RFP Tabulation Spreadsheet
Security System Services
RFP-RH-20-038

		Guardian Alarm C. 20800 Southfield Southfield, MI 48075 248-423-1000 John Kady					Security Designs 24083 Research Drive Farmington Hills, MI 48335					Mark Electronics Incorporated 1893 Rochester Industrial Drive Rochester Hills, MI 48309					RedGuard Fire & Security, Inc. 45150 Polaris Ct. Plymouth, MI 48170				
		Monthly Monitoring Fee for Burglar & Fire Alarm	Monthly Monitoring Fee Fire Alarm	Initial Alarm Set-up Fee with Dealer Codes Provided	Initial Alarm Set-up Fee If Dealer Codes NOT Provided	Monthly Fee to Provide Opening & Closing Reports Per Location	Monthly Monitoring Fee for Burglar & Fire Alarm	Monthly Monitoring Fee Fire Alarm	Initial Alarm Set-up Fee with Dealer Codes Provided	Initial Alarm Set-up Fee If Dealer Codes NOT Provided	Monthly Fee to Provide Opening & Closing Reports Per Location	Monthly Monitoring Fee for Burglar & Fire Alarm	Monthly Monitoring Fee Fire Alarm	Initial Alarm Set-up Fee with Dealer Codes Provided	Initial Alarm Set-up Fee If Dealer Codes NOT Provided	Monthly Fee to Provide Opening & Closing Reports Per Location	Monthly Monitoring Fee for Burglar & Fire Alarm	Monthly Monitoring Fee Fire Alarm	Initial Alarm Set-up Fee with Dealer Codes Provided	Initial Alarm Set-up Fee If Dealer Codes NOT Provided	Monthly Fee to Provide Opening & Closing Reports Per Location
1	City Hall	$69.95	n/a	$1,139.00		$15.00	$70.00	n/a	$79.00	$129.00	$10.00	$75.00	n/a	$850.00	$850.00	$7.00	$70.00	n/a	$440.00	$440.00	$10.00
2	Fire Station #1	n/a	$49.95	$1,139.00			n/a	$28.00	$79.00	$129.00	$10.00	n/a	$45.00	$850.00	$850.00	$7.00	n/a	$35.00	$440.00	$440.00	$10.00
3	Fire Station #2	n/a	$49.95	$1,139.00			n/a	$28.00	$79.00	$129.00	$10.00	n/a	$45.00	$850.00	$850.00	$7.00	n/a	$35.00	$440.00	$440.00	$10.00
4	Fire Station #3	n/a	$49.95	$1,139.00			n/a	$28.00	$79.00	$129.00	$10.00	n/a	$45.00	$850.00	$850.00	$7.00	n/a	$35.00	$440.00	$440.00	$10.00
5	Fire Station #4	n/a	$49.95	$1,139.00			n/a	$28.00	$79.00	$129.00	$10.00	n/a	$45.00	$850.00	$850.00	$7.00	n/a	$35.00	$440.00	$440.00	$10.00
6	Fire Station #5	n/a	$49.95	$1,139.00			n/a	$28.00	$79.00	$129.00	$10.00	n/a	$45.00	$850.00	$850.00	$7.00	n/a	$35.00	$440.00	$440.00	$10.00
7	DPS Garage	$69.95	n/a	$1,139.00		$15.00	$32.00	n/a	$79.00	$129.00	$10.00	$55.00	n/a	$850.00	$850.00	$7.00	$35.00	n/a	$440.00	left blank	$10.00
8	Red House at Van Hoosen Farm	$39.95	n/a	$439.00		$15.00	$28.00	n/a	$79.00	$129.00	$10.00	$55.00	n/a	$850.00	$850.00	$7.00	$35.00	n/a	$440.00	$440.00	$10.00
9	Museum at Van Hoosen Farm	$39.95	n/a	$439.00		$15.00	$28.00	n/a	$79.00	$129.00	$10.00	$55.00	n/a	$850.00	$850.00	$7.00	$35.00	n/a	$440.00	$440.00	$10.00
10	Dairy Barn at Van Hoosen Farm	$69.95	n/a	$1,139.00		$15.00	$36.00	n/a	$79.00	$129.00	$10.00	$55.00	n/a	$850.00	$850.00	$7.00	$35.00	n/a	$440.00	$440.00	$10.00
11	Stoney Creek Schoolhouse	$69.95	n/a	$1,139.00		$15.00	$28.00	n/a	$79.00	$129.00	$10.00	$55.00	n/a	$850.00	$850.00	$7.00	$35.00	n/a	$440.00	$440.00	$10.00
12	Bloomer Park	$39.95	n/a	$439.00		$15.00	$28.00	n/a	$79.00	$129.00	$10.00	$55.00	n/a	$850.00	$850.00	$7.00	$35.00	n/a	$440.00	$440.00	$10.00
13	Borden Park Office	$39.95	n/a	$439.00		$15.00	$32.00	n/a	$79.00	$129.00	$10.00	$55.00	n/a	$850.00	$850.00	$7.00	$35.00	n/a	$440.00	$440.00	$10.00
14	Borden Park Maintenance Building	$39.95	n/a	$439.00		$15.00	$28.00	n/a	$79.00	$129.00	$10.00	$55.00	n/a	$850.00	$850.00	$7.00	$35.00	n/a	$440.00	$440.00	$10.00
15	Spencer Park Beach House	$69.95	n/a	$1,139.00		$15.00	$32.00	n/a	$79.00	$129.00	$10.00	$55.00	n/a	$850.00	$850.00	$7.00	$35.00	n/a	$440.00	$440.00	$10.00
16	Van Hoosen Jones Cemetery	$39.95	n/a	$439.00		$15.00	$28.00	n/a	$79.00	$129.00	$10.00	$55.00	n/a	$850.00	$850.00	$7.00	$35.00	n/a	$440.00	$440.00	$10.00
17	Oakland County Sheriff's Office	n/a	$49.95	$1,139.00			n/a	$28.00	$79.00	$129.00	$10.00	n/a	$45.00	$850.00	$850.00	$7.00	n/a	$35.00	$440.00	$440.00	$10.00
	TOTALS	**$589.45**	**$299.70**	**$15,163.00**	**$0.00**	**$165.00**	**$370.00**	**$168.00**	**$1,343.00**	**$2,193.00**	**$170.00**	**$625.00**	**$270.00**	**$14,450.00**	**$14,450.00**	**$119.00**	**$420.00**	**$210.00**	**$7,480.00**	**$7,040.00**	**$170.00**

Emergency Contacts:	John Kady, 248-763-3597	John Humenay, 248-240-7326	Matthew Meehan, 586-524-5834 cell	Zack Jones, 248-980-1438
Normal business hours labor rate/first hr including trip charge.:	$135.00	$110.00	$165.00	$135.00
Normal business hours labor rate/ea add'tl hour billed 1/4 hour:	$15.00	$85.00	$75.00	$28.75
How are trip charges calculated, define:	Time starts when service technician arrives at the site.	$25.00 for trip charge, $85.00 for the first hour and each hour after the first hour billed in 1/4 hour increments.	$90.00 flat trip charge to any location. This cost is not determined by distance from their office to any of the 17 listed locations.	The trip charge is $20.00 for Rochester Hills, included in the first hour labor rate.
After hours labor rate/first hr including trip charge:	$135.00	$165.00	$180.00	$192.50
After hours labor rate/ea add'tl hour billed 1/4 hour:	$15.00	$127.50	$90.00	$43.13
How will the City be charged for materials: explain	All monthly monitoring agreements that are being submitted on this RFP have full maintenance agreements attached which includes parts and labor. The only exceptions are acts of vandalism and nature.	Cost of material plus 30%	Materials will be installed as needed to perform service on existing systems. There will be a 20% mark up on materials to cover overhead costs related to ordering, storing, organizing, and shipping materials/equipment.	Materials will be provided at their cost plus 20%.
If mark up - percentage over wholesale?	1.25%	30%	20%	20%
Acknowledged prices remain firm through contract	Yes	Yes	Yes	Yes
Other costs not addressed? Y/N		No	No	Yes
If yes explain:	(left blank)	(left blank)	Materials will be installed as needed to perform service on existing systems. There will be a 20% mark up on materials to cover overhead costs. Adequate explanation of other charges must be clearly identified; otherwise, will not be accepted.	If the City's existing communication radios are 3G or can not be migrated they will replace them at no extra cost.
PRICING CCTV & Access Control pricing				
Will pricing be different than above? Y/N	Yes	No	No	No
Normal business hours labor rate/first hr including trip	$210.00		$165.00	
Normal business hours labor rate/ea add'tl hour billed	$20.00		$75.00	
How will the City be charged for materials: explain	If these systems are under a maintenance agreement there is no charge. Otherwise, material markup is 1.25.	Cost of material plus 30%	Materials will be installed as needed to perform service on existing systems. There will be a 20% mark up on materials to cover overhead costs.	
If mark up - percentage over wholesale?	1.25%	30%	20%	
Acknowledged prices remain firm through contract	Yes	Yes	Yes	
VENDOR QUESTIONNAIRE				
Firm Established/ years in business	1930	1995	1989	1995
Website	www.guardianalarm.com	www.securitydesigns.com	www.markelectronics.net	www.redguardfs.com
Type of Organization	Corporation	Did not specify	Corporation	Corporation
Years providing these types of services	90	24	31	25
How many full-time servicing technicians?	80	8	8	10
How many part-time servicing technicians	0	2	0	n/a
How many certified Fire Technicians in house?	11	2	0	25
If subcontracting Fire Techs, how many would be available?	4		9	(left blank)
Provided required UL Certificate?	Yes	Yes	Yes	Yes

RFP Tabulation Spreadsheet				
Security System Services	Guardian Alarm C.	Security Designs	Mark Electronics Incorporated	RedGuard Fire & Security, Inc.
RFP-RH-20-038	20800 Southfield	24083 Research Drive	1893 Rochester Industrial Drive	45150 Polaris Ct.
	Southfield, MI 48075	Farmington Hills, MI 48335	Rochester Hills, MI 48309	Plymouth, MI 48170
	248-423-1000			
	John Kady			
Identify categories that apply to your certificate:				
Central Station Fire Alarm (UUFX)	Yes	Yes	Yes	Yes
Local, Aux, Remote Set or Prop Fire Alarm (UUJS)	Yes	No	No	
Mercantile Burglar Alarm (CVSG)	Yes	Yes	No	Yes
Central Station Burglar Alarm (CPVX)	Yes	Left blank	Yes	
National Industrial Security Systems (CRZH)	Yes	Yes	No	
Monitoring Stations National Industrial Sec Syst (CRZM)	Yes	Yes	No	
Residential Alarms (CVWY)	Yes	Left blank	No	
Bank Alarms (CPRH)	Yes	Left blank	No	
Provided copy of Master Elec or Licensed Fire Alarm Contractor through the Michigan Dept of Labor Y/N	Yes	Yes	Yes. NICET, FAST, FAC, Master Elect	No, will be provided after proposal acceptance.
Experience & financial capability to carry out contract:	Has been servicing the Tri-County area for over 90 years. Many of their installers and service techs have over 20 years experience each working with their customers and local inspectors to ensure quality installations with the most enhanced security/fire/card access and CCTV equipment in this industry.	They consider this information to be proprietary. If they are considered finalist in this bid they will submit this information.	Is financially stable and strong enterprise with over 30 years of experience in the commercial and residential markets. They provide security services for residential, commercial, and municipal clients in the State of Michigan.	Has the experience in the industry to adequately service all of the City of Rochester Hills Fire Alarm, Security, Access Control, Card Access, and CCTV needs.
Describe your central monitoring facility:	Guardian monitors over 120,000 accounts throughout Michigan, Ohio, Florida and Canada. Their operators and dispatchers are trained at their state of the art central station that is located in Southfield, Michigan.	Monitoring service with mirrored reliability on both coasts: Syracuse, NY a 75,000 sq. ft. headquarters facility and in Corona, CA, a 35,000 sq ft full-load capable monitoring center.	Utilize the depth of their partner monitoring facility. Emergency 24 is a full service UL approved central station located at 999 East Touhy, Des Plaines, IL 60018, www.emergency24.com	(left blank)
Five references (include municipal)	Provided	Provided	Provided	Provided
Subcontractors; charges & wages, etc:	Guardian will be handling all of the conversions for City sites.	Will not be subcontracting this project.	Motor City Fire Protection Cobex Design LLC	(left blank)
A. Work Plan (describe how transition will take place)	Will work with the City's contact person to coordinate all of the installation conversions with their commercial scheduling team. RFP includes the installation of new Honeywell 5G radio communications that need to be installed at each site.	After award of the contract they will sit down with the City and gather account information . They shall organize a schedule for taking over each of the 17 sites.	Gather account pass codes and call lists. Prepare contracts to be executed. Issue account numbers. Schedule each location to be changed over with the City contact. Change account numbers while onsite and prepare equipment inventory. Install new LTE communicators and send all signals to central station. Perform system test and inspection along with NFPA onsite report.	First step in monitoring of these systems will be to confirm 3G operation and radio manufacturer to determine if the radios will need to be replaced. If not, they will proceed with changing account numbers and verifying signals. If the need to replace radios they will program them remotely and then install them and verify signals.
B. Timeline for transition & start-up:	Each site has approximately four to five hours allotted to properly assess the job, load all current zoning information, to program the system and check all signals into their central station. They can also answer any questions your on-site personnel may have about the services provided by Guardian.	Schedule each site for them to install the new programming codes as the initial alarm set-up with dealer codes. They will work with their central Station to make certain that all alarms are functioning properly.	Would need to set up a plan to change over each location. Could possibly perform 2-3 changeovers a day depending on size and geographic location. Would like to have a plan set up to change over all the locations in a minimum of 17 business days. If they are able to group sites together they could possibly have the work completed within 2 weeks time frame. They have technicians working everyday until the changeover is completed. They will keep City informed of progress and confirm the next days activities at the end of each business day.	Each system will take a few hours to change codes and verify signals. Each system will be brought on line the same day it was taken down so that no system goes without monitoring at any time.
C: Will programming be done onsite or remotely:	All of City's systems will be programmed onsite by one of their technicians. They can check the remote communications with their downloading team and make sure they can connect via the radio communicators	They shall test the system to insure compliance.	During the initial set up visit they will be programming onsite. They will need to change account numbers and the physical GSM units to LTE. After the onsite work is completed they will be connecting to each panel via their downloading systems located at their main office. Each panel and system will have remote download and upload capabilities for user code changes and other peripheral system programming modifications within the NFPA code. There will not be additional costs or fees for remote download and upload sessions.	If installation codes can be obtained they may be able to communicate and program remotely.
Other value added services offered:	Technicians are very familiar with Honeywell and Silent Knight equipment. Many of technicians have been in field for over 20 years.	CCTV systems, card access systems, and intercom systems.	Access systems, IP/NVR camera systems, closed circuit systems CCTV, data networks, voice networks, voice networks, Wi-Fi 802.11 networks, mass notification systems.	Fire/Life Alarm Systems, mass notification, area of refuge, burglar, security, intrusion alarm, access control, card entry, mustering, camera systems, video analytics, CCTV, Parking , gate control systems, engineering, design, project management, installation, service, monitoring.
How many miles is your facility from RH:	22	25	1	38
Response Time for Routine Services	Their in house customer support can answer many technical issues that might arise on any given day, they have the capability to connect to your systems via radio to solve many questions. Their hours are 7 am - 9 pm Monday-Saturday.	24 hours	2-4 hours	Same day, usually within the hour.
Response Time for Emergency/after hrs procedures	1-3 hours	2 hours	Less than 1 hour	Immediately.
List employee certifications held:	All installation and Service Fire Techs are fire certified through Michigan Dept of LARA. NICET certified with at least a level II certification.	Left blank	Matthew Meehan NICET Fire Alarm Systems NICET #342582	NICET III Certification number 147567, Michigan Dept of Licensing and regulatory affairs Fire Alarm specialty technician license, United States Department of Labor Protective Signal Installer, City of Detroit Fire Marshal Division Certification of Fitness.
Warranty work/guarantee parts, labor &/or installation:	All of equipment is covered under service warranty during the length of	See warranty statement	Will provide a one year parts and labor warranty.	Yes
Can you meet City's insurance requirements:	Yes	Yes	Yes	Yes
Provided a completed W-9:	Yes	Yes	Yes	No, will be provided after proposal acceptance.
Exceptions, substitutions or deviations:	(left blank)	(left blank)	(left blank)	(left blank)
Additional comments:	All fire alarms in this RFP have been quoted with a Honeywell dual path communicator which no longer requires phone lines. All burglar alarms have a single path quoted. Fire alarms will need a 120v dedicated single duplex at each panel and a city permit will be required. Those costs are not in this RFP.	(left blank)	During the initial system set up they will be upgrading the GSM devices to the proper LTE Units for each system.	(left blank)