables
		Travel
\$84,870	\$75,760	Services
		COST PROPOSAL:
Harley Ellis & Info Access Strategies	NTH and Plante-Moran (CRESA)	ADDRESS
Spectrum Strategies, Southfield, MI	Spalding DeDecker Assoc, RH, MI	NAME