

REQUEST FOR PROPOSALS FOR FACILITIES CONSULTING SERVICES

PROPOSAL TABULATION

<b>NAME</b>	<b>FM Solutions, Inc.</b>	<b>Albert Kahn Associates, Inc., Detroit, MI</b>	<b>Carter Burgess, Bingham Farms, MI</b>
<b>ADDRESS</b>	<b>Phoenix, AR</b>	<b>Wade-Trim Oper Services, Livonia, MI</b>	<b>MGT of America, Olympia, WA</b>
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	Kahn: 112 yrs Wade: 11 yrs	Carter - 68 yrs
Clients currently served with similar services	4 on-going services	Kahn: 7 projects Wade: 65 cur clients	Carter - 7 clients currently
<b>Client References</b>	Mesa County, CO- Fac mgmt staffing, space assmt, benchmarking, master plan scenarios Arapahoe County, CO- Mgmt audit, oper imp plan fleet & fac mgmt, continuous improvement plan, capital needs-20 yr plan Olathe, KS-Bldg component inventory,10-yr fac master plan, 25 fac, 260,000 sf, cond assmt of interior components, benchmark Navajo, AR-Master plan & bldg & rd cost regressions, study existing, replmt values, 1 million square feet.	Kahn: GM-Strat Fac Plan Milford & Pontiac Hosp Israellita-Strat Fac Plan, CIP Oakwood Healthcare-Strat sys fac plan and space program Un of Det Mercy-Campus Imp Plan Wade: Palm Bay Util, FL-Maint mgmt, utility dept, SCADA & Cityworks Plymouth City Hall-Master Plan, needs assmt, bldg cond analysis Lawrence Village-DPS, village admin & public works operations Port Austin Area S&W Auth-full contract operation, maint & mgmt of water/waste Allen Park - Ecourse Creek Fac upgrade	Carter: Henderson, NV-asset mgmt program Durham, NC-cond assmt survey & prev maint program, 280 fac including 87 city fac, hist., parks, trails, Fire & PD Commonwealth of Virginia-eval deficiencies, industry standards Valencia Comm College, Orlando, FL- Facilities condition assessment MGT: Anderson County, TN -operations performance audit of county and school system
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		
<b>Resources</b>	Extensive proven experience w/ seasoned mgmt, clear focus delivering high value service for sp utilization benefits, can provide sound financial options modified to fit changing requirements. RH scope is what they do best, local govt sensitivity to needs Nationally recognized, tech expertise Green environments	Kahn: Staff resources, global services Wade: Staff resources and Wade Trim Operations Services	Specialist and experts: team members located in Detroit, MI, Ft Worth, TX and Olympia WA; stringent schedule, corporate wide staff of 3200, qualified personnel and services.

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



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<b>COST PROPOSAL:</b>			
Services		\$60,803	\$109,765
Travel		\$31,563	
Reimbursables			\$12,500
Total Project Cost:		\$92,365	\$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 included. If additional 5% mark up on expenses and 10% mark up on subconsult.		*Based on 205,000 sf
	**Cost is for basic conditional review		**40 hrs of data input to GBA. If direct transfer - deduct \$4000

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<b>NAME</b>	<b>Spalding DeDecker Assoc, RH, MI</b>	<b>Spectrum Strategies, Southfield, MI</b>
<b>ADDRESS</b>	<b>NTH and Plante-Moran (CRESA)</b>	<b>Harley Ellis &amp; Info Access Strategies</b>
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, space, parking & grounds, short & long term needs NTH-DTE Energy-fac asset mgmt-pilot program; solutions for fac operating, maintenance and repair planning NTH-DukeFarms-facility asset mgmt program, 150 bldgs/ historic, fac conditions Plante-Eastern Michigan University- Interium assoc VP for Facility was Jim Brezna now w/ Plante Moran staff	Ohio State University-Fac Study, Strat Plan City of Southfield- Facilities Maint Study Wayne St Un-Facilities Assessment and Strategic Planning & Cap Reinvestmt plan MSU-Strategic Fac Plan for health colleges Oakland City-County Facilities Strategic planning - 42-bldg campus Lawrence Tech Un-strategic campus master plan Oak Park-land redev program mgmt Pfizer Lab Instruments Services Consolidation Plan 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 assist municipalities, specific expertise to conduct muni studies & investigations - operation maint & asset mgmt program; NTH-specialize Fac Eng-cutting edge tech to maintain efficient fac & rehab damages; Plante-real est & facility consulting team of experts	Helps build & run better business by enhancing performance of real estate and facilities. Goal to understand business of the City, facilities expertise and business acumen. Combine understanding and expertise to solutions that fit needs. Comprehensive perspective, strat benefit, depth of resources.

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



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COST PROPOSAL:		
Services		\$75,760
Travel		
Reimbursables	?	0
Total Project Cost:		\$84,870
Number of Hours	\$4000 data into GBA - alternate	682 hours
Average hourly cost	?	\$124.44/average hourly
		*Due to tight budget no admin overhead for one subconsultant