

REQUEST FOR PROPOSALS FOR ENERGY MANAGEMENT SYSTEM - RFP-RH-10-059
PROPOSALS TABUATION

NAME	K&S Ventures, Inc.	Metro Environmental Inc.
ADDRESS	Rochester Hills, MI	Clinton Township, MI
Years in Business	20 years	24 years
Prime Contractor	K&S Ventures, Inc.	Metro Environmental, Inc.
Years Started Installing Energy Mgmt Systems	1990	1986
Support Facility Location	2767 Grant, Rochester Hills, MI	Clinton Township, MI
Vendor Company Headquarters	2767 Grant, Rochester Hills, MI	Clinton Township, MI
New Energy Management Installations:		
	2009	9 28
	2008	8 30
	2007	5 15
Current energy mgmt system in production	3 years	WebCTRL 1999
FOB delivered, freight prepaid & allowed	Yes	Yes
Hosted system, all enhancements/system upgrades provided at no additional charge	No	Yes inclded in Customer Support Agreement
Average response time (telephone)	10 minutes	1 hour
Upgrade/enhancement frequency	Yearly	2-3 years typically
Operating system(s)	All Windows/Mac-based operating systems	Windows 7, Windows Server, Sun Solaris, Red Hat Enterprises
Query tool & report writer	BQL	WebCTRL

REQUEST FOR PROPOSALS FOR ENERGY MANAGEMENT SYSTEM - RFP-RH-10-059
PROPOSALS TABUATION

NAME	K&S Ventures, Inc.	Metro Environmental Inc.
ADDRESS	Rochester Hills, MI	Clinton Township, MI
Turnkey Solution:		
Energy Mgmt System	Yes	Yes
Energy Mgmt System Software	Yes	Yes
Design	Yes	Yes
Installation/Labor	Yes	Yes
Software Implementation	Yes	Yes
Training (on-site)	Yes	Yes
On-going support & maintenance for software	Yes	Yes
Maintenance contract for equipment/system	Yes	Yes
Implementation services by third parties	No	No
Security in system	Complex system os user names & passwords	Multi-level passwords, secure sockets layer w/ 128 BIT encryption
Contractual Inquiry:		
On-site staff for training & implementation	Yes	Yes
Meet Insurance Requirements	Yes	Yes
One-year warranty, during which annual support & maintenance conditions apply	Yes	Yes
Support & maintenance agreement available after expiration of warranty	Yes	Yes
Work Plan	Not Provided	Not Provided
Staff Qualifications - assigned to project	Sidney Blomberg-primary contact over 20 yrs experience in design, installation & commissioning of bldg mgmt systems	Scott Ellis, Mechanical Engineer Darryl Trombley, Customer Support George Cani, Master Electrician
Responsible for RH project	Sidney Blomberg Randy Bomberg Bill Campbell Chris Conley	Scott Ellis Darryl Trombley George Cani

REQUEST FOR PROPOSALS FOR ENERGY MANAGEMENT SYSTEM - RFP-RH-10-059
PROPOSALS TABUATION

NAME	K&S Ventures, Inc.	Metro Environmental Inc.
ADDRESS	Rochester Hills, MI	Clinton Township, MI
Clients	Avondale Schools Oxford Schools Dearborn #7 Schools Grosse Pointe Woods	Automated Logic Corp ALPS Controls Madison Electric Company Belimo Air Controls Veris Industries Washtenaw County Macomb County Auburn Hills Bloomfield Township Oakland University
Subcontractors	None	N/A
Warranties	Manufacturer's warranty K&S warrants all installation and workmanship for one year from date of work completion	1 yr
Litigation	Information provided	No
Billing Procedures	Net 60 days	AIA Progress Billing
Identify any reimbursables	None	N/A
Other expenses not included above		N/A
Insurance Requirements Met	Yes	Yes
Bond Requirements Met	Yes	Yes

REQUEST FOR PROPOSALS FOR ENERGY MANAGEMENT SYSTEM - RFP-RH-10-059
FINAL COSTS TABULATION

Vendor Name	Metro Controls	K&S Ventures Inc.
Energy Mgmt System Front End	Software \$ 0	
Materials Cost	Computer/Server \$2250.00	FX 60 controller LP-FX6011N-0 \$3070.24
		Bacnet Driver LP-FXMNM-0 \$ 540.00
		MIS/Wire, Materials \$ 141.56
Engineering Cost	\$600.00	\$3,543.37
Installation Cost	\$600.00	
Total	\$3,450.00	\$7,295.17
Six (6) Sigle Zone Roof Top Units		
	ALC SE6104a 6@ \$846.30 \$5,077.80	
Materials Cost	ALC SRSPL 6@ \$38.29 \$ 229.74	KMC controls for RTU BAC-10063CW
	ALC LGR-250 1 @ \$1781.26 \$ 1,781.26	4 @ \$359.10 \$1436.40
	Misc panels, relays, transformers, etc \$ 1,500.00	FX 20 controllers for ERV LP-FX 2991B-0
		2 @ \$2357.12 \$4714.23
		Misc relay/sensor/wire & modules \$2291.70
Engineering Cost	\$2,850.00	
Installation Cost	\$6,750.00	\$10,576.73
Total	\$18,188.80	\$19,019.06
Four Single Zone Roof Top Units for Fire Station		
	ALC SE6104a 4 @ \$846.30 \$3,385.20	FX 20 supervisory LP-FX20011N-0
Materials Cost	ALC RSPL 4 @ \$38.29 \$ 153.16	4 @ \$2357.12 \$9428.46
	ALC LGR-250 4 @ \$1781.26 \$7,125.04	KMC Controls Flex Stat Bac-10063CW
	Misc panels, relays, transformers, etc \$ 860.00	4 @ \$359.10 \$1436.40
		Extension Modules LP-FXND1016-0
		4 @ \$306.60 \$1226.40
		Mis wire/sensor/relay \$ 508.14
Engineering Cost	\$3,300.00	
Installation Cost	\$4,000.00	\$11,244.28
Total	\$18,823.40	\$23,843.68

REQUEST FOR PROPOSALS FOR ENERGY MANAGEMENT SYSTEM - RFP-RH-10-059
FINAL COSTS TABULATION

Vendor Name	Metro Controls	K&S Ventures Inc.
Radiant Heater Controls		20 heaters 20 zones
	ALC ZN220 20@ \$155.16 \$ 3,103.20	FX 20 supervisory LP-FX2001N-0
Materials Costs	ALC RSPL 20@\$38.29 \$ 765.80	2 @ \$2357.12 \$4714.23
	Misc panels, relays, transformers, etc \$ 2,000.00	Extension Module LP-FXND1034-0
		2 @ \$689.87 \$1379.73
		Mis wire/sensor/relay 1 @ \$1852.86 \$3319.86
Engineering Cost		\$3,800.00
Installation Cost		\$9,000.00
Total		\$18,669.00
		\$21,950.00
Vendor Name	Metro Controls	K&S Ventures Inc.
Make-Up Air Units		FX 20 supervisory LP-FX 201N-0 \$2357.12
	ALC SE6104a 3@\$846.30 \$ 2,538.90	Extension module LP-FXNDI016-0 \$ 306.60
Materials Cost	ALC RSPL 3@\$38.29 \$ 114.87	Mis/wire/sensor/relays \$ 685.22
	Misc panels, relays, transformers, etc. \$ 330.00	
Engineering Cost		\$2,400.00
Installation Cost		\$1,600.00
Total		\$10,183.77
		\$6,195.53
Gas Fired Unit Heaters		KMC controls flex stat BAC-10063 CW
	ALC ZN220 13@ \$155.16 \$ 2,017.08	7 @ \$359.10 \$2513.70
Materials Cost	ALC RSPL 13 @ \$38.29 \$ 497.77	Functional devices RIB1UC Relay
	Misc panels, relays, sens, trans \$ 1,300.00	11 @ \$21 \$ 231.00
Engineering Cost		\$2,470.00
Installation Cost		\$3,705.00
Total		\$9,989.85
		\$4,803.23
CO Detection System		FX 20 supervisory LP-FX20012N-0 \$2357.12
		Extension Module LP-FXNDI106-0 \$ 306.60
	ALC SE6166 2@\$342.55 \$ 685.10	Mis wire/relays \$ 592.58

REQUEST FOR PROPOSALS FOR ENERGY MANAGEMENT SYSTEM - RFP-RH-10-059
FINAL COSTS TABULATION

Vendor Name	Metro Controls	K&S Ventures Inc.
Materials Cost	CO Calibration Kit \$1,314.90	
Engineering Costs	\$1,500.00	
Installation Costs	\$2,000.00	\$2,275.00
Total	\$5,500.00	\$5,531.30
	\$84,804.82	\$88,637.97
Annual Energy Management Support Agmt		
DPS & FS #1-quarterly visits		
FS #2, #3, #4 #5 annual visits & ind bldg visits as needed		
Year 1 Support	WebCTRL Support 0	Included
Year 2 Support	WebCTRL Support \$5500.00	\$6,850.00
Year 3 Support	WebCTRL Support \$5600.00	\$6,850.00
Year 4 Support	WebCTRL Support \$5700.00	\$7,350.00
Year 5 Support	WebCTRL Support \$5800.00	\$7,350.00