

REQUEST FOR PROPOSALS FOR TELEVISION SEWER INSPECTION SYSTEM

PROPOSAL TABULATION

NAME	Jack Doheny Supplies, Inc.	Telespector Corporation	Great Lakes Services & Supplies
ADDRESS	Northville, MI	Auburn Hills, MI	Petersburg, MI
Years in Business	34 years	25 years	25 years
Type of Organization	Corporation	Corporation	Corporation
Vendor is Prime Contractor	Yes/Jack Doheny Supplies, Inc.	Yes/Telespector Corporation	Yes, Gary L. Guillian
Year began selling Tele Sewer Insp Sys	1975	1982	1969
Year began selling to local govt	1975	1982	1969
Support Facility Location	Northville, MI	Auburn Hills, MI	Petersburg, MI
Sales Office Location	Northville, MI	Auburn Hills, MI	Petersburg, MI
Company Headquarters	Northville, MI	Auburn Hills, MI	Petersburg, MI
Sales in Previous four years			
	2007 6/30/2007 \$33,388,489	Telespector is privately owned. This information is not released.	\$49 Million
	2006 \$42,100,106		\$42 Million
	2005 \$33,942,202		\$33 Million
	2004 \$26,278,269		\$30 Million
New Tele Sewer Inspection Sys installs			
	2007 89	Telespector is privately owned. This information is not released.	400
	2006 44		340
	2005 29		272
Total number of employees	79 employees	Telespector is privately owned. This information is not released.	199 employees
Total employees in following categories			
Sales/Marketing	12	Telespector is privately owned. This information is not released.	15
Management/ Administration	15		20
Help Desk Staff	17		4
Implementation Staff	4		19
Development Staff	0		26
Other	31		115

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Time camera and software in production	4 years	Current version of camera system-2005; software-2004	5 years camera/6 years software
Camera Specifications:			
Image Sensor	1/4" Super HAD Color CCD	1/3" CCD Color	44" CCD
Picture Elements	768x494; 379,392 Pixel	768H x 494 V	768H + 494V
Resolution	470h TV lines resolution	460 TV Lines (H)	470 Lines
Illumination	0.1 lux minimum	2 lux	3 lux @ F/1.4
Scanning	525 lines at 60Hz (NTSC)	525 lines/60 hz/2:1 interlace	525 Lines/60HZ/2.1 Interlace
Video Output	1.0 V pp	1.0V PP/75 OHMS	1V
S/N Ratio	Plus 50 DB	Plus 50 DB	46 DB or greater
Operating Temperature	0 Degrees C to 50 Degrees C	32 degrees F to 120 degrees F	0 degree to 50 degree C
Pan Movement	300 Degrees	120 degrees center axis - plus/minus	331 degree Viewing Angle
Tilt Movement	300 Degrees	359 degrees axial rotation	360 degree optical viewing angle 400 degree
Camera Lens	f = 4.2 (wide) to 42mm (Tele), F1.8 to F2.9	4.2mm (wide) - 42MM (tele) F1.8-F2.9 10X	10X zoom F=4.2MM to 42MM(F.1.8-F.2.9)
Focus Range	10mm (wide) to 1000mm (tele)	Remote Focus	Near and far and auto focus
Iris	1/1 to 1/10,000 sec; 22 steps	Auto or manual remote control	Automatic w/manual override
Internal Lamps	12 LED	Hi-intensity white light LED	High Intensity Wht LED lights
Length (with connector)	13.75"	13"	17.7"
Diameter (head)	3.75"	3"	3"
Weight	11 lbs.	6 lbs.	6 lbs.
Two-Year Warranty	Yes	No	Yes
Longest on-site warranty		2 yrs mainline camera & control unit; 1 yr all other covered items	
Source Code provided	No	No	No
Source Code place in escrow	Yes	N/A	Yes
Fee for source code in escrow	Yes/\$339.20 per annum (config based)	N/A	Yes/\$1000
All items FOB delivered, freight prepaid	Yes	No	
Toll-Free Support Line	Yes	Yes	Yes

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User Group	Yes	Yes	Yes
Periodic Enhancement at no charge	Yes	Yes	Yes
Average response time for telephone call	1 hour	Telespector: Immediate/Wincan: 45 min	3.5 hours
Guaranteed maximum response time	4 hours	Telespector: 1 hr/ Wincan: 6 hrs	16 hours
Product upgrades automatically/on-demand	Automatically	Automatically through website	Free w/support plan; can download
3rd Party required for upgrades/enhancemts	No	No	No
Upgrade/Enhancement frequency	Depends on software manuf releases	Wincan releases upgrades once a month	Every 6 to 12 months
Installations Completed			
City Govt	64 (MI)		
County Govt	16 (MI)		
Other	9 (MI)		
Overall	89 (MI)	50+ (MI) 300+ (Nationally)	
Commitment to City Govt Market	Most committed Dealer/Distributor in North America	Highly committed to govt mkt. Includes Pittsburgh, Philadelphia, Denver, LA	\$3 million in development for city govt; CUES in number one in industry.
Plans to re-write or merge software appl.	None	No Plans	No Plans
Interfaces w/ Other Systems	GBA-Upload data Maximo-Link data & upload data, trigger WO ESRI-Upload & download data Hansen-Upload and download data	GBA-upload data Maximo-Link data, upload, trigger wk orders ESRI-Upload & download data Hansen-Upload & download data	Hansen - two-way Azteca - two-way GBA - one-way Azteca - one-way ESRI - two-way RJN - one-way MaintStar (Bender) - one-way
Hardware Platform	Intel Based Processors	Wincan America	

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Number of installs w/ Hardware Platform	All installs from 2006 to date utilize intel based processors	25+ in State of Michigan	700 TV insp sys/350 office sys Upgrade specs 3 to 4 times a year
Operating System of Software	Windows XP Professional	Wincan operates on Windows XP, 2000 & Vista	Windows XP
Number of installs using operating system	All install from 2006-Windows XP Prof	N/A	650 installs
Database Environment of Software	Wincan, Flexidata, Pipetech, Granite XP	Access, SQL and Oracle	MS Jet Engine, Oracle or SQL Server
Number of installs using database	5 Wincan/84 Flexidata of 2007 sales	Access: 250+/SQL: 35+/Oracle: 30+ workstations	80% Jet Enginer, 10% Oracle, 10% SQL
Vendor committed to support of database, operating and hardware system	Yes	Yes	Yes
Guarantee operation 98% of time for 2 yrs	Yes, excluding City's existing crawler	Yes	Yes
Query Toolset/Report Writer	Built-In/customized report generator	Built-in, but fully customizable report generator	Integrated in the software
Rates for additional implementation Assist.	\$115/hr-camera system repairs not in warranty	\$150/hr -Dev or programming requests \$100/hr-online training or integration assist. \$1500/day-on site training or implementation	\$204/hr -advanced implementation Specialist \$204/hr-GIS Analyst \$204/hr-Application Software Engineer
Primary Vendor provide turnkey solution			
Tele Sewer system, accessories and opt equipment per RFP	Yes	Yes	Yes
Hardware	Yes	Yes	Yes
Training	Yes	Yes	Yes
Data Conversion	Yes	Yes	Explain
System & operational procedure devel.	Yes	Yes	Yes
Report Development	Yes	Yes	Yes
Integrations & interfaces development	Yes	Yes	Explain
Documentation Development	Yes	Yes	Yes
On-going support	Yes	Yes	Yes
Project Mgmt	Yes	Yes	Yes
Testing	Yes	Yes	Yes

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COST PROPOSAL:			
Tele Sewer Inspection System & access.			
	Aires Mainline System \$39,200.00	Telespector \$32,043	Camera \$12,938
			Pipe Ranger \$9,572
			Monitors (2) \$2,388
			VCR/DVD \$717
			UPS \$477
			External Drive \$216
			Total \$26,308
Hardware			
	Rackmount Computer \$3,200	Video Monitors, computer, data display	Rack Computer \$2103
	Vitech Capture Card \$1,800	unit & related accessories (pg 1)	Office Computer \$1200
	Aires VL3000 Overlay \$4,800	\$7,850	Prodata \$2040
			Total \$5343
Software			
	Wincan WC8	Wincan Modules \$32,672	Granite XP
	2 concurrent users \$16,500		2 concurrent users \$8400
	Add concurrent user \$4,116.75/ea		Add user (reader) \$100
	5 users-Mgr Software \$22,550		5 users office edition \$8500
			ESRI \$5940/ Eng \$695 (additional)
			GBA \$1320
			Manhole \$1770
			Engineer \$417
			Enhanced Plan \$2800
Implementation			
	Wincan Data Conversion Services:	Data Conversion: 16 hrs at \$150/hr =	Installation 8 hrs @ \$75/hr = \$600
	16 hrs @ \$165/hr = \$2,640	\$2,400	Delivery \$450
	GBA Custom Setup:		Total \$1050
	1 hr @ \$550/hr = \$550		

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Training	Wincan onsite end user training: 16 hrs @ \$206.25/hr = \$3,300 Wincan onsite Administrator training: 16 hrs @ \$206.25/hr = \$3,300 GBA onsite user training: 16 hrs @ \$206.25/hr = \$3,300	2 days Wincan training on-site \$6000 PACP Training (2 day class) 1-2 peoples \$750/person/day 3+ people - \$750 (flat group rate/day) plus \$350 person/day	ESRI Webex 16 hrs @ \$187.50 = \$3000 Granite XP 8 hrs @ \$49 = \$ 392 TV Unit 8 hrs @ \$49 = \$ 392 Total \$3784
Travel and Lodging		N/A	
Support and Maintenance	Aires Mainline System \$1960/annual Rackmount Computer \$ 160/annual Vitech Capture Card \$ 90/annual Aries VL3000 Overlay \$ 240/annual Software Support \$1980/annual TOTAL: \$4430/annual	Telespector Equipment N/A Software: on going support \$1500/annum (not per license) Annual Upgrade protection (version upgrades every 4 yrs) 20% of software costs Estimate \$6535/annual TOTAL: \$8035/annual	?
TOTALS:			
Camera/Accessories	\$39,200	\$32,043	\$26,308
Hardware	\$9,800	\$7,850	\$5,343
Software	\$39,300	\$32,672	\$20,647
Implementation Services	\$3,190	\$2,400	\$1,050
Training	\$9,900	\$6,000	\$3,784
Travel and Lodging	\$0	\$0	
	\$101,390	\$80,965	\$57,132
		Alternate Software Proposal for PipeTech includes software, implementation, training at \$36,100	

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Other Expenses Not Included Above	Additional long term training, wear & tear items or items for equipment maintenance		List of Options Provided: PACP \$ 2450 K-2 PCU less Prodata, Monitor \$14964
Reimbursables	None		K-2 PCU Monitor \$ 500 Wired controller \$ 180 Wireless controller \$ 450 Collapsible Handle \$ 2618
Exceptions	Pan & Tilt Control Unit by design, the Aries controller utilizes one joystick for all pan & tilt control. Push buttons are incorporated for the iris, focus and zoom controls. A second joystick is not needed.	*Requires payment in advance unless arrangements can be made Optional equipment listed Page 9 Alternate software (PipeTech) included	Wheels for K-2 \$ 575 K-2 reel no cable \$19911 1200' Platinum Cable \$ 5220 Installation \$ 1000 Office software \$ 8500
Warranties	Doheny offers 24-month warranty period.	2 yr/1 yr	
References	Township of Grand Blanc Kent County Road Commission Northville Township City of Sterling Heights Ypsilanti Comm Utilities Authority	City of Dearborn City of Lapeer City of East Lansing Inland Waters Bay Area Environmental	Clark Regional WW District City of Overland Park, KS City of Augusta, GA City of Santa Cruz, CA Battle Creek, Holland, Genesee County, Burton, Flint, Travers City, Michigan DOT
Equipment to Be Furnished	Yes	Yes	
	3 days for training	1 day	
Rack Mounted Computer	Yes	Yes	
	200 GB Hard Drive Capacity		
Software	Yes	Yes	
Data Display Unit	Yes	Yes	
Video Component Enclosure	Yes	Yes	
Pan & Tilt Color TV Inspection Camera	Yes	Yes	

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Minimal Specifications			
Camera	Yes	Yes	
Optical	Yes	Yes	
Illumination	Yes	Yes	
Mechanical	Yes	Yes	
Pan & Tilt Camera Control Unit	No - See Exception to Joystick	Yes	
Camera Control Panel	Yes	Yes	
Video Monitors	Yes	Yes	
Lighthouse	Yes	Yes	
Optional Equipment:			
Video Cable Reel Assembly	Yes	Yes	
Reel Assembly	Yes	Yes	
Rotating Conductor Assembly	Yes	Yes	
Distance Meter	Yes	Yes	
Rewind System	Yes	Yes	
Reel Control Units	Yes	Yes	
Pipeline Data Collection & Real Time Capt	Yes	Yes	
Image Capture	Yes	Yes	
Video Caputre	Yes	Yes-Video Indexing Module needed	
Data Base	Yes	Yes-User can add up to 100 database fields	
Interface to CMMS	Yes	Yes	
User Interface	Yes	Yes	
Inspection	Yes	Yes	
Data Filter	Yes	Yes	
Delivery	Yes	Yes	
Installation/Implementation Software	Yes	Yes	
Training-Software/Hardware/all equipment	Yes	Yes	
Support & Maintenance/softwr/hardwr/equip	Yes	Yes	
Warranty/Software/Hardware/Equipment	Yes - 24 months	Yes - 2yr/1yr	