

RFP-RH-20-007
Real Estate Database Subscription

Costar Group
 1331 L Street NW
 Washington, DC 20005

LocationOne Information System, LOIS
 1200 Main Street
 Kansas City, MO 64141

Chain Store Guide LLC
 3710 Corporex Park Drive Suite 310
 Tampa, FL 33619

Subscription to online buildings and sites database is easily accessible and useable.	Yes. Cloud web-based on up to 5 devices per user. 2-step authentication to login.	Yes	Yes
Subscription database system allows access to a broad spectrum of continually updated real estate and location data.	Yes	The subscriber is responsible for providing the property data. They can build a feed with local real estate businesses.	Yes. Has a strict criteria for inclusion to ensure your marketing efforts will have the greatest return on investment. Each company must operate five or more locations with goods or services for resale (or to provide foodservice).
Supplier shall host all online database products.	Yes	Yes	Yes
All online data products require no special software for use.	Yes	Yes	Correct
All online database products are accessible 365/7/24.	Yes	Yes	Correct
All online database products will be supported by vendor 365/7/24.			
A. By phone	Customer support is available Monday-Friday 7:30 a.m. - 8 p.m. ET	Database system is supported 365/7/24. Customer questions are answered during a regular work week during regular work hours.	No, Technical support and training is offered between the hours of 8:30-5:30 Eastern Time. Monday-Friday.
B. By email	Saturday - Sunday 9:00 a.m. 6:00 p.m. ET		
Product is available if City wishes to demo	Yes	Yes	Yes
Number of current subscriptions	1 subscription with the City of Rochester Hills and 150,000 subscriptions across U.S.	Over 3500 communities are users.	Subscription is one user at a time, password can be shared but only one user can access at a time. They do offer additional licenses.
Subscription database system identifies buildings and areas within buildings available for lease and buildings for sale in the City of Rochester Hills.	821 Total CRE assets, 46 For Sale and 74 for Lease.	Yes	Yes/No. Commercial real estate brokers & property managers use this database to locate chain retailers or restaurants to fill their vacancies. Vendor does not offer buildings for sale.
Subscription database system provides details regarding the building/space. Details include, but are not limited to:			
A. Asking sales price/lease rate	Yes, they are tracking +200 fields of CRE Data	Yes, supplemental information has been included.	Somewhat, attached is a sample of a listing in their online subscription.
B. Square footage (office and open)		Yes, supplemental information has been included.	
C. Amount of square footage that is finished as office		Yes, supplemental information has been included.	
D. Ceiling height, if available		Yes, supplemental information has been included.	
E. Parking		Yes, supplemental information has been included.	
F. Additional Information (please specify)		Yes, supplemental information has been included.	
Identifies when spaces are leased out:			
A. Estimated move-in date information	Yes, their research team curates lease and tenant data. However, they cannot forcibly compel brokers, owners, or tenants to provide details about their leases.	No, their database lists available property.	Somewhat, attached is a sample of a listing in their online subscription.
B. Terms of the lease			
C. Tenant names			
D. Contact information for the business			
Identifies when a tenant's lease is approaching expiration. What is the timeframe for advanced notice from the expiration date:			
A. One year	Yes, if their research team can extract lease expiration data, they will provide those dates.	No, they do have a partner tracking system called ED lead tracker that keeps track of lease dates.	No
B. 6 months			No
C. Other			No
Specific to Rochester Hills calculates:			
A. The vacancy rate	Yes	No	No
B. Occupancy rate	Yes	No	No
C. Absorption rate	Yes	No	No
D. Detailed data for this information broken down by property types. Property types being industrial, office, retail and land.	Yes	No	No
Provides comparative data for Rochester Hills' vacancy, occupancy and absorption			

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A. To other communities	Within the Geography of the subscription	No	No
B. To the region as a whole			No
Tracks average rental rates and sales figures, if available within the City of Rochester Hills	Yes	No	No
List additional information that system data subscription can provide that is pertinent to the use and occupancy of the existing building and land for			
A. Office use	Yes, 200+ fields of data	Workforce data	See Attachment listing for details.
B. Industrial use		Workforce data, utility data	
C. Retail use		Market Analysis for retail sales and traffic counts tied to location	
Provide a listing of available reports that can be generated by City from subscription database system.			
A. Reports generated by City are directly and immediately accessible through the system.	Yes, 80+ pdf reports are available directly	Yes, ESRI reports can be generated by drive time or distance: Census, Business summary, community report, Demographic & Income profile, Disposable Income, Dominant Tapestry Map. More provided in response.	Reports are accessible directly from the online portal.
B. Or, reports need to be ordered from vendor and become available at later date/time to City.			
C. If so, what is lead time to obtain a report?			
Training will be conducted during system implementation	Yes, in person unlimited training.	Yes	Yes, unlimited training for 365 days.
Identify available modules and their related functionality that may assist the City in achieving it objectives.	Costar suite: Property, for lease, for sale, sale comps, lease comps, tenant, analytics, lease analysis, professional directory,	Yes	Yes
Identify number of users that have access to database.	Yes, 4 identified by City of Rochester Hills.	Unlimited	Yes
System subscription is web-based, internet accessible	Yes	Yes	Yes
System subscription provides all information in one location.	Yes	Yes	Yes
Subscription database is maintained with up-to-date level data. Provide method and frequency of updates.	Yes, Real-time broker updates to listing data. Otherwise, non-listed properties are updates on 30-45 days.	Yes, ESRI reports are updated real time.	Yes, Daily update.
The City is not required to maintain the database or to call on owners/tenants for updates.	Yes	No, they do not provide property information. However, they can set up a feed with local real estate firms or allow them access to enter their properties into LOIS.	Yes
Subscription database includes unlimited support and maintenance provided by proposer.	Yes	Yes	Yes
Subscription database has in place a risk management policy and procedures for hosting of all data, including but not limited to data recovery, downtime and potential lost data due to server shut-downs.	Yes	Yes	No
The property database system may be linked to the City's website to allow prospects visiting the City's website to conduct a search.	Yes. They have a separate product, Looplink, that provides this service with a separate fee.	Yes	This would need to be discussed as there would be additional fees.
Work Plan	Training is unlimited and at the discretion of the City users. Many current clients like to establish quarterly trainings. They will be available to all users to schedule either a group or individual trainings.	Training will be started once they have identified the most efficient way to get property data into LOIS. Are available for online training at a moments notice. First step is to identify all users by providing emails and contact names. They will then set up LOIS to accept property data. Will need to discuss how the City wishes to handle the collection of property data. Once the data is in the system they will set up a time for training.	Training is available upon request. Subscription is annual and training can be done unlimited times within that time frame. Will work the City and their schedule.
References	List provided.	List provided.	For confidentiality reasons they are unable to provide client information.

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Exceptions:			
	N/A	None	Left blank
Payment			
	Credit Card	Check	Credit Card
COST PROPOSAL:			
Subscription for real estate database-Software/Hosted Software Services	899.00 per Month or \$10,788.00 / Year (Year 1) \$1,143.00 per Month or \$13,716 / Year (Year 2) \$1,387.00 per Month or \$16,644.00 / Year (Year 3)	\$5,000.00 / Year	\$2,095.00 / Year
Annual Support and Maintenance Agreement	\$0.00	\$0.00	\$3,200.00 / Year (4 Users @ \$800.00)
Implementation Services	\$0.00	0 unless they need to build a property feed. One time fee.	\$0.00
Training Services	\$0.00	\$0.00	\$0.00
Grand Total (3 Years)	\$41,148.00	\$15,000.00	\$15,885.00
Other expenses not included above:	N/A	If a property feed from realtors is needed there could be a one time charge for that. Vendor does not know the price until they know the scope of the set up is determined. It will not be more than \$5,000 and typically is \$1,000-3,000.	Listed above does not include additional services below. City maintains right to publish database reports on the City's website, Property database system may be linked to the City's website to allow prospects visiting the City.