

RFP-RH-24-021 Security System Services April 3, 2024 @ 3 PM		A&B Radio & Alarm Systems, Inc. 52245 Van Dyke Ave Shelby Twp, MI 48316					Innovative Technology Solutions, LLC 110 E Main St Flushing, MI 48433					Security Designs 24083 Research Drive Farmington Hills, MI 48335				
Awarded to A&B Alarm Systems, Inc.																
	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	\$55.00	n/a	* No Fees if	\$600.00	\$12.00	\$28.99	n/a	\$75.00	\$125.00	\$10.25	\$70.00	n/a	none provided	none provided	\$10.00	
2 Fire Station #1	n/a	\$45.00	Codes are	\$300.00	n/a	n/a	\$14.99	\$75.00	\$125.00	\$10.25	n/a	\$28.00	none provided	none provided	none provided	
3 Fire Station #2	n/a	\$45.00	Provided	\$300.00	n/a	n/a	\$14.99	\$75.00	\$125.00	\$10.25	n/a	\$28.00	none provided	none provided	none provided	
4 Fire Station #3	n/a	\$45.00	(determined as	\$300.00	n/a	n/a	\$14.99	\$75.00	\$125.00	\$10.25	n/a	\$28.00	none provided	none provided	none provided	
5 Fire Station #4	n/a	\$45.00	part of	\$300.00	n/a	n/a	\$14.99	\$75.00	\$125.00	\$10.25	n/a	\$28.00	none provided	none provided	none provided	
6 Fire Station #5	n/a	\$45.00	interview	\$300.00	n/a	n/a	\$14.99	\$75.00	\$125.00	\$10.25	n/a	\$28.00	none provided	none provided	none provided	
7 DPS Garage	\$55.00	n/a	process)	\$600.00	\$12.00	\$28.99	n/a	\$75.00	\$125.00	\$10.25	\$32.00	n/a	none provided	none provided	\$10.00	
8 RH Van Hoosen Farm Museum Property	\$55.00	n/a		\$600.00	\$12.00	\$28.99	n/a	\$75.00	\$125.00	\$10.25	\$36.00	n/a	none provided	none provided	\$10.00	
9 Stoney Creek Schoolhouse at Van Hoosen Farm	\$55.00	n/a		\$600.00	\$12.00	\$28.99	n/a	\$75.00	\$125.00	\$10.25	\$28.00	n/a	none provided	none provided	\$10.00	
10 Bloomer Park	\$28.00	n/a		\$500.00	\$12.00	\$28.99	n/a	\$75.00	\$125.00	\$10.25	\$28.00	n/a	none provided	none provided	\$10.00	
11 Borden Park	\$28.00	n/a		\$500.00	\$12.00	\$28.99	n/a	\$75.00	\$125.00	\$10.25	\$32.00	n/a	none provided	none provided	\$10.00	
12 Spencer Park Beach House	\$55.00	n/a		\$600.00	\$12.00	\$28.99	n/a	\$75.00	\$125.00	\$10.25	\$32.00	n/a	none provided	none provided	\$10.00	
13 Van Hoosen Jones Cemetery	\$28.00	n/a		\$500.00	\$12.00	\$28.99	n/a	\$75.00	\$125.00	\$10.25	\$28.00	n/a	none provided	none provided	\$10.00	
14 Innovation Hills	\$28.00	n/a		\$300.00	\$12.00	\$28.99	n/a	\$75.00	\$125.00	\$10.25	\$28.00	n/a	none provided	none provided	\$10.00	
15 Oakland County Sheriff Office Substation	n/a	\$45.00		\$300.00	n/a	n/a	\$14.99	\$75.00	\$125.00	\$10.25	n/a	\$28.00	none provided	none provided	none provided	
TOTALS	\$387.00	\$270.00	\$0.00	\$6,600.00	\$108.00	\$260.91	\$89.94	\$1,125.00	\$1,875.00	\$153.75	\$314.00	\$168.00	\$0.00	\$0.00	\$90.00	
	* Codes were provided so additional costs not applicable										* Incumbant vendor so additional costs not applicable					
Emergency Contacts:	Curtis Ritchie Central Station - 888-656-9690/ 586-615-4332					James Bowers - 810-265-2144 Central Station - 800-633-2677					Ryan Temple - 216-401-8482					
Normal business hours labor rate/first hr including trip charge:	\$175.00					\$125.00					\$125.00					
Normal business hours labor rate/ea add'tl hour billed 1/4 hour:	\$100.00					\$85.00					\$95.00					
How are trip charges calculated, define:	\$75.00 trip charge/ no time on-site is included.					Trip charges are included in th first hour on site.					\$30 for the trip charge. \$95 for the first hour and each hour after the first hour billed in 1/4 hour increments.					
After hours labor rate/first hr including trip charge:	\$112.50					\$165.00					\$185/ including trip charge and 1 hour					
After hours labor rate/ea add'tl hour billed 1/4 hour:	\$150.00					\$125.00					\$155 - minimum 4 hour charge will be billed for after hours labor.					
How will the City be charged for materials: explain	Charge for any materials used beyond proposal/scope of work.					Cost plus 5% markup					Cost plus 25% markup.					
Is the mark-up percentage over wholesale cost?	Yes					Yes					Yes					
What is the mark-up percentage over cost?	30%					5%					25%					
Acknowledged that percentage shall remain firm throughout contract term?	Yes					Yes					Yes					
Other costs not addressed? Y/N	Yes					No					No					
If yes explain:	Permit fees to replace cells on fire alarms/ permit fees per job.															
PRICING CCTV & Access Control pricing																
Will pricing be different than above? Y/N	No					No					No					
Normal business hours labor rate/first hr including																
Normal business hours labor rate/ea add'tl hour billed 1/4 hour:																
How will the City be charged for materials: explain																
If mark up - percentage over wholesale?																
What is mark-up percentage?																

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Acknowledged prices remain firm through contract?			
VENDOR QUESTIONNAIRE			
Firm Established/ years in business	1973 / 51 years	2006 / 8 years	1995 / 29 years
Website	www.abalarm.com	www.innotechmi.com	ww.securitydesigns.com
Type of Organization	Corporation	LLC	Partnership
Years providing these types of services	51	6	29 years
How many full-time servicing technicians?	6	1	6
How many part-time servicing technicians	0	1	0
How many certified Fire Technicians in house?	3	1	0
If subcontracting Fire Techs, how many would be available?	0	n/a	0
Provided required UL Certificate?	Yes	Yes	Yes
Identify categories that apply to your certificate			
Central Station Fire Alarm (UUFx)	Yes	n/a	Yes
Local, Aux, Remote Set or Prop Fire Alarm (UUJS)	Not given	n/a	No
Central Station Burglar Alarm (CPVx)	Yes	n/a	Yes
Provided copy of Master Elec or Licensed Fire Alarm Contractor through the Michigan Dept of Labor Y/N	Yes	Yes	No
Experience & financial capability to carry out contract:	In business for over 51 years with an exceptional reputation.	ITS has worked in the IT and alarm security business for over 10 years. We train with Honeywell annually. Financially, our company has the financial means to cover our operations costs for the life of this contract.	We consider this information to be proprietary. If we are considered a finalist in this RFP then the information will be submitted upon request.
Describe your central monitoring facility:	Central Station - Troy, MI	COPS monitoring has centers all over the US to provide 24/7/365 coverage with redundancy. The company is UL listed and certified services provider.	Security Equipment Inc - 2238 S 156th Circle Omaha, Nebraska 68130
Did they include five (5) references?	Shelby Township; Rochester Hills; Selective Construction; Ferrous Processing & Trading; Soave Enterprises	Flushing Area Chamber of Commerce, Krapohl Senior Center of Mt. Morris; Rolisons Service Center of Clio; Mavis Discount Tire of Millwood NY; Macomb County	Livonia Public Schools; Comcast Cablevision; Troy Schools; Garden City Public Schools
Subcontractors; charges & wages, etc:	Not given	n/a	We shall not be subcontracting any work in regards to this RFP.
A. Work Plan (describe how transition will take place)	We will be adding/replacing the cell units. The cell units will be programmed.	Not specifically provided	This is presently our account and no transition or start up costs shall apply to the City of Rochester Hills.
B. Timeline for transition & start-up:	We can start one to two weeks upon approval. Will need about 3 hours per building.	Programming preparation completed remotely - 1-2 weeks On-site programming as needed - 2-3 weeks	Not specifically provided
C: Will programming be done onsite or remotely:	Pre programming done remotely. Programming completed on site.	Not specifically provided	Not specifically provided
Other value added services offered:	Not given	We also offer video monitoring and detection services for your CCTV systems. We can provide alarms for motion via cameras to the central station.	Video surveillance systems, card access systems as well as intercom systems - see attached capabilities statement.
How many miles is your facility from RH:	8 miles	55 miles	25 miles
Response Time for Routine Services	Within 1 hour	Next day onsite services.	48 hours
Response Time for Emergency/after hrs procedures	Within 1 hour	Less than 2 hours	Monday through Friday within 8 hours. Saturday and Sunday rates (see after hours charges) - minimum 4 hours.
List employee certifications held:	NICET I, NICET II, Fast license, Fire Alarm Contractors List, Security Alarm Contractor License	n/a	None provided
Warranty work/guarantee parts, labor &/or installation:	Not given	Warranty for work is 90 days - 1 year	See warranty statement
Can you meet City's insurance requirements:	Yes	Yes	Yes
Provided a completed W-9:	Yes	No	Yes
Exceptions, substitutions or deviations:	None given	None given	None given
Additional comments:			