RFP-RH-10-002 HVAC Preventive Maintenance Agreement														
		K &	S Ventures	Inc			Temperature Services Inc							
K & S Ventures selected as providing the best value,		27	67 Grant Ave	е			37107 Schoolcraft Road							
and most responsive, responsive vendor proposal submitted.			ster Hills MI				Livonia MI 48150							
All vendors that submitted proposals attended the mandatory mtg.		Ra	ndy Blomber	g			Mark McKay							
		2	48.299.4212				734.838.3200							
5-full service contracts information?	Provided						Provided							
4-Preventive Maintenance contracts information?	Provided						Provided							
Procedure for after hours and Emergency Calls?	Provided; maximum	1-hour respo	onse time				Provided.							
Comply with State of MI & Fed EEO?	Yes						Yes							
How many yrs performing HVAC maint.work?	20-years				27-years									
Do you inventory parts at local office?	Yes			Yes										
If no, how do you acquire replacement parts?	n/a		Replacement parts &	components a	are kept at th	ne discreti	on of							
							the customer, sometir	nes at their si	te or at our s	shop.				
Type of Organization:	C-Corporation			Otherwise, they are a	cquired at sup	ply houses.			-					
Number of full-time and part-time employees:	11-full time employe	es; 3-part tim	ne employees	Corporation; 14-full tir	ne; 1-part time	Э								
Do you maintain an Engineering Dept?	No	•	Yes	•				-						
If yes, how many are registered Engineers?	n/a		1-Registered Enginee	r				-						
What % of business is maintenance work?	70%		50%											
Do you have uniform/detailed method?	Yes	Yes												
Do you have REQUIRED computer-generated PM program?	Yes	Yes												
Is this program based on Manuf. Recomm. (REQUIRED)	Yes		Yes											
maint.procedures & historical data of similar eq.?														
Were samples provided of computer generated PM	Yes		Yes					-						
task sheets the mechanics use?												-		
Will you provide a specific HVAC mechanic to the City?	Yes		Yes					-						
List licenses:	Provided						Provided							
What training has the HVAC mechanic rec'd?	Provided						Provided							
Will a Service/Acct Manager be assigned to the City?	Yes						Yes							
How many yrs of exp does Svs/Acct Mgr have in maint/repair?	15-years						22-years							
How many yrs of exp does Svs/Acct Mgr have managing svs accts?	12-years						10-years							
Will the Svs/Acct Mgr be available on-site when requested by City?	Yes						Yes							
Hourly Rates - First Year:		Mon-Fri	Mon-Fri					Mon-Fri	Mon-Fri					
	Classif.	7am-5pm	After 6pm	Saturday	Sunday	Holiday	Classif.	7am to 5 pm	After 5 pm	Saturda	y Sunday	Holiday		
	JourneymanHVAC	\$65.00	\$95.00	\$95.00	\$119.00	\$119.00	General Maintenance	\$68.00	\$102.00	\$102.00	\$102.00	\$119.00		
	BMS Specialist	\$85.00	\$139.00	\$139.00	\$159.00	\$159.00	Chiller Repairs	\$82.00	\$123.00	\$123.00	\$123.00	\$143.50		
	List exceptions to th	e above char	t: Straight Ti	me hours			List exceptions to the	above chart:	Straight Tim	e hours				
	List exceptions to th	ie above char	t: n/a				List exceptions to the	above chart: 7	Truck charge	e \$20 per	repair job			
								1	I ·					
Hourly Rate - Second Year		Mon-Fri	Mon-Fri					Mon-Fri	Mon-Fri					
		7am-5pm	After 6pm	Saturday		Holiday	Classif.	7am to 5 pm			y Sunday	Holiday		
	JourneymanHVAC		\$95.00	\$95.00		\$119.00	General Maintenance	-	\$102.00		\$102.00			
	BMS Specialist	\$85.00	\$139.00	\$139.00	\$159.00	\$159.00	Chiller Repairs	\$82.00	\$123.00	\$123.00	\$123.00	\$143.50		
	List exceptions to th	le above char	t: Straight Ti	me hours	1	1	List exceptions to the above chart: Straight Time hours							
	List exceptions to th	e above char	t: n/a				List exceptions to the above chart: Truck charge \$20 per repair job							

K & 3 Workuns sciencing as providing into best value. Temperature Services Inc Temperature Services Inc A S Workuns sciencing as providing into best value. Rochester Hills ML 43059 Unrowink M 43150 Unrowink M 43150 A S Workuns sciencing as statead free mandatory mg. Rochester Hills ML 43059 Mark 1060 y Mark 1060 y Verdoors that advances the mandatory mg. Rochester Hills ML 43059 Mark 1060 y Mark 1060 y Verdoors that advances the mandatory mg. Rochester Hills ML 43059 Mark 1060 y Mark 1060 y Verdoors that advances the mandatory mg. Non-Fri MoorFri Moo	RFP-RH-10-002 HVAC Preventive Maintenance Agreement													
and most responsive vendor proposal adventised. Recharser Hills M. 48:307 Math. Ket we			κa	& S Ventures	Inc									
Air vendors that submitted poposals altended the mandatory mg. Mark Fail Staturation Staturatin Staturatin Staturation Staturation Staturatin Staturation Statu	K & S Ventures selected as providing the best value,		2	767 Grant Av	е				37107 S	Schoolcraft R	load			
Houry Rate - Third Year Z48 298 4812 Kon-Fri Mon-Fri	and most responsive, responsive vendor proposal submitted.		Roche	ester Hills MI	48309				Livor	nia MI 48150	C			
Mon. Fri Nouly Rate - Third Year Mon. Fri Tom-Spin Mon. Fri Aller Spin Mon. Fri Solurday (Journey) Mon. Fri Tom-Spin Mon. Fri Aller Spin Mon. Fri Solurday Mon. Fri Fil Mon. Fri Tom-Spin Mon. Fri Aller Spin Mon. Fri Solurday Mon. Fri Fil Mon. Fri Tom-Spin Mon. Fri Str02.00 Mon. Fr	All vendors that submitted proposals attended the mandatory mtg.		R	andy Blomber	g									
Classif. Tam-Spm After Spm Statudy Notage Tam to Spm After Spm Statudy Notage				248.299.4212					73	4.838.3200				
Classif. Tam-Spm After Spm Statudy Notage Tam to Spm After Spm Statudy Notage	Hourly Rate - Third Year		Mon-Fri	Mon-Fri		1			Mon-Fri					
Journeymatrix/VAC ST02.00		Classif.			Saturday	Sunday	Holiday	Classif.			Saturday Sunday	Holiday		
BMS Speciality SPB -00 S139.00		JourneymanHVAC						General Maintenance		-				
And the exceptions to the above chart. Train the exceptions to the above chart. Truin the exceptions to the above chart. Truin the except				\$139.00	\$139.00	\$159.00	\$159.00	Chiller Repairs	\$85.00	\$127.50	\$127.50 \$127.50	\$148.75		
List exceptions to the above chart. Tvia Man-Fri Trans. Fri Amer Fri Journeymant-WAC Mon-Fri Trans. Fri Amer Fri Journeymant-WAC Mon-Fri Studiety		List exceptions to the	ne above cha	rt: Straight Ti	me hours			List exceptions to the above chart: Straight Time hours						
Classif. Tam-5pm After Spm Statuday Sunday Holday File Classif. Tam to Spm After Spm Statuday Sunday File Mode File														
Index Classif. Tam-Spm Afree Top Statuday Mode Mod<	Hourly Rate - Fourth Year		Mon-Fri	Mon-Fri					Mon-Fri	Mon-Fri				
Image: Provide the space late of the space		Classif.	7am-5pm	After 6pm	Saturday	Sunday	Holiday	Classif.	7am to 5 pm	After 5 pm	Saturday Sunday	Holiday		
Image: service and the service of		JourneymanHVAC	\$70.00	\$102.00	\$102.00	\$129.00	\$129.00	General Maintenance	\$71.00	\$106.50	\$106.50 \$106.50	\$124.25		
List exceptions to the above chart: n/a List exceptions to the above chart: n/a List exceptions to the above chart: Truck charge \$20 per repair job Explain company's policy in charging overtime costs for services Overtime is considered anytime before 7 a.m. or after 5 p.m. Monday Any work performed from 5:00 p.m. to 7:00 a.m., Monday through Friday, and all Staturdays, Sundays & Holidays. and all day Saturday and Sunday is overtime. How will the Owner be charged for materials? The Owner will have the option to purchase from K & S at a wholesale cost Our wholesale cost plus 20%. What is the mark-up %0 ver wholesale cost? Plus a markup of 20%. Yes. 20% OR If Discount: Is the discount %0 ers list cost? n/a Left blank Achowledge the % will remain firm through entire contract term: Yes. Yes. Truck Charge \$20.00 per repair job. No charge on Monthly Inspections. Will there be any subcontractors? If yes, list rates, etc: No Truck Charge. \$20.00 per repair job. No charge on Monthly Inspections. Was a sample service agreement included? Yes Yes Yes Was a sample service agreement included? Yes Yes Yes Was a resume of the company provided				\$139.00	\$139.00	\$159.00	\$159.00			\$127.50	\$127.50 \$127.50	\$148.75		
List exceptions to the above chart: n/a List exceptions to the above chart: n/a List exceptions to the above chart: Truck charge \$20 per repair job Explain company's policy in charging overtime costs for services Overtime is considered anytime before 7 a.m. or after 5 p.m. Monday Any work performed from 5:00 p.m. to 7:00 a.m., Monday through Friday, and all Staturdays, Sundays & Holidays. and all day Saturday and Sunday is overtime. How will the Owner be charged for materials? The Owner will have the option to purchase from K & S at a wholesale cost Our wholesale cost plus 20%. What is the mark-up %0 ver wholesale cost? Plus a markup of 20%. Yes. 20% OR If Discount: Is the discount %0 ers list cost? n/a Left blank Achowledge the % will remain firm through entire contract term: Yes. Yes. Truck Charge \$20.00 per repair job. No charge on Monthly Inspections. Will there be any subcontractors? If yes, list rates, etc: No Truck Charge. \$20.00 per repair job. No charge on Monthly Inspections. Was a sample service agreement included? Yes Yes Yes Was a sample service agreement included? Yes Yes Yes Was a resume of the company provided														
Explain company's policy in charging overtime costs for services Overtime is considered anytime before 7 a.m. or after 5 p.m. Monday Any work performed from 5:00 p.m. to 7:00 a.m., Monday through Friday, and all Saturdays, Sundays & Holidays. How will the Owner be charged for materials? The Owner will have the option to purchase from K & S at a wholesale cost Our wholesale cost plus 20% If Mark-Up: Is the mark-up % over wholesale cost? plus a markup of 20%. Yes. QR 20% 20% If Discount: Is the discount % less list cost? n/a Image: Company (Company (Com		List exceptions to the	ne above cha	rt: Straight Ti	me hours			List exceptions to the	above chart:	Straight Tim	e hours			
through Friday, and all Saturdays, Sundays & Holidays. and all day Saturday and Sunday is overtime. How will the Owner be charged for materials? The Owner will have the option to purchase from K & S at a wholesale cost Our wholesale cost plus 20% If Mark-Up: Is the mark-up % over wholesale cost? plus a markup of 20%. Yes. What is the mark-up %? Yes. Yes. OR 1 1 If Discount: Is the discount % less list cost? n/a 1 What is the discount %? Yes. 1 Acknowledge the % will remain firm through entire contract term: Yes. 1 Acknowledge the % will remain firm through entire contract term: Yes. 1 Ary other costs or charges that have not been addressed? No Truck Charge: \$20.00 per repair job. No charge on Monthly Inspections. Will there be any subcontractors? If yes, list rates, etc: No No. 1 Was a sample service agreement included? Yes Yes Yes Was a tot dharmless provided? Yes Yes Yes Was a sample service agreement include? Yes Yes Yes Was a Hold Harmless provided? Yes Yes Yes Can you meet Ci		List exceptions to the above chart: n/a						List exceptions to the	above chart: T	Fruck charge	\$20 per repair job			
Image: Constraint of the option of purchase from K & S at a wholesale cost Our wholesale cost plus 20% How will the Owner be harder for materials? The Owner will have the option to purchase from K & S at a wholesale cost Our wholesale cost plus 20% What is the mark-up % over wholesale cost? Plus a markup of 20%. Yes. What is the mark-up %? Yes, 20% 20% OR Image: Cost plus 20% 20% If Discount's is the discount % less list cost? n/a Image: Cost plus 20% What is the discount %? Image: Cost plus 20% Image: Cost plus 20% Acknowledge the % will remain firm through entire contract term: Yes. Image: Cost plus 20.00 per repair job. No charge on Monthly Inspections. Any other costs or charges that have not been addressed? No Image: Cost plus 20.00 per repair job. No charge on Monthly Inspections. Will there be any subcontractors? If yes, list rates, etc: No No. Image: Cost plus 20.00 per repair job. No charge on Monthly Inspections. Was a sample service agreement included? Yes Yes Yes Was a resume of the company provided Yes Yes Yes Was a resume of the company provided Yes Yes Yes Can you meet Citly's insurance requireme	Explain company's policy in charging overtime costs for services									, Monday through Fri	day,			
If Mark-Up: Is the mark-up % over wholesale cost? plus a markup of 20%. Yes. What is the mark-up %? Yes, 20% 20% OR Image: Comparison of the company for the contract term: Yes. If Discount: Is the discount %? Image: Comparison of the company for the contract term: Yes. Achnowledge the % will remain firm through entire contract term: Yes. Image: Comparison of the company for the contract term: Any other costs or charges that have not been addressed? No Truck Charge: \$20.00 per repair job. No charge on Monthly Inspections. Will there be any subcontractors? If yes, list rates, etc: No Truck Charge: \$20.00 per repair job. No charge on Monthly Inspections. Will there be any subcontractors? If yes, list rates, etc: No No. Was a sample service agreement include? Yes Yes Was a resume of the company provided Yes Yes Was a resume of the company provided Yes Yes Have you provided W-9? Yes Yes Have you provided W-9? Yes Yes Provide address of facility & distance (in miles) from City of RH: Z767 Grant Avenue, Rochester Hills 48309 37107 Schoolcraft Road, Livonia MI 48150 Additional Comments: <t< td=""><td></td><td>through Friday, and</td><td>I all Saturday</td><td>s, Sundays &</td><td>Holidays.</td><td></td><td></td><td>and all day Saturday a</td><td>ind Sunday is</td><td>overtime.</td><td></td><td></td></t<>		through Friday, and	I all Saturday	s, Sundays &	Holidays.			and all day Saturday a	ind Sunday is	overtime.				
What is the mark-up %? Yes, 20% 20% OR				o purchase fro	om K & S a	t a wholes	ale cost	-	us 20%					
OR If Discount: Is the discount % less list cost? n/a What is the discount %? A What is the discount %? If Discount: Is the discount %? Acknowledge the % will remain firm through entire contract term: Yes. Any other costs or charges that have not been addressed? No Multi there be any subcontractors? If yes, list rates, etc: No Will there be any subcontractors? If yes, list rates, etc: No Was a sample service agreement included? Yes Was a resume of the company provided Yes Yes Yes Can you precitity is insurance requirements. Yes Have you provided W-9? Yes Provide address of facility & distance (in miles) from City of RH: 2767 Grant Avenue, Rochester Hills 48309 Additional Comments: K & S installed & programmed the Johnson Controls METASYS System We have technicians living in Sterling Heights & Rochester Hills.			0%.											
If Discount: Is the discount % less list cost? n/a What is the discount %?	· · · · · · · · · · · · · · · · · · ·	Yes, 20%						20%						
What is the discount %? Image: Contract term: Yes. Acknowledge the % will remain firm through entire contract term: Yes. Left blank Any other costs or charges that have not been addressed? No Truck Charge: \$20.00 per repair job. No charge on Monthly Inspections. Mill there be any subcontractors? If yes, list rates, etc: No Mode Image: Service agreement included? Was a sample service agreement included? Yes Yes Yes Was Hold Hamless provided Yes Yes Was up our provided W-9? Yes Yes Provide address of facility & distance (in miles) from City of RH: 2767 Grant Avenue, Rochester Hills 48309 Yaston Stance is 46-miles. Additional Comments: K & S installed & programmed the Johnson Controls METASYS System We have technicians living in Sterling Heights & Rochester Hills.														
Acknowledge the % will remain firm through entire contract term: Yes. Left blank Any other costs or charges that have not been addressed? No Truck Charge: \$20.00 per repair job. No charge on Monthly Inspections. Any other costs or charges that have not been addressed? No Truck Charge: \$20.00 per repair job. No charge on Monthly Inspections. Will there be any subcontractors? If yes, list rates, etc: No No. Was a sample service agreement included? Yes Yes Was a resume of the company provided Yes Yes Was Hold Harmless provided? Yes Yes Can you meet City's insurance requirements. Yes Yes Have you provided W-9? Yes Yes Provide address of facility & distance (in miles) from City of RH: 2767 Grant Avenue, Rochester Hills 48309 37107 Schoolcraft Road, Livonia MI 48150 How many miles? 1-2 miles Distance is 46-miles. Additional Comments: K & S installed & programmed the Johnson Controls METASYS System We have technicians living in Sterling Heights & Rochester Hills.		n/a												
Any other costs or charges that have not been addressed? No Truck Charge: \$20.00 per repair job. No charge on Monthly Inspections. Image: Second per repair job. No charge on Monthly Inspections. Image: Second per repair job. No charge on Monthly Inspections. Will there be any subcontractors? If yes, list rates, etc: No No No. Was a sample service agreement included? Yes Yes Was a resume of the company provided Yes Yes Was Hold Harmless provided? Yes Yes Can you meet City's insurance requirements. Yes Yes Have you provided W-9? Yes Yes Provide address of facility & distance (in miles) from City of RH: 2767 Grant Avenue, Rochester Hills 48309 37107 Schoolcraft Road, Livonia MI 48150 Provide address of facility & distance (in miles) from City of RH: 2767 Grant Avenue, Rochester Hills 48309 37107 Schoolcraft Road, Livonia MI 48150 Additional Comments: K & S installed & programmed the Johnson Controls METASYS System We have technicians living in Sterling Heights & Rochester Hills.														
Will there be any subcontractors? If yes, list rates, etc: No Will there be any subcontractors? If yes, list rates, etc: No Was a sample service agreement included? Yes Was a resume of the company provided Yes Was a resume of the company provided? Yes Was Hold Harmless provided? Yes Was Hold Harmless provided? Yes Yes Yes Can you meet City's insurance requirements. Yes Have you provided W-9? Yes Provide address of facility & distance (in miles) from City of RH: 2767 Grant Avenue, Rochester Hills 48309 How many miles? 1-2 miles Distance is 46-miles. Additional Comments: K & S installed & programmed the Johnson Controls METASYS System We have technicians living in Sterling Heights & Rochester Hills.														
Was a sample service agreement included?YesWas a resume of the company providedYesWas a resume of the company providedYesWas Hold Harmless provided?YesWas Hold Harmless provided?YesYesYesCan you meet City's insurance requirements.YesHave you provided W-9?YesProvide address of facility & distance (in miles) from City of RH:2767 Grant Avenue, Rochester Hills 48309Provide address of facility & distance (in miles) from City of RH:2767 Grant Avenue, Rochester Hills 48309Additional Comments:K & S installed & programmed the Johnson Controls METASYS SystemWe have technicians living in Sterling Heights & Rochester Hills.	Any other costs or charges that have not been addressed?	No						Truck Charge: \$20.00	per repair job	. No charge	on Monthly Inspectio	ons.		
Was a sample service agreement included?YesWas a resume of the company providedYesWas a resume of the company providedYesWas Hold Harmless provided?YesWas Hold Harmless provided?YesYesYesCan you meet City's insurance requirements.YesHave you provided W-9?YesProvide address of facility & distance (in miles) from City of RH:2767 Grant Avenue, Rochester Hills 48309Provide address of facility & distance (in miles) from City of RH:2767 Grant Avenue, Rochester Hills 48309Additional Comments:K & S installed & programmed the Johnson Controls METASYS SystemWe have technicians living in Sterling Heights & Rochester Hills.	Will there be any subcontractors? If yes, list rates, etc:	 No						 No.						
Was a resume of the company providedYesYesWas Hold Hamless provided?YesYesCan you meet City's insurance requirements.YesYesHave you provided W-9?YesYesProvide address of facility & distance (in miles) from City of RH:2767 Grant Avenue, Rochester Hills 4830937107 Schoolcraft Road, Livonia MI 48150How many miles? 1-2 milesDistance is 46-miles.Additional Comments:K & S installed & programmed the Johnson Controls METASYS SystemWe have technicians living in Sterling Heights & Rochester Hills.														
Was Hold Harmless provided?YesYesCan you meet City's insurance requirements.YesYesHave you provided W-9?YesYesProvide address of facility & distance (in miles) from City of RH:2767 Grant Avenue, Rochester Hills 4830937107 Schoolcraft Road, Livonia MI 48150Provide address of facility & distance (in miles) from City of RH:2767 Grant Avenue, Rochester Hills 48309Distance is 46-miles.Additional Comments:K & S installed & programmed the Johnson Controls METASYS SystemWe have technicians living in Sterling Heights & Rochester Hills.														
Can you meet City's insurance requirements. Yes Yes Have you provided W-9? Yes Yes Provide address of facility & distance (in miles) from City of RH: 2767 Grant Avenue, Rochester Hills 48309 37107 Schoolcraft Road, Livonia MI 48150 Mow many miles? 1-2 miles Distance is 46-miles. Additional Comments: K & S installed & programmed the Johnson Controls METASYS System We have technicians living in Sterling Heights & Rochester Hills.														
Have you provided W-9? Yes Yes Provide address of facility & distance (in miles) from City of RH: 2767 Grant Avenue, Rochester Hills 48309 37107 Schoolcraft Road, Livonia MI 48150 How many miles? 1-2 miles Distance is 46-miles. Additional Comments: K & S installed & programmed the Johnson Controls METASYS System We have technicians living in Sterling Heights & Rochester Hills.														
Provide address of facility & distance (in miles) from City of RH: 2767 Grant Avenue, Rochester Hills 48309 37107 Schoolcraft Road, Livonia MI 48150 How many miles? 1-2 miles Distance is 46-miles. Additional Comments: K & S installed & programmed the Johnson Controls METASYS System We have technicians living in Sterling Heights & Rochester Hills.														
How many miles? 1-2 miles Distance is 46-miles. Additional Comments: K & S installed & programmed the Johnson Controls METASYS System We have technicians living in Sterling Heights & Rochester Hills.										40450				
Additional Comments: K & S installed & programmed the Johnson Controls METASYS System We have technicians living in Sterling Heights & Rochester Hills.	Provide address of facility & distance (in miles) from City of RH:			Hills 48309										
ICUTEDIA DI DE ALVEL DI VILLO VILLO VILLO VILLO SUCADO DOCOLI IL L	Additional Comments:	K & S installed & pr	rogrammed tl			,								
12-Preventative Visits per year	12 Provontativo Visite por voor				ISDS SHOU	iu situation								

RFP-RH-10-002 HVAC Preventive Maintenance Agreement												
		K & S	S Ventures I	nc			Temperature Services Inc					
K & S Ventures selected as providing the best value,			7 Grant Ave						noolcraft Ro			
and most responsive, responsive vendor proposal submitted.		Rocheste	er Hills MI	48309			Livonia MI 48150					
All vendors that submitted proposals attended the mandatory mtg.		Ran	dy Blomber	g			Mark McKay					
			8.299.4212					734.8	338.3200			
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive		Yearly Lump Su	um					1				
	1st year		\$4,59	5.00			1st year		\$2,775	.00		
	2nd year		\$4,59	5.00			2nd year		\$3,900	.00		
	TOTAL 1	st & 2nd years	\$9,19	0.00			TOTAL 1st & 2nd years		\$6,675	.00		
	3rd year		¢5.05	4.00			3rd year		\$2,825	00		
	4th year			\$5,054.00 \$5,054.00			4th year		\$2,825 <u>\$3,950</u>			
12-Preventative Visits per year		TOTAL 3rd & 4th years						3rd & 4th years	<u>\$6,775</u>			
PM Contract for NEW DPS Garage, 511 East Auburn	IOTAL 3	Yearly Lump Su					TOTAL	Yearly Lump Sum		.00		
The Contract for NEW Dr 5 Garage, 511 East Auburn	1st year	1st year					1st year		<u>\$1,600</u>			
	2nd year	\$4,67 <u>\$4,67</u>				2nd year TOTAL 1st & 2nd years		\$1,800.00				
		TOTAL 1st & 2nd years		0.00								
			<i>40,00</i>						<i>\</i> \\\\\\\\\\\\\			
	3rd year	_	\$5,15	0.00			3rd year		\$1,650	.00		
	4th year		\$5,15				4th year		\$1,775			
12-Preventative Visits per year		TOTAL 3rd & 4th years					TOTAL 3rd & 4th yea		\$3,425			
PM Contract for OCSO Substation, 750 Barclay Circle		Yearly Lump Su	um					Yearly Lump Sur	1			
	1st year		\$3,025.00 \$3,025.00			1st year 2nd year		\$1,150.00				
	2nd year							<u>\$2,200.00</u>				
	TOTAL 1	st & 2nd years	\$6,05	0.00			TOTAL	1st & 2nd years	\$3,350	.00		
	3rd year		\$3,32				3rd year		\$1,200			
	4th year		<u>\$3,32</u>				4th year		<u>\$2,250</u>			
	TOTAL 3	Brd & 4th years	\$6,65	5.00			TOTAL	3rd & 4th years	\$3,450	.00		
	\$24,590.00	Total of all B	Bidas for v	/ears 1-2	PM Contrac	cts	\$13,350.00	Total of all B	Idas for v	ears 1-2 PM Co	ntracts	
	\$27,063.00	Total of all B					\$13,650.00	Total of all B	Idas for v	ears 3-4 PM Co	ntracts	
	\$51,653.00		Jugerer				\$27,000.00					
	.,	+										
		+ +										

RFP-RH-10-002 HVAC Preventive Maintenance Agreement													
			h Mechanica				R & A Heating & Cooling Inc.						
K & S Ventures selected as providing the best value,		14	90 Highwoo	d E			275 Biltmore Blvd.						
and most responsive, responsive vendor proposal submitted.		Po	ntiac MI 48	340			Troy MI 48084						
All vendors that submitted proposals attended the mandatory mtg.			Jim Toccalin	0			Andrew Werhowatz III						
		1	248.322.560	0			248.362.0100						
5-full service contracts information?	Provided						No full service contracts at this time; not bidding on full service contract for RH.						
4-Preventive Maintenance contracts information?	Provided						Provided						
Procedure for after hours and Emergency Calls?	Provided; response	Provided; response time less than 2-hours						1-4 hours-ave	rage is 1.5 ho	urs.			
Comply with State of MI & Fed EEO?	Yes.								0				
How many yrs performing HVAC maint.work?	27-years	27-years											
Do you inventory parts at local office?	Some						No						
If no, how do you acquire replacement parts?							Minor & most common p	arts are on the	service truck	s. The rest a	are purchas	ed	
							as needed from local sup						
Type of Organization:	Corporation						Corporation						
Number of full-time and part-time employees:	23-full time employe	es: 0 part time					9-full time; 1-part time						
Do you maintain an Engineering Dept?	Yes						No						
If yes, how many are registered Engineers?	None of our enginee	ers are professio	nal enginee	rs (PE)									
What % of business is maintenance work?	70%		inal engineer	• (/			50%						
Do you have uniform/detailed method?	Yes						Yes						
Do you have REQUIRED computer-generated PM program?	Yes						No						
Is this program based on Manuf. Recomm. (REQUIRED)	Yes												
maint.procedures & historical data of similar eq.?													
Were samples provided of computer generated PM	Yes						No; we do not use a com	puter generate	d program				
task sheets the mechanics use?								puter generate	a program.				
Will you provide a specific HVAC mechanic to the City?	Yes, as well as back						Yes						
List licenses:	Provided	tup.					Provided						
What training has the HVAC mechanic rec'd?	Provided						Provided						
Will a Service/Acct Manager be assigned to the City?	Yes.						Yes						
How many yrs of exp does Svs/Acct Mgr have in maint/repair?							25-years						
How many yrs of exp does Svs/Acct Mgr have in main/repair? How many yrs of exp does Svs/Acct Mgr have managing svs accts?	6-years												
	30-years						10-years						
Will the Svs/Acct Mgr be available on-site when requested by City?	Yes	<u> </u>			1		Yes						
Hourly Rates - First Year:		Mon-Fri	Mon-Fri					Mon-Fri	Mon-Fri				
	Classif.	7:30am-6pm		Saturday		Holiday	Classif.		Op After 4:30p			Holiday	
	Journeyman	\$85.00	\$127.50	\$127.50	\$127.50	\$170.00	All	\$65.00	\$97.50	\$130.00	\$130.00	\$130.00	
	List exceptions to the	e above chart.					List exceptions to the abo	ove chart: Stra	hight Time bou	urs			
				1	1								
Hourly Rate - Second Year	Classif.	Mon-Fri 7:30am-6pm	Mon-Fri	Saturday	Sunday	Holiday	Classif.	Mon-Fri	Mon-Fri 0p After 4:30p	on Saturday	Sunday	Holiday	
		\$85.00	\$127.50	\$127.50		\$170.00	Same as first year	0.30am-4.3	UPAILEI 4.30	Ji Saturuay	Sunuay	nonuay	
	Journeyman	\$60.00 	\$127.50	\$127.50	\$127.50	\$170.00	All	\$65.00	\$97.50	\$130.00	\$130.00	\$130.00	
	List exceptions to the	e above chart:					List exceptions to the above chart: Straight Time hours						

RFP-RH-10-002 HVAC Preventive Maintenance Agreement														
		Tec	h Mechanica	al Inc				R & A Heati	ng & Cooling	n Inc.				
K & S Ventures selected as providing the best value,			190 Highwoo						Itmore Blvd.	,				
and most responsive, responsive vendor proposal submitted.			ontiac MI 48						MI 48084					
All vendors that submitted proposals attended the mandatory mtg.			Jim Toccalin						Werhowatz I					
			248.322.560					248.	.362.0100					
Hourly Rate - Third Year		Mon-Fri	Mon-Fri					Mon-Fri	Mon-Fri	1		1		
	Classif.	7:30am-6pm		Saturday	Sunday	Holiday	Classif.	8:30am-4:30		n Saturday	Sunday	Holic		
	Journeyman	\$87.50	\$131.25	\$131.25		\$175.00	All 4% increase	0.50411-4.50		Jaturuay	Sunday			
	Journeyman	φ07.00	φ101.20	ψ101.20	φ101.20	φ175.00	from first year							
							All	\$67.60	\$101.40	\$135.20	\$135.20	\$135		
										\$100.20	\$100.20			
	List exceptions to	the above chart:					List exceptions to the above chart: Straight Time hours							
		the above chart.							10					
Hourly Rate - Fourth Year		Mon-Fri	Mon-Fri					Mon-Fri	Mon-Fri					
	Classif.	7:30am-6pm	After 6pm	Saturday	Sunday	Holiday	Classif.	8:30am-4:30	p After 4:30p	n Saturday	Sunday	Holic		
	Journeyman	\$87.50	\$131.25	\$131.25	\$131.25	\$175.00	All 4% increase							
							from third year							
								\$70.30	\$105.46	\$140.61	\$140.61	\$140		
	List exceptions to	the above chart:					List exceptions to the	above chart: Strai	aht Time hou	ırs				
Explain company's policy in charging overtime costs for services		ests technician be on a set of the set of th					Normal working hours		4.40 p.m. e					
How will the Owner be charged for materials?	Mark-up over who	olesale cost					By invoice							
If Mark-Up: Is the mark-up % over wholesale cost?	Yes						Percentage over actual wholesale cost, from a actual local supply house.							
What is the mark-up %?	30%						Not national average!	Graduated % mark	k up.					
OR							.01-49.99 - 100%							
If Discount: Is the discount % less list cost?							50.00 - 199.99 - 75%							
What is the discount %?							200.00 - 499.99 - 50%							
Acknowledge the % will remain firm through entire contract term:	Yes						500.00 - and up - 33%							
Any other costs or charges that have not been addressed?	Yes. Truck charge	e \$45, Refrigerant	Disposal-vai	ries w/marl	et.		Yes. Tool charges, Re	ecovery \$25, Evacu	ation \$25, to	orch charge	dependin	g		
							repair.							
Will there be any subcontractors? If yes, list rates, etc:	Yes. Electrical, cr	rane. Customer wil	ll be charged	subcontra	ctor cost p	lus	Yes. Unit replacemer	nt may need and el	ectrician, cra	ne. If you	need duct			
	10% or owner ma	y hire subcontract	or directly.				cleaning, it would be s	sub-contracted. Bac	ck flow certifi	cation.				
Was a sample service agreement included?	Yes.						Yes							
Was a resume of the company provided	Yes.					Indicated yes, but not	provided							
Was Hold Harmless provided?	Yes.					Yes								
Can you meet City's insurance requirements.	Yes.					Yes								
Have you provided W-9?	Yes.		Yes											
Provide address of facility & distance (in miles) from City of RH:		is located at 1490		, Pontiac N	11 48340;		275 Biltmore Blvd., Tr	oy, MI 48084 - 8 m	niles					
Additional Comments:		City of Rochester H In lives in Troy. Te		o dispotati	d from the	oir homoo								
		in iives in 110y. Te	echnicians ar	e uispaich	eu nom the	en nomes.								
12-Preventative Visits per year														

Holiday	
\$135.20	

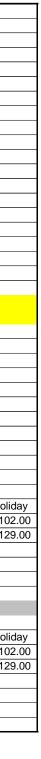
Holiday	
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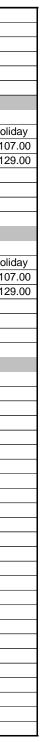
RFP-RH-10-002 HVAC Preventive Maintenance Agreement									
	Tech	Mechanical Inc			R & A Heating	& Cooling l	Inc.		
K & S Ventures selected as providing the best value,	1490) Highwood E			275 Biltn	nore Blvd.			
and most responsive, responsive vendor proposal submitted.	Pont	iac MI 48340			Troy M	I 48084			
All vendors that submitted proposals attended the mandatory mtg.	Jir	n Toccalino			Andrew W	erhowatz III			
	24	8.322.5600			248.362.0100				
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive	Yearly Lump Sum	า			Yearly Lump Sum				
	1st year	\$11,600.00		1st year		\$7,08	0.00		
	2nd year	\$11,600.00		2nd year		\$7,08	0.00		
	TOTAL 1st & 2nd years	\$23,200.00			TOTAL 1st & 2nd years	\$14,16	60.00		
	3rd year	\$11,890.00		3rd year		\$7,36	5.00		
	4th year	\$11,890.00		4th year		\$7,66	0.00		
12-Preventative Visits per year	TOTAL 3rd & 4th years	\$23,780.00			TOTAL 3rd & 4th years	\$15,02	25.00		
PM Contract for NEW DPS Garage, 511 East Auburn	Yearly Lump Sun	า			Yearly Lump Sum				
	1st year	\$8,897.00		1st year		\$7,08	0.00		
	2nd year	\$8,897.00		2nd year		\$7,080.00			
	TOTAL 1st & 2nd years	\$17,794.00			TOTAL 1st & 2nd years	\$14,16	60.00		
	3rd year	\$9,119.00		3rd year		\$7.36	5.00		
	4th year	<u>\$9,119.00</u>		4th year					
12-Preventative Visits per year	TOTAL 3rd & 4th years	\$18,238.00			TOTAL 3rd & 4th years				
PM Contract for OCSO Substation, 750 Barclay Circle	Yearly Lump Sum				Yearly Lump Sum		Ivd. 84 atz III 0 \$7,080.00 \$7,080.00 \$14,160.00 \$7,365.00 \$7,660.00 \$7,080.00 \$7,080.00 \$7,660.00 \$7,080.00 \$7,080.00 \$7,080.00 \$7,080.00 \$7,080.00 \$7,365.00 \$7,660.00 \$7,660.00 \$7,080.00		
	1st year	\$8,606.00		1st year		\$7,08	0.00		
	2nd year	\$8,606.00		2nd year		\$7,080.00			
	TOTAL 1st & 2nd years	\$17,212.00			TOTAL 1st & 2nd years	\$14,16	60.00		
						<u> </u>			
	3rd year	\$8,821.00		3rd year					
	4th year	<u>\$8,821.00</u>		4th year					
	TOTAL 3rd & 4th years	\$17,642.00			TOTAL 3rd & 4th years	\$15,02	25.00		
			-2 PM Contracts	\$42,480.00					
		Bidgs for years 3	-4 PM Contracts	\$45,075.00	Total of all B	Bldgs for y	ears 3-4	PM Contra	
	\$117,866.00			\$87,555.00					

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RFP-RH-10-002 HVAC Preventive Maintenance Agreement														
		North Sta	r Mechanica	I Inc				Great La	akes Mecha	nical				
K & S Ventures selected as providing the best value,		50650 Corp	orate Drive,	Ste. A				38	300 Maple					
and most responsive, responsive vendor proposal submitted.		Shelby To	wnship MI 4	8315				Dearb	orn MI 481	26				
All vendors that submitted proposals attended the mandatory mtg.		Anth	ony Chabot					Jo	hn Serrano					
		586	6.939.0070				313.581.3043							
5-full service contracts information?	Provided						3-provided							
4-Preventive Maintenance contracts information?	Provided						Provided							
Procedure for after hours and Emergency Calls?	Provided						Provided- 2-hour response time for all after hours.							
Comply with State of MI & Fed EEO?	Yes						Yes							
How many yrs performing HVAC maint.work?	20 plus years						60 plus years							
Do you inventory parts at local office?	Yes						Yes							
If no, how do you acquire replacement parts?														
Type of Organization:	Corporation						Corporation							
Number of full-time and part-time employees:	37-full time						50-full time; zero pa	art time						
Do you maintain an Engineering Dept?	No					No								
If yes, how many are registered Engineers?														
What % of business is maintenance work?	75%					70%								
Do you have uniform/detailed method?	Yes						Yes							
Do you have REQUIRED computer-generated PM program?	Yes					Yes								
Is this program based on Manuf. Recomm. (REQUIRED)	Yes					No								
maint.procedures & historical data of similar eq.?														
Were samples provided of computer generated PM	Yes			Yes, but not provide	ed									
task sheets the mechanics use?														
Will you provide a specific HVAC mechanic to the City?	Yes					Yes								
List licenses:	Provided						Provided							
What training has the HVAC mechanic rec'd?	Provided						Provided							
Will a Service/Acct Manager be assigned to the City?	Yes						Yes							
How many yrs of exp does Svs/Acct Mgr have in maint/repair?	25-years						15-years							
How many yrs of exp does Svs/Acct Mgr have managing svs accts?	20-years						6-years							
Will the Svs/Acct Mgr be available on-site when requested by City?	Yes						Yes							
Hourly Rates - First Year:		Mon-Fri	Mon-Fri					Mon-Fri	Mon-Fri					
	Classif.	7:30am-6pm	After 6pm	Saturday	Sunday	Holiday	Classif.	7:30am-6pm	After 6pm	Saturday Sunday	Holida			
	Journeyman	\$85.00	\$127.50	\$127.50	\$127.50	\$127.50	Maintenance	\$71.00	\$88.50	\$88.50 \$102.00	\$102.0			
	Apprentice	\$70.00	\$105.00	\$105.00	\$105.00	\$105.00	Chiller Repair	\$90.00	\$110.00	\$110.00 \$129.00	\$129.0			
	List exceptions to the a		ertime servio	ce calls are	billed to									
	portal to portal, trip cha				List exceptions to th	ne above chart: T	ruck charge	for service call \$30						
Hourly Rate - Second Year		Mon-Fri	Mon-Fri		1	1 1		Mon-Fri	Mon-Fri	1				
	Classif.	7:30am-6pm		Saturday	Sunday	Holiday	Classif.	7:30am-6pm		Saturday Sunday	Holida			
	Journeyman	\$88.00	\$132.00		\$132.00	\$132.00	Maintenance	\$71.00	\$88.50	\$88.50 \$102.00	\$102.0			
	Apprentice	\$73.00	\$109.50	\$109.50	\$109.50	\$109.50	Chiller Repair	\$90.00	\$110.00	\$110.00 \$129.00	\$129.0			
		\$ 10.00	\$100.00	φ100.00	\$100.00	φ100.00		φυυ.υυ	WITU.00	φ110.00 φ120.00	ψ120.0			
			1											
	List exceptions to the a	bove chart: Ov	ertime servio	ce calls are	billed to									
	portal to portal, trip cha	rae					List exceptions to th	ne above chart: T	ruck charge	for service call \$30				



RFP-RH-10-002 HVAC Preventive Maintenance Agreement													
		North Sta	ar Mechanica	al Inc				Great L	akes Mecha	nical			
K & S Ventures selected as providing the best value,		50650 Cor	porate Drive,	Ste. A				38	300 Maple				
and most responsive, responsive vendor proposal submitted.		Shelby To	wnship MI 4	48315				Dearb	orn MI 481	26			
All vendors that submitted proposals attended the mandatory mtg.		Ant	hony Chabot				John Serrano						
		58	6.939.0070					31	3.581.3043				
Hourly Rate - Third Year		Mon-Fri	Mon-Fri		1			Mon-Fri	Mon-Fri				
	Classif.	7:30am-6pm	After 6pm	Saturday	Sunday	Holiday	Classif.	7:30am-6pm	After 6pm	Saturday		Holida	
	Journeyman	\$92.00	\$138.00	\$138.00	\$138.00	\$138.00	Maintenance	\$71.00	\$89.00		\$107.00	\$107.0	
	Apprentice	\$76.00	\$114.00	\$114.00	\$114.00	\$114.00	Chiller Repair	\$90.00	\$107.00	\$107.00	\$129.00	\$129.0	
	List exceptions to the above chart: Overtime service calls are billed to Image: Comparison of the above chart is a comparison												
	portal to portal, trip	charge					List exceptions to	the above chart: T	ruck charge	for service	e call \$30		
Hourly Rate - Fourth Year		Mon-Fri	Mon-Fri					Mon-Fri	Mon-Fri				
	Classif.	7:30am-6pm		Saturday		Holiday	Classif.	7:30am-6pm		Saturday		Holida	
	Journeyman	\$95.00	\$142.50	\$142.50	\$142.50	\$142.50	Maintenance	\$71.00	\$89.00	-	\$107.00	\$107.0	
	Apprentice	\$79.00	\$118.50	\$118.50	\$118.50	\$118.50	Chiller Repair	\$90.00	\$107.00	\$107.00	\$129.00	\$129.0	
	List excentions to t	the above chart: O	vertime servi	ce calls are	hilled to								
	portal to portal, trip		vertime servi		billed to		List exceptions to	the above chart: T	ruck charge	for service	0.C2II \$30		
		Charge						the above chart. I	ruck charge		e can φ50		
Explain company's policy in charging overtime costs for services	Overtime labor is c	charge portal to port	al				Overtime is for work over 8 hours per day or 40 hours per week						
How will the Owner be charged for materials?	Owner will be invoi	iced for materials &	labor upon o	completion of	of service c	all.	Wholesale plus 1	5%					
If Mark-Up: Is the mark-up % over wholesale cost?				, on protion of		uni	Yes						
What is the mark-up %?							15%						
OR													
If Discount: Is the discount % less list cost?	Yes						n/a						
What is the discount %?	20%												
Acknowledge the % will remain firm through entire contract term:	Yes						Yes						
Any other costs or charges that have not been addressed?	No. (See above or	vertime labor charg	e portal to po	ortal, trip cha	arge)		Truck charge for s	service call is \$30.0	00				
Will there be any subcontractors? If yes, list rates, etc:	No.						No						
Was a sample service agreement included?	Yes						No						
Was a resume of the company provided	Yes						Yes						
Was Hold Harmless provided?	Yes						Yes						
Can you meet City's insurance requirements.	Yes						Yes						
Have you provided W-9?	Yes						Yes						
Provide address of facility & distance (in miles) from City of RH:	50650 Corporate D 8.1 miles from City	Drive, Ste A, Shelby	Township, N	<i>I</i> I 48315			3800 Maple, Dearborn, MI 48216						
Additional Comments:							30-miles						
12-Preventative Visits per year													



North Star Mechanical Inc Great Lakes Mechanical K & S Ventures selected as providing the best value, and most responsive, responsive wordor proposal submitted. Shebty Township MI 48315 Deathorm MI 48126 All vendors that submitted proposals attended the mandatory mtg. Anthony Chabot John Serrano Yearly Lump Sum States State	
and most responsive, responsi responsive, responsi responsive, responsive, responsive, respons	
All vendors that submitted proposals attended the mandatory mtg. Anthony Chabot John Serrano MC ontract for RH Municipal Bldg, 1000 Rochester Hills Drive Yearly Lump Sum Vearly Lump Sum Yearly Lump Sum 1st year \$3,350.00 PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive 1st year \$8,059.99 1st year \$3,350.00 2nd year \$8,059.99 2nd year \$3,350.00 \$3,350.00 \$3,350.00 2nd year \$16,402.08 TOTAL 1st & 2nd years \$6,700.00 \$3,350.00 12-Preventative Visits per year 3rd year \$8,634.06 3rd year \$3,350.00 12-Preventative Visits per year TOTAL 1st & 4th years \$17,570.30 TOTAL 3rd & 4th years \$7,100.00 PM Contract for NEW DPS Garage, 511 East Auburn Yearly Lump Sum Yearly Lump Sum Yearly Lump Sum Yearly Lump Sum 1st year \$9,011.93 1st year \$1,600.00 \$1,600.00 2nd year \$9,327.34 2nd year \$1,600.00 12-Preventative Visits per year TOTAL 1st & 2nd years \$1,600.00 \$1,600.00 2nd year \$9,653.80 3rd year \$1,600.00 \$1,600.00 2nd year \$9,931.68 4th years \$1,600.00 12-Preventative Visits per year TOTAL 1st & 2nd	
State State <th< td=""><td></td></th<>	
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive Yearly Lump Sum Yearly Lump Sum Ist year \$3,350.00	
1st year \$8,059.99 1st year \$3,350.00 2nd year \$8,342.09 2nd year \$3,350.00 TOTAL 1st & 2nd years \$16,402.08 TOTAL 1st & 2nd years \$6,700.00 3rd year \$8,634.06 3rd year \$3,350.00 4th year \$8,634.06 3rd year \$3,550.00 4th year \$8,634.06 3rd year \$3,550.00 4th year \$8,634.06 3rd year \$3,550.00 12-Preventative Visits per year TOTAL 3rd & 4th years \$17,570.30 TOTAL 3rd & 4th years \$7,100.00 PM Contract for NEW DPS Garage, 511 East Auburn Yearly Lump Sum Yearly Lump Sum Yearly Lump Sum \$16,00.00 1st year \$9,011.93 1st year \$1,600.00 \$1,600.00 2nd year \$9,327.34 2nd year \$1,600.00 \$1,600.00 3rd year \$1,937.44 2nd year \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,	
2nd year \$8.342.09 2nd year \$3.350.00 TOTAL 1st & 2nd years \$16,402.08 TOTAL 1st & 2nd years \$6,700.00 and year \$8,634.06 ard year \$3.550.00 3rd year \$8,634.06 3rd year \$3.550.00 4th year \$8,634.06 3rd year \$3.550.00 12-Preventative Visits per year TOTAL 3rd & 4th years \$17,570.30 TOTAL 3rd & 4th years \$7,100.00 PM Contract for NEW DPS Garage, 511 East Auburn Yearly Lump Sum Yearly Lump Sum Yearly Lump Sum Yearly Lump Sum 1st year \$9,011.93 1st year \$1,600.00 \$1,600.00 \$1,600.00 2nd year \$9,327.34 2nd year \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$1,600.00 \$3.60.00 \$1,600.00 \$1,600.00 \$1,600.00 \$3.60.00 \$3.60.00 \$3.60.00 \$3.60.00 \$3.60.00 \$3.60.00 \$3.60.00 \$3.60.00 \$3.	
TOTAL 1st & 2nd years\$16,402.08TOTAL 1st & 2nd years\$6,700.003rd year3rd year\$8,634.063rd year\$3,550.004th year\$8,634.063rd year\$3,550.0012-Preventative Visits per yearTOTAL 3rd & 4th years\$17,570.30TOTAL 3rd & 4th yearsPM Contract for NEW DPS Garage, 511 East AuburnYearly Lump SumYearly Lump SumYearly Lump Sum1st year\$9,011.931st year\$1,600.002nd year\$9,327.342nd year\$1,600.00TOTAL 1st & 2nd years\$18,339.27TOTAL 1st & 2nd years\$3,200.003rd year\$9,9327.342nd year\$1,600.002nd year\$9,9327.342nd year\$1,600.003rd year\$9,9327.342nd year\$1,600.001st year\$9,9327.342nd year\$1,600.002nd year\$9,932.684th years\$3,200.0012-Preventative Visits per yearTOTAL 1st & 2nd years\$1,600.0012-Preventative Visits per yearTOTAL 3rd & 4th years\$19,645.48TOTAL 3rd & 4th years12-Preventative Visits per yearYearly Lump SumYearly Lump SumYearly Lump SumPM Contract for OCSO Substation, 750 Barclay CircleYearly Lump SumYearly Lump Sum1st year\$6,196.671st year\$1,700.002nd year\$6,196.671st year\$1,700.002nd year\$6,13.562nd year\$1,700.00	
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4th year\$8,936.244th year\$3,550.0012-Preventative Visits per yearTOTAL 3rd & 4th years\$17,570.30TOTAL 3rd & 4th years\$7,100.00PM Contract for NEW DPS Garage, 511 East AuburnYearly Lump SumYearly Lump SumYearly Lump Sum1st year\$9,011.931st year\$1,600.002nd year\$9,327.342nd year\$1,600.002nd year\$18,339.27TOTAL 1st & 2nd years\$3,200.003rd year\$9,653.803rd year\$1,600.004th year\$9,953.803rd year\$1,600.0012-Preventative Visits per yearTOTAL 3rd & 4th years\$1,600.00Yearly Lump SumYearly Lump SumYearly Lump Sum\$1,600.0012-Preventative Visits per yearTOTAL 3rd & 4th years\$1,600.00Yearly Lump SumYearly Yearly Lump SumYearly Lump SumYearly Starly Starly Starly Starly Starly Starly Starly Starly Starly S	
12-Preventative Visits per year TOTAL 3rd & 4th years \$17,570.30 TOTAL 3rd & 4th years \$7,100.00 PM Contract for NEW DPS Garage, 511 East Auburn Yearly Lump Sum 1st year \$1,600.00 2nd year \$1,600.00	
PM Contract for NEW DPS Garage, 511 East Auburn Yearly Lump Sum Yearly Lump Sum 1st year \$9,011.93 1st year \$1,600.00 2nd year \$9,327.34 2nd year \$1,600.00 TOTAL 1st & 2nd years \$18,339.27 TOTAL 1st & 2nd years \$3,200.00 3rd year \$9,653.80 3rd year \$1,600.00 4th year \$9,991.68 4th year \$1,600.00 12-Preventative Visits per year TOTAL 3rd & 4th years \$1,600.00 PM Contract for OCSO Substation, 750 Barclay Circle Yearly Lump Sum Yearly Lump Sum 1st year \$6,196.67 1st year \$1,700.00 2nd year \$6,413.56 2nd year \$1,700.00	
1st year \$9,011.93 1st year \$1,600.00 2nd year \$9,327.34 2nd year \$1,600.00 TOTAL 1st & 2nd years \$18,339.27 TOTAL 1st & 2nd years \$3,200.00 3rd year \$9,653.80 3rd year \$1,600.00 4th year \$9,9653.80 3rd year \$1,600.00 12-Preventative Visits per year TOTAL 3rd & 4th years \$19,645.48 TOTAL 3rd & 4th years \$3,200.00 PM Contract for OCSO Substation, 750 Barclay Circle Yearly Lump Sum Yearly Lump Sum Yearly Lump Sum Yearly Lump Sum 1st year \$6,196.67 1st year \$1,700.00 \$1,700.00 \$1,700.00	
2nd year \$9,327.34 2nd year \$1,600.00 TOTAL 1st & 2nd years \$18,339.27 TOTAL 1st & 2nd years \$3,200.00 TOTAL 1st & 2nd years \$18,339.27 TOTAL 1st & 2nd years \$3,200.00 Srd year \$9,653.80 3rd year \$1,600.00 4th year \$9,991.68 4th year \$1,600.00 12-Preventative Visits per year TOTAL 3rd & 4th years \$19,645.48 TOTAL 3rd & 4th years \$3,200.00 PM Contract for OCSO Substation, 750 Barclay Circle Yearly Lump Sum Yearly Lump Sum Yearly Lump Sum Yearly Lump Sum 1st year \$1,00.00 \$6,196.67 1st year \$1,700.00 2nd year \$1,700.00 \$1,700.00 \$1,700.00 \$1,700.00	
TOTAL 1st & 2nd years\$18,339.27TOTAL 1st & 2nd years\$3,20.00Image: Strain of the	
Image: style styl	
4th year\$9,991.684th year\$1,600.0012-Preventative Visits per yearTOTAL 3rd & 4th years\$19,645.48TOTAL 3rd & 4th years\$3,200.00PM Contract for OCSO Substation, 750 Barclay CircleYearly Lump SumYearly Lump SumYearly Lump SumYearly Lump Sum1st year\$6,196.671st year\$1,700.002nd year\$6,413.562nd year\$1,700.00	
4th year\$9,991.684th year\$1,600.0012-Preventative Visits per yearTOTAL 3rd & 4th years\$19,645.48TOTAL 3rd & 4th years\$3,200.00PM Contract for OCSO Substation, 750 Barclay CircleYearly Lump SumYearly Lump SumYearly Lump SumYearly Lump Sum1st year\$6,196.671st year\$1,700.002nd year\$6,413.562nd year\$1,700.00	
12-Preventative Visits per year TOTAL 3rd & 4th years \$19,645.48 TOTAL 3rd & 4th years \$3,200.00 PM Contract for OCSO Substation, 750 Barclay Circle Yearly Lump Sum \$1,700.00 Yearly Lump Sum \$1,700.00 Yearly Lump Sum Ye	
PM Contract for OCSO Substation, 750 Barclay Circle Yearly Lump Sum Start year	
1st year \$6,196.67 1st year \$1,700.00 2nd year \$6,413.56 2nd year \$1,700.00	
2nd year \$6,413.56 2nd year \$1,700.00	
TOTAL 1st & 2nd years \$12,610.23 TOTAL 1st & 2nd years \$3,400.00	
3rd year \$6,638.03 3rd year \$1,800.00	
4th year \$6,870.36 4th year \$1,900.00	
TOTAL 3rd & 4th years \$13,508.39 TOTAL 3rd & 4th years \$3,700.00	
\$47,351.58 Total of all Bldgs for years 1-2 PM Contracts \$13,300.00 Total of all Bldgs for years 1-2 PM	
\$50,724.17 Total of all Bldgs for years 3-4 PM Contracts Total of all Bldgs for years 3-4 PM Contracts Total of all Bldgs for years 3-4 PM	M Contracts
\$98,075.75 \$27,300.00	



RFP-RH-10-002 HVAC Preventive Maintenance Agreement													
		Guardian Enviro	nmental Ser	vices inc				RWM	ead & Sons	Inc			
K & S Ventures selected as providing the best value,			Slendale Ave						795 Riviera				
and most responsive, responsive vendor proposal submitted.			MI 48150				Fraser MI 48026						
All vendors that submitted proposals attended the mandatory mtg.			A Dekeyser				John Mora						
			513.9500				586.296.3650						
5-full service contracts information?	Not included-page miss						Provided						
4-Preventive Maintenance contracts information?	Provided	0					Provided						
Procedure for after hours and Emergency Calls?	Provided; always have 2	2-techs on call.					Provided; response time is normally within two (2) hours.						
Comply with State of MI & Fed EEO?	Yes						Yes						
How many yrs performing HVAC maint.work?	26-years						34-years						
Do you inventory parts at local office?	Yes (limited)						No						
If no, how do you acquire replacement parts?	Open accounts with all I	ocal HVAC & Plur	nbing suppli	ers.									
Type of Organization:	Corporation							Corporation					
Number of full-time and part-time employees:	38-full time; zero part tir	time; zero part time						art time					
Do you maintain an Engineering Dept?	No						Yes						
If yes, how many are registered Engineers?							3-registered engine	eers					
What % of business is maintenance work?	85%						50%						
Do you have uniform/detailed method?	No						Yes						
Do you have REQUIRED computer-generated PM program?	No						Yes						
Is this program based on Manuf. Recomm. (REQUIRED)	No						Yes						
maint.procedures & historical data of similar eq.?		attached)											
Were samples provided of computer generated PM	(see attached)	see attached)						Yes					
task sheets the mechanics use?													
Will you provide a specific HVAC mechanic to the City?	Yes						Yes						
List licenses:	Provided						Provided						
What training has the HVAC mechanic rec'd?	Provided						Provided						
Will a Service/Acct Manager be assigned to the City?	Yes						Yes						
How many yrs of exp does Svs/Acct Mgr have in maint/repair?	20-years						22-years						
How many yrs of exp does Svs/Acct Mgr have managing svs accts?	15-years						22-years						
Will the Svs/Acct Mgr be available on-site when requested by City?	Yes	vided s years years					Yes						
Hourly Rates - First Year:		Mon-Fri	Mon-Fri					Mon-Fri	Mon-Fri				
	Classif.	7:30am-6pm		Saturday		Holiday	Classif.	7:30am-6pm		Saturday			
	Journeyman	\$87.00	\$117.00	-	\$156.00	\$156.00	Journeyman	\$78.00	\$110.00	\$110.00	\$149.00		
	Apprentice	\$67.00	\$97.00	\$97.00	\$136.00	\$136.00							
	List exceptions to the above	e chart: any onsite wo	rk after 4 pm o	customer ha	s option of wa	iting	List exceptions to t	the above chart:					
			1	-					1				
Hourly Rate - Second Year		Mon-Fri	Mon-Fri					Mon-Fri	Mon-Fri				
	Classif.	7:30am-6pm		Saturday		Holiday	Classif.	7:30am-6pm		Saturday			
	Journeyman	\$90.00	\$117.00		\$156.00	\$156.00	Journeyman	\$80.00	\$113.00	\$113.00	\$153.00		
	Apprentice	\$70.00	\$97.00	\$97.00	\$136.00	\$136.00							
											<u> </u>		
	List exceptions to the above	e chart: any onsite wo	rk after 4 pm o	customer ha	s option of wa	iting	List exceptions to t	the above chart:					

ay	Holiday
.00	\$149.00
ay	Holiday
.00	\$153.00
.00	\$100.00
	-

			1	1	1				1	1	1			
RFP-RH-10-002 HVAC Preventive Maintenance Agreement														
		Guardian Environmental Services inc					R W Mead & Sons Inc							
K & S Ventures selected as providing the best value,		34400 Glendale Ave Livonia MI 48150					33795 Riviera							
and most responsive, responsive vendor proposal submitted.							Fraser MI 48026							
All vendors that submitted proposals attended the mandatory mtg.			A Dekeyser	ſ			John Mora							
		734.	513.9500				586.296.3650							
Hourly Rate - Third Year		Mon-Fri	Mon-Fri		1			Mon-Fri	Mon-Fri	1	1			
	Classif.	7:30am-6pm		Saturday	Sunday	Holiday	Classif.	7:30am-6pm		Saturday	Sunday	Holiday		
	Journeyman	\$92.00	\$117.00	\$117.00		\$156.00	Journeyman	\$82.00	\$116.00	\$116.00		\$157.00		
	Apprentice	\$69.00	\$97.00		\$136.00	\$136.00			•	· · · · ·				
List exceptions to the above chart: any onsite work after 4 pm customer has option of waiting				aiting	List exceptions to	the above chart:		1						
Hourly Rate - Fourth Year		Mon-Fri	Mon-Fri					Mon-Fri	Mon-Fri					
	Classif.	7:30am-6pm	After 6pm	Saturday	Sunday	Holiday	Classif.	7:30am-6pm	After 6pm	Saturday	Sunday	Holiday		
	Journeyman	\$92.00	\$117.00	\$117.00	\$156.00	\$156.00	Journeyman	\$84.00	\$119.00	\$119.00	\$161.00	\$161.00		
	Apprentice	\$69.00	\$97.00	\$97.00	\$136.00	\$136.00								
	List exceptions to the al	pove chart: any onsite wo	ork after 4 pm o	customer has	s option of w	aiting	List exceptions to	the above chart:						
Explain company's policy in charging overtime costs for services	Any on-site work after 4:00 p.m. customer has option of waiting.					Overtime is only charged with the permission of the owner.								
							At our or lo request o quete for repairs will be supplies with a break down							
How will the Owner be charged for materials?	Yes						At owner's request a quote for repairs will be supplies with a break-down of labor and material.							
If Mark-Up: Is the mark-up % over wholesale cost?	20%						Yes	ildi.						
What is the mark-up %?	20%						15%							
OR							1370							
If Discount: Is the discount % less list cost?														
What is the discount %?														
Acknowledge the % will remain firm through entire contract term:														
Any other costs or charges that have not been addressed?	No						No							
	NONE													
Will there be any subcontractors? If yes, list rates, etc:	Yes/No						No							
	Backflow Testing													
Was a sample service agreement included?	Yes						Yes							
Was a resume of the company provided	Yes						Yes							
Was Hold Harmless provided?	Yes						Yes							
Can you meet City's insurance requirements.	Yes						Yes							
Have you provided W-9?	Yes						Yes							
Provide address of facility & distance (in miles) from City of RH:	15-Miles						33795 Riviera, Fra	aser MI 48026						
							18-miles from City of Rochester Hills							
Additional Comments:								dispatched from vehi	cles & could	be as clos	e as Ponti	ac,		
							Auburn Hills & Tro	oy.						
12-Preventative Visits per year														

RFP-RH-10-002 HVAC Preventive Maintenance Agreement											
		Guardian Environm	ental Services inc			R W Me	ad & Sons Inc	 כ			
K & S Ventures selected as providing the best value,		34400 Gler			33795 Riviera						
and most responsive, responsive vendor proposal submitted.		Livonia M	I 48150		Fraser MI 48026						
All vendors that submitted proposals attended the mandatory mtg.		Richard A I			John Mora						
		734.513	3.9500			6.296.3650					
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive	Y	Yearly Lump Sum				Yearly Lump Sum	1				
	1st year	1st year \$6,400.00					\$7,800.0				
	2nd year	2nd year <u>\$6,400.00</u>					<u>\$7,950.0</u>				
	TOTAL	1st & 2nd years	\$12,800.00		TOTAL	1st & 2nd years	\$15,750.	.00			
			\$6,400.00								
	3rd year		3rd year		\$8,100.0						
	4th year		<u>\$6,400.00</u>		4th year		<u>\$8,260.0</u>				
12-Preventative Visits per year		L 3rd & 4th years	\$12,800.00			3rd & 4th years	\$16,360.	.00			
PM Contract for NEW DPS Garage, 511 East Auburn	<u> Ү</u>	Yearly Lump Sum	Yearly Lump Sum								
	-	1st year \$5,500.00					\$13,500.				
		2nd year \$5,500.00 TOTAL 1st & 2nd years \$11,000.00					<u>\$13,700.</u>				
	TOTAL	1st & 2nd years	TOTAL	s \$27,200.00							
							\$13,900.				
	3rd year					3rd year					
	4th year		<u>\$5,500.00</u>		4th year		<u>\$14,100.</u>				
12-Preventative Visits per year		L 3rd & 4th years	\$11,000.00			L 3rd & 4th years Yearly Lump Sum					
PM Contract for OCSO Substation, 750 Barclay Circle		Yearly Lump Sum	\$8,000.00	_							
	1st year		1st year	\$5,850.0							
	2nd year <u>\$8,000.00</u>				2nd year	<u>\$5,960.0</u>					
	TOTAL	1st & 2nd years	\$16,000.00		TOTAL	. 1st & 2nd years	\$11,810.	.00			
	3rd year		\$8,000.00		3rd year	\$6,070.00					
	4th year		<u>\$8,000.00</u>		4th year		<u>\$6,190.00</u>				
	ΤΟΤΑΙ	L 3rd & 4th years	\$16,000.00		TOTAL	3rd & 4th years	\$12,260.	.00			
	\$39,800.00		dgs for years 1-		\$54,760.00		Bldgs for yea				
	<u>\$39,800.00</u>	Total of all BI	dgs for years 3-	4 PM Contracts	<u>\$56,620.00</u>	Total of all E	3ldgs for ye	ars 3-4 PN	VI Co		
	\$79,600.00				\$111,380.00						

Contr	acts
Contr	
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RFP-RH-10-002 HVAC Preventive Maintenance Agreement									
		Johnson	Controls Ind	2		1			
K & S Ventures selected as providing the best value,		2875 High Meadow Circle							
and most responsive, responsive vendor proposal submitted.			lills MI 4832						
All vendors that submitted proposals attended the mandatory mtg.			nd Cloutier	.0					
			276.6000						
5-full service contracts information?	Provided								
4-Preventive Maintenance contracts information?	Provided								
Procedure for after hours and Emergency Calls?	Provided; response time 2-hours on site								
Comply with State of MI & Fed EEO?	Yes								
How many yrs performing HVAC maint.work?	100-years								
Do you inventory parts at local office?	Yes								
If no, how do you acquire replacement parts?	Some parts are local; all	other parts are s	hipped to sit	te					
	within 24-hours		11						
Type of Organization:	Corporation								
Number of full-time and part-time employees:	100,000 full time; zero pa	rt time							
Do you maintain an Engineering Dept?	Yes								
If yes, how many are registered Engineers?	5,000 registered Enginee	rs							
What % of business is maintenance work?	70%								
Do you have uniform/detailed method?	Yes								
Do you have REQUIRED computer-generated PM program?	Yes								
Is this program based on Manuf. Recomm. (REQUIRED)	Yes					-			
maint.procedures & historical data of similar eq.?									
Were samples provided of computer generated PM	Yes								
task sheets the mechanics use?									
Will you provide a specific HVAC mechanic to the City?	Yes								
List licenses:	Provided								
What training has the HVAC mechanic rec'd?	Provided								
Will a Service/Acct Manager be assigned to the City?	Yes								
How many yrs of exp does Svs/Acct Mgr have in maint/repair?	34-years								
How many yrs of exp does Svs/Acct Mgr have managing svs accts?	30-years								
Will the Svs/Acct Mgr be available on-site when requested by City?	Yes								
Hourly Rates - First Year:		Mon-Fri	Mon-Fri						
	Classif.	7:30am-6pm	After 6pm	Saturday	Sunday	Holiday			
	General Maintenance	\$83.00	\$124.50		\$124.00	\$166.00			
	Chiller Repairs	\$98.00	\$147.00		\$147.00	\$196.00			
	Centrifugal Screws								
	Ŭ Ŭ								
	List exceptions to the abo	ove chart:	1	1	1				
	· · ·								
Hourly Rate - Second Year		Mon-Fri	Mon-Fri						
	Classif.	7:30am-6pm		Saturday	Sunday	Holiday			
	General Maintenance	\$85.00	\$127.50		\$127.50	\$170.00			
	Chiller Repairs	\$100.00	\$150.00		\$150.00	\$200.00			
	Centrifugal Screws				1				
	<u>_</u>			1	1	1 1			
					1	1 1			
	List exceptions to the abo	ve chart:			1				

PED PH 10.002 HV/AC Proventive Maintenance Agreement			1						
RFP-RH-10-002 HVAC Preventive Maintenance Agreement		lobnsor	Controls Ind						
K & S Ventures selected as providing the best value,	2875 High Meadow Circle								
and most responsive, responsive vendor proposal submitted.	Auburn Hills MI 48326								
All vendors that submitted proposals attended the mandatory mtg.			ond Cloutier	.0					
			276.6000						
Hourly Rate - Third Year		Mon-Fri	Mon-Fri						
•	Classif.	7:30am-6pm	After 6pm	Saturday	Sunday	Holiday			
	General Maintenance	\$86.50	\$129.75	\$129.75		\$173.00			
	Chiller Repairs	\$101.50	\$152.25	\$152.25	\$152.25	\$203.00			
	Centrifugal Screws								
	List exceptions to the abo								
		ove chart.							
Hourly Rate - Fourth Year		Mon-Fri	Mon-Fri						
	Classif.	7:30am-6pm		Saturday		Holiday			
	General Maintenance	\$88.00	\$132.00	\$132.00		\$176.00			
	Chiller Repairs	\$103.00	\$154.50	\$154.50	\$154.50	\$206.00			
	Centrifugal Screws								
	List exceptions to the abo	ove chart:							
Explain company's policy in charging overtime costs for services	Overtime is charged for v	vork over 8 hour	s per day or	40 hours p	er week				
	Johnson Controls parts v	vill cost List Price	e minus 50%	. All other	· vendor				
How will the Owner be charged for materials?	materials will cost vendo								
If Mark-Up: Is the mark-up % over wholesale cost?	See above								
What is the mark-up %?									
OR									
If Discount: Is the discount % less list cost?									
What is the discount %?									
Acknowledge the % will remain firm through entire contract term:									
Any other costs or charges that have not been addressed?	Yes; \$50 truck charge pe	er day for approv	ed repair wo	rk.					
Will there be any subcontractors? If yes, list rates, etc:	No.								
Was a sample service agreement included?	Yes								
Was a resume of the company provided	Yes		_			_			
Was Hold Harmless provided?	Yes								
Can you meet City's insurance requirements.	Yes								
Have you provided W-9?	Yes								
Provide address of facility & distance (in miles) from City of RH:	JCI, 2875 High Meadow Approximately seven (7)								
Additional Comments:			ity of Rootle						
12-Preventative Visits per year									

RFP-RH-10-002 HVAC Preventive Maintenance Agreement									
			lohnson (Controls Inc	ļ			_	
K & S Ventures selected as providing the best value,	Johnson Controls Inc								
and most responsive, responsive vendor proposal submitted.	2875 High Meadow Circle Auburn Hills MI 48326								
All vendors that submitted proposals attended the mandatory mtg.									
All vendors that submitted proposals attended the mandatory mtg.	Raymond Cloutier								
DM Operator et fan Dil Manieir et Dida, 4000 De skasten Hille Drive	248.276.6000								
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive		Year	ly Lump Sum	\$ 0.00					
	1st year			\$6,00					
	2nd year			<u>\$6,71</u>					
		TOTAL 1st	& 2nd years	\$12,72	21.03				
								\rightarrow	
	3rd year			\$6,18					
	4th year			<u>\$6,90</u>					
12-Preventative Visits per year			d & 4th years	\$13,09	98.18				
PM Contract for NEW DPS Garage, 511 East Auburn		Year	ly Lump Sum						
	1st year		\$5,77						
	2nd year	<u>\$6,481.04</u>							
		TOTAL 1st	& 2nd years	\$12,25	58.61				
	3rd year			\$5,95	0.89				
	4th year			\$6,63	6.89				
12-Preventative Visits per year		TOTAL 3rd & 4th years							
PM Contract for OCSO Substation, 750 Barclay Circle	TOTAL 3rd & 4th years \$12,587.78 Yearly Lump Sum								
	1st year			\$733					
	2nd year			<u>\$755.01</u>					
	TOTAL 1st & 2nd years			\$1,48					
			-						
	3rd year			\$755	.01				
	4th year			\$777	.87				
		TOTAL 3rc	d & 4th years	\$1,53	2.88				
	\$26,467.67		Total of all B	Ridas for v	vears 1-2	PM Con	tracts		
	\$27,218.84 Total of all			Ridas for y	Pars 3-4	1 PM Con	tracts		
	\$53,686.51								
	φ00,000.01								
					-				
							_	—	