

Proposal Summary							
Service & Overhead Door Maintenance							
RFP-RH-18-023							
Awarded to		Altech Doors LLC		McKernan, Inc.		Mammoth Door	
		27519 Schoolcraft Rd.		30596 Groesbeck Highway		2255 Elizabeth Lake Rd.	
		Livonia, MI 48150		Roseville, MI 48066		Waterford, MI 48328	
Note: Location 10 -has no annual maint.							
Pricing:							
City Hall - Location 1	\$150.00	1-powered door	\$125.00	1-powered door	\$150.00	1-powered door	
Fire Station #1 - Location 2	\$900.00	6-powered doors	\$450.00	6-powered doors	\$650.00	6-powered doors	
Fire Station #2 - Location 3	\$750.00	5-powered doors	\$375.00	5-powered doors	\$550.00	5-powered doors	
Fire Station #3 - Location 4	\$600.00	4-powered doors	\$300.00	4-powered doors	\$450.00	4-powered doors	
Fire Station #4 - Location 5	\$450.00	3-powered doors	\$225.00	3-powered doors	\$350.00	3-powered doors	
Fire Station #5 - Location 6	\$600.00	4-powered doors	\$300.00	4-powered doors	\$450.00	4-powered doors	
DPS Garage - Location 7	\$3,750.00	25-powered doors	\$1,250.00	25-powered doors	\$2,550.00	25-powered doors	
VHJ Cemetery - Location 8	\$150.00	1-powered door	\$125.00	1-powered door	\$150.00	1-powered door	
Borden Park - Location 9	\$900.00	6-powered doors	\$450.00	6-powered doors	\$650.00	6-powered doors	
Bloomer Park - Location 10	\$0.00	3- doors (none powered)	\$0.00	3- doors (none powered)	\$0.00	3- doors (none powered)	
Spencer Park - Location 11	\$450.00	5-powered doors	\$375.00	5-powered doors	\$550.00	5-powered doors	
OCSO - Location 12	\$150.00	1-powered door	\$125.00	1-powered door	\$150.00	1-powered door	
TOTAL	\$8,850.00		\$4,100.00		\$6,650.00		
Parts/Materials % over Dealer Cost:	40%		20%		30%		
Scheduled Service Calls:							
Labor Rate/per ___ hour	\$125.00	1 hour	\$175.00	1 hour	\$150.00	1 hour minimum	
Labor Rate/per ___ additional hour	\$125.00	1 hour	\$175.00	1 hour	\$75.00	half hour	
Trip Charge each	\$75.00	only if no work is done	\$75.00		\$89.00		
Emergency Service Calls:							
Labor Rate/per ___ hour	\$187.50	1 hour	\$262.50	1 hour	\$250.00	1 hour minimum	
Labor Rate/per ___ additional hour	\$187.50	1 hour	\$262.50	1 hour	\$125.00	half hour	
Trip Charge each	Left blank		\$100.00		\$150.00		
After Hrs/Weekend Service Calls:							
Labor Rate/per ___ hour	\$250.00	1 hour	\$262.50	1 hour	\$399.00	1 hour minimum	
Labor Rate/per ___ additional hour	\$250.00	1 hour	\$262.50	1 hour	\$150.00	half hour	
Trip Charge each	Left blank		\$100.00		\$399.00		
Any other charges? If yes, identify	* High lift doors will require man lift rental at \$250.00 per day		No		Note-Trip charges would only apply if work was not completed, otherwise just labor rates apply.		
Firm Information:							
Firm Established:	2004		1974		2006		
Years in Business:	14		44		12		
Type of Organization:	Corporation		Corporation		Individual - Single Member LLC		
How many yrs providing these svcs:	14		44		12 years in the garage door industry		
Full-time employees:	9		15		7		
Part-time employees:	2		0		0		
Experience & financial capability:	Has generated over million in revenue for the past three years. Provides large scale preventative maintenance for several municipalities, schools and big box chain stores.		Currently service Fraser Public schools among other city buildings. They also maintain businesses such as CVS, Rite Aid, Home Depot, and Greektown Casino.		Financially stable enough for terms as outlined.		
5-references:	References provided.		References provided.		References provided.		
List of subcontractors:	Only use drywall and painting services subcontractors when needed.		Masonry Maintenance, AB Door and Reliable Fence.		N/A		
Work Plan:	Doors will receive ID and configuration of the door system, create a preventative maintenance work plan, and perform the preventative maintenance work.		To service as required when called with the four trucks. Eight people on the road everyday.		Technicians have been with company many years and are qualified to handle overhead door needs as they arise. Typically can accommodate same day service needs.		
Emergency-after hours procedure:	Has a separate after-hours emergency number and team member will return call within 30 minutes.		They have dedicated emergency numbers and a 24/7 hotline/answering service.		Office phones are answered by on-call staff member after normal business hours. Should call not get answered they have a 24/7 call center which will answer. For emergency services they text three staff members & confirm the messages have been received & call has been returned.		
How many miles is your facility from RH?	28 miles		24 miles		11 miles		
Response time for routine services:	1-3 days for routine services from initial request.		Same day if not next day.		Within 24-48 hours		
Response time for emergency services:	M-F same day during business hours of customer facility. Sat., Sun. and Holidays 2-4 hours of		Usually within 4 hours they will be onsite.		Depends on technician location but within maximum of 4 hours		
Warranty parts, labor and installation:	Provides a 1 year warranty for all new material installation. Labor for work does not exceed 1 year. 6 month labor		One year on new equipment and 45 days for service.		Labor warranty is 90 days. Parts will follow manufacturers guidelines. Typically they have a minimum of 1 year.		
Preferred payment method	ACH		ACH		ACH		
Exceptions/substitutions/deviations:	None		None		Does not service those overhead doors that roll-up or coil up into a barrel (should the city have any). This would have to be subcontracted if desired.		
Able to meet Insurance requirements:	Yes		Yes		Yes		
Provided W-9:	No		Yes		Yes		
Additional comments:	Currently processing certification for women owned business through Great Lakes Women's Business Council.		Works w/ numerous schools, cities & large corps. Has national accounts w/ 24/7 emergency service w/ Home Depot, CVS, Rite Aid, etc.		Left blank.		