

**Water Meter Test Bench
RFP-RH-19-055**

	OW Investors LLC dba MARS Company 3925 SW 13th Street Ocala, FL 34474	Etna Supply Company 1490 Clay Avenue SW Grand Rapids, MI 49548
Firm Established:	1988	1965
Years in Business:	31+	54
Type of Organization:	Corporation	LLC
How many employees does your company employ?		
Full-Time employees:	38 plus 5 open positions	439
Part-Time employees:	0	16
How many years experience does your company have in providing water meter testing systems?	Company was created with the sole intent of providing water meter test systems. The test bench division is the primary business line of MARS company and consists of the following departments: Engineering and Design, Production (Fabrication), Research and Development, M3 Enterprise Software, Customer Support and Sales and Marketing. Has done more than 1000 systems, mainly domestic but international as well.	40 years as a distributor.
Qualifications of your staff and subcontractors assigned to this project?	Design Team interfaces with the subcontractors to coordinate the locations and requirements specifically related to electrical, plumbing and facilities. Project Management will be the Point of contact for the installation and training. Once the hardware installation is completed, training begins on the hardware piece. Concurrent to this operation is the installation of the M3 Software segment, followed immediately by total system training. The team lead doing the installing and training for 18 years.	
Vendor's closest support facility/technician?	All support is based out of Ocala, Florida. If allowed, MARS can remote in to the system for troubleshooting, updates and new releases. Regularly scheduled maintenance can be provided. Inquiries can be processed via email; via the MARS website or phone.	Wixom, MI Account Manager-Parker Scott
Does the vendor have a toll-free support line?	Yes	Yes
How are service calls handled?	Process starts with troubleshooting remotely either through the internet connection to the benches of a phone call. If they need to respond to the site that is determined by exhausting all remote troubleshooting first.	Are initiated by phone and typically can be resolved within a few minutes. If the issue is related to a failed component, and the part is under warranty, new stock will be shipped out no later than the next business day.
What is Vendor's average response time to a service call?	Less than 1 hour.	Response time to service related issue typically/usually is the same day.

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<p>Describe the software system capabilities of flow tests.</p>	<p>Does not have a limitation on the number of flow tests. As they have a SQL database that stores this information, they are able to upgrade and advance the system as City grows. All current AWWA test settings are pre-loaded in the system. Additional customized tests can be stored and utilized.</p>	<p>The AMSII software was redesigned and released in July 2018. Has all AWAA tests for 5/8" to 2" meters per loaded and can be selected through a drop down menu interface. In addition to this the user can create and save custom tests that can be recalled later.</p>
<p>Describe data exporting features. Will the data export to City's Asset Mgmt. Program Lucity?</p>	<p>M3 software is designed so that data can be exported in a format that can go into any ERP system. The end user can setup the file with the fields that are required for export. Can also have the ability to add custom fields if there is not a field that we provide. Able to assist in the process of working with data.</p>	<p>The data logging function will automatically log all data at the end of the final test that is being performed. This data is stored in a .csv file that is located on the computer. As part of the system they can provide a router that can easily be configured by IT Department and they can then transfer the .csv file to your system.</p>
<p>Does vendor provide product upgrades automatically or on demand? What costs are associated with upgrades?</p>	<p>1-3 planned upgrades are targeted annually, with a major release scheduled annually. These can be scheduled per site availability. Annual license fee includes the costs associated with the upgrades and major releases.</p>	<p>Has a printable report that provides a summary of the meters tested and also a complete detail of serial numbers, meter reading, water temperature, flow rates, actual testing volumes and meter accuracy. Ford Meter Box does not provide the printer.</p>
<p>How often normally release software upgrades or enhancements?</p>	<p>1-3 planned upgrades are targeted annually with an major release scheduled annually.</p>	<p>Software updates for current AMSII platform will be provided at no additional costs. These updates may include a fix or an enhancements that Ford Meter Box has made. This would not include any custom programming, or if Ford Meter Box released a complete new software package that would require and additional software license.</p>
<p>Describe the training/certifications that will be provided to the City's staff.</p>	<p>The hardware installation Team provides in-depth training on all components of the MARS system, including, but not limited to, the Test bench, the pumps, the Recirculation System, the VFD, the tanks and all associated components. Software team provides detailed training on the software, the computing components, the scale instrument. All participants that successfully complete the training will receive certificates. The optional annual MCC includes re-training plus training of new employees.</p>	<p>Will provide complete on-site training on the bench and the software. This will include how the bench functions, reports, data storage, testing and reading meters. A certificate will be provided to all users that participated in training.</p>
<p>Has detailed warranty services and coverage periods been submitted with the proposal?</p>	<p>Yes</p>	<p>Has a full one year warranty from the date of commission. There are many electrical components that carry longer warranties as back by the Manufacturer.</p>
<p>State origin of manufacturer and assembly.</p>	<p>All fabrication and assembly is performed at the MARS Company facility in Ocala Florida. There may be potential of the 500 gallon test tank to be manufactured in California, based on the demand at the time of order.</p>	<p>Indiana</p>

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Provide a detailed timeline for the entire project.	Detailed plan provided in response. If awarded by October 15, project could be completed by February 15.	Installation dependent upon the owner's schedule. Once the bench is received the owner will need to uncrate the bench to water supply, drains, compressed air and power. Once this is complete they will schedule their technician to do the final installation.
Has descriptive literature of the meter testing system been submitted with the proposal?	Yes	Yes
Are all items F.O.B.	Yes	Yes

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Cost Proposal

Description	Make/Model	Cost	Make/Model	Cost
Test Bench with Gravimetric Measurement System	Series 3-500 w/Gravimetric and Year 1 M3 license fee	\$87,759.00	Ford IATB-072-LRLR-AMSII	\$79,630.00
Test Tank - State Size & Composition	10/100 Duplex SS included above 500 gallon SS pricing	\$13,520.00	Ford 1 Each 100 Gallon Tank Poly	Included
Recirculation System - State Size & Composition	800 Gallon Recirc System	\$32,644.00	Ford RSC	\$57,258.72
Installation and Training	Incl. de-installation of Fords	\$42,239.00	states "see ford explanation"	
Other Associated Costs (e.g. design services, fabrication, etc.)	Includes electrical subcontractor and plumbing subcontractor.	\$28,800.00	N/A	
Total Project Cost		\$204,962.00		\$136,888.72
Optional: Chlorination System	Included with Recirc System Above	\$0.00	N/A	

Description	Make/Model	Cost	Make/Model	Cost
Test Bench with Volumetric Measurement System	Series 3-500 with MUN-200 probe system	\$49,687.00	Ford IATB-072-LRLR	\$26,862.87
Test Tank - State Size & Composition	10/100 Duplex SS included above 500 gallon SS pricing	\$15,520.00	1 each - 10 gal tank -stainless steel 1 each - 100 gal tank-stainless steel 1 each - 500 gal tank-stainless steel	\$16,501.46
Recirculation System - State Size & Composition	800 Gallon Recirc System	\$32,644.00	N/A	
Installation and Training	incl de-installation of Fords	\$26,875.00	states "see ford explanation"	
Other Associated Costs (e.g. design services, fabrication, etc.)	Includes electrical subcontractor and plumbing subcontractor	\$15,500.00	N/A	
Total Project Cost		\$140,226.00		\$43,364.33
Optional: Chlorination System		\$0.00	N/A	

Payment Terms	Net 30 after shipment.		Net 30 days. **Please note: Could upgrade current Ford Benches.
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Alternate #1	
Make/Model	Cost
Ford IATB-072-LRLR-AMSII-500	\$110,736.88
Ford 1 Each 650 Gallon Tank Poly	Included
Ford RSC	\$57,258.72
	\$167,995.60