

<b>City of Rochester Hills</b> <b>RFP-RH-25-040</b> <b>Three (3) High Speed Fabric Doors</b> <b>Bid Opening: July 15, 2025 @ 3:00 PM</b>	<b>Altech Doors</b> <b>27519 Schoolcraft Road</b> <b>Livonia, MI 48150</b>			<b>Secure Doors, LLC</b> <b>75 Lafayette, Suite 200</b> <b>Mount Clemens, MI 48043</b>			<b>KVM Door Systems, Inc.</b> <b>24387 Sorrentino Court</b> <b>Clinton Twp., MI 48035</b>			<b>Overhead Door West</b> <b>4680 Hatchery Road</b> <b>Waterford, MI 48329</b>		
<b>A. Proposed Door Specifications</b>												
Manufacturer	Hormann			Wayne Dalton			Rytec			Rytec Corporation		
Model #	SM2600L			883 ADV-XTREME Exterior High Speed, high Performance Fabric Door			FS 1000			Fast Seal		
Operator Motor Size (volts) / (minimum 1.5 hp)	208v up to 575v, 3 phase (4kw), 60 Hz electric power			1.5			1.5 min.			3 Phase, Voltage to be determined		
Door Material & Gauge	1/8" thick "Bulldog XT" PVC panel material			Flexible 3 layers of PVC coated polyester with 2 ply of polyester weave - delivers flexibility & durability against wear & tear.			3 Ply Rylon			3-Ply Rilon Fabric		
Door Size (H x W)	16'0" W x 14'6" H			Door 1 @ 16' W x 14'-6" H, Door 2 @ 18' W x 14'-6" H, 'Door 3 @ 18' W x 14'-5" H			1 door @ 16' x 14'-6", 2 doors @ 18' x 14'-6"			1 door @ 16' x 14'-6", 2 doors @ 18' x 14'-6"		
Door Spring Life Cycle (minimum 100,000 cycles)	not stated			High Cycle Design: Springless direct gear driven system eliminates the need for chain & sprocket maintenance			Unlimited - Counter Weight, No Springs			5000,000 +		
Door Color (Tan; Proposal to include color sample)	options given: orange, blue, black, gray.			Tan color not available. Curtain color options come in Red, Blue, Orange or Grey. *The grey is almost a taupey grey*			Brown			Blue - standard; Brown - option		
Door Life Expectancy (in years) for a door cycled 50 times a day or 8,000 times a year	not stated			manufacturer offers a 5 year door warranty with no cycle limitations! Standard 1 year warranty on labor, from the date of completion!			20 Years			8 +		
<b>B. Proposed Door Specifications</b>												
Manufacturer	Hormann			(Included all three doors above in Section A above)			(Included all three doors above in Section A above)			(Included all three doors above in Section A above)		
Model #	SM2600L											
Operator Motor Size (volts) / (minimum 1.5 hp)	208v up to 575v, 3 phase (4kw), 60 Hz electric power											
Door Material & Gauge	1/8" thick "Bulldog XT" PVC panel material											
Door Size (H x W)	16'0" W x 14'6" H 18' W x 14'6" H											
Door Spring Life Cycle (minimum 100,000 cycles)	Spring less											
Door Color (Tan; Proposal to include color sample)	options given: orange, blue, black, gray.											
Door Life Expectancy (in years) for a door cycled 50 times a day or 8,000 times a year	550 Cycles a day for 5 years - 1 million cycles 20 plus years with regular maintenance											
<b>Total Costs</b>												
<b>Description</b>	<b>Unit Cost</b>	<b>Quantity</b>	<b>Extended Cost</b>	<b>Unit Cost</b>	<b>Quantity</b>	<b>Extended Cost</b>	<b>Unit Cost</b>	<b>Quantity</b>	<b>Extended Cost</b>	<b>Unit Cost</b>	<b>Quantity</b>	<b>Extended Cost</b>
Total Cost of Doors as proposed in Item A above; including but not limited to the purchase of new doors, installation, including any additional electrical needed, permits, and all specifications of the RFP.	\$24,078.70	1	\$24,078.70	<i>Cost includes new door system, any addt'l steel for mounting, lift equipment needed for install, &amp; any misc hardware mat'l needed for installation</i>	3	\$110,576.00	\$42,348.00	3	\$127,044.00	Only given as a lump sum	3	\$150,000.00
<b>Description</b>	<b>Unit Cost</b>	<b>Quantity</b>	<b>Extended Cost</b>	<b>Unit Cost</b>	<b>Quantity</b>	<b>Extended Cost</b>	<b>Unit Cost</b>	<b>Quantity</b>	<b>Extended Cost</b>	<b>Unit Cost</b>	<b>Quantity</b>	<b>Extended Cost</b>
Total Cost of Doors as proposed in Item B above; including but not limited to the purchase of new doors, installation, including any additional electrical needed, permits, and all specifications of the RFP.	\$25,148.20	2	\$50,296.40									
Additional Costs:												
Labor	<i>(Did not include labor in unit cost as specified)</i>		\$5,400.00									
Additional Costs: See breakdown of costs below	<i>Did not include costs in unit cost as specified)</i>		\$3,295.00									
<b>Total Cost</b>	<b>\$83,070.10</b>			<b>\$110,576.00</b>			<b>\$127,044.00</b>			<b>\$150,000.00</b>		
Labor Rates (for all classifications) Itemized labor <b>rates included in the unit cost above.</b>	<b>Classification</b>	<b>Hourly Rate</b>		<b>Classification</b>	<b>Hourly Rate</b>		<b>Classification</b>	<b>Hourly Rate</b>		<b>Classification</b>	<b>Hourly Rate</b>	
		\$250.00		Installation Per Opening: 2 guys, 25 Hours	\$110.00	\$16,500.00	Door Tech Crew	\$192.50		Foreman	\$80.00	\$3,200.00
				Labor: Loading/Off-Loading Materials: 1 Guy, 4 Hrs	\$110.00	\$440.00				Foreman	\$80.00	\$3,200.00
										Apprentice	\$60.00	\$2,400.00
<b>Estimated Hours to Complete Project</b>	<b>Hours</b>	<b>32-40</b>		<b>Hours</b>	<b>154</b>	\$16,940.00	<b>Hours</b>	<b>60</b>	\$11,550.00	<b>Hours</b>	<b>40</b>	\$8,800.00
<b>Additional Notes or Costs added to proposal</b>	Misc Materials @ \$200 x 3 = \$600 Scissor Lift Rental = \$250 Hi-Lo/Forklift Rental = \$375 Misc Freight/Fuel Surcharge = \$2,070 TOTAL ADDITIONAL COSTS: \$3,295			25 hours per opening x 3 openings = 75 hours 75 hours x 2 guys = 150 hours total for install + 4 hours total for loading/off-loading materials.								

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Firm Established:	4/4/2004	2009	1996	1993
Years in Business:	21	16	29	32
Type of Organization:	LLC	Corporation	Corporation	Corporation
How many years has your company been providing high speed fabric door installations? Provide firm history including general experience and capabilities.	Altech has been providing high speed fabric door installs for about 6 years. All of their technicians have attended high speed manufacture training to be certified.	16 years with secure door, 20+ years experience. Secure Door is capable of servicing and repairing all types of overhead high speed doors, motor operators, activation and safety hardware. Each of their technicians is certified to work on and install these types of commercial door systems and have all been factory trained.	KVM has been installing High Speed Doors since 1996. They are an authorized Rytech Dealer with thousands of installations. KVM has factory trained employees and does all work in house, no subcontractors.	20+ years. They have worked with numerous companies with High Speed Door needs - new installations, retro fit, and service.
What percentage of your business is commercial construction?	85%	100%	100%	100%
What percentage of your business is residential construction?	15%	0%	0%	0%
Please provide a list of five (5) current or completed projects your firm has performed that are similar in scope to this project (include municipal work). Provide type of project, contact name, company name, address, phone number and	5 project references were provided.	Contact information for references were not provided and received different references when City issued a request for clarificaiton to obtain the contact information.	7 project references were provided.	5 project references were provided.
How many full time employees does your company employ?	14	21	44	21
How many part time employees does your company employ?	0	0	0	0
Provide a work plan/methodology for this project. Include date of availability to start and a timeline.	Once proposal has been accepted, Altech Doors will perform a final measurement to verify before ordering. A PO or contract is to be issued to order material. Once material arrives at Altech Doors, installation will be coordinated with onsite manager. Altech Doors will follow their safety protocols onsite, along with all facility's safety procedures. Altech's technicians are fork lift certified and scissor lift certified, both equipment items are required for installation. Before and after pictures are always taken, and signed paperwork along with full demo of the door.	Sales professional will order all proposed materials, lead time on material is currently 4 weeks. Once all materials arrive, a material inspection is performed to ensure all ordered parts are accounted for and undamaged from shipment. Project manager will then schedule work with the client. Technicians will complete project scope of work in a timely and professional manner. Secure Door will provide onsite training with staff upon completion of install to teach how to use new equipment. Project manager/safety manager will prepare all close out documentation with client to ensure all expectations have been met. Upon completion, project will be billed out per terms agreed upon, and a copy of the invoice will be sent to customer for their records.	KVM Door Systems Inc. specializes in high speed door installations and service, it's something they do every day. KVM has multiple crews available to install and service high speed doors. Can install as soon as doors arrive. Installation is about 3 days per door.	Layout and perform masonry work. Wait 1 week for concrete to cure. Layout and install Filler Trims, Columns, and Head Assemblies. Work with facilities electrician on optimal placement of controller. Route all control wiring to controller in 3/4" EMT and Metallic Flex as needed. Work with facilities electrician to power up units and commission. Program ancillary devices as needed. Clean up debris and haul off-site. Seal around door as needed.
What is the status of your current workload?	Altech Doors is currently 3-4 weeks out, once they receive an approximate ship date, Altech will plan an approximate installation date.	Secure Door, LLC is in high demand and with steady work. They are fully staffed and capable of handling this project with ease.	Jobs in progress: approx 6-7 million Jobs in backlog: approx 7 million Financial stable to fund multiple large projects	Steady
Describe the resources you are capable of bringing to the City of Rochester Hills. Submit brief staff profiles to be assigned to this project.	Altech's team is full of certified and experienced door installers/sales. Their President, Doug Florn, has over 30 years experience. Their General Manager, Franke Kuhne, also has about 30 years of experience. The sales/office manager, Chloe Helwig, has 8 years experience.	Project will be assigned a project manager to ensure performance and timeline is met to customer standards. Their technicians are factory trained and AAADM certified for this type of work. All company vehicles are fully stocked and in good working condition. Secure Doors is a distributor of all the main manufacturers and have great working relationships with each of them.	KVM has 14 service/install crews with 24-7 service availability, this project will be assigned to their Rytech High Speed Door specialists Kevin B or Steve W. each crew assigned is very capable and has an eye for detail. They will provide a safe work plan with our submittal of project details.	Service and installation of all Overhead Doors, Hollow Metal Entry Doors, Gate Operators, Dock Equipment, etc.
Will subcontractors be utilized for this contract? If so, please provide a list of potential subcontractors.	Altech Doors has all in-house employees, and will only subcontract a masonry contractor if needed.	Secure Door self performs all of their work.	none	Yes. Jeremic Construction for the Concrete Work.
Have you been involved in or had a State of Michigan Building Complaint filed against your company, owner of the company or personnel to be assigned to this project? Please explain.	No.	No.	No.	No.
Have you been involved in any litigation during the last five (5) years? If so, provide an explanation.	No.	No.	Yes, 1 current re: walking into a pedestrian door and getting a few stitches. Small claim, currently in discovery.	No.
Provide Warranty information on new materials/products.	Motors on highspeed: 5 year warranty Solid Panels & Vision Panels: 5 year warranty All other mechanical or electrical: 2 year warranty *models of high speeds may vary with warranties. Replacement Parts: guaranteed against defects in materials and workmanship 90 days from the date of order shipment Replacement control box and drive unit: guaranteed against defects in materials and workmanship 9180 days from the date of order shipment <i>Extensive warranty information literature provided.</i>	typically 1-2 years, see attached manufacturer literature.	5 year on Drive System and Door Curtain. 2 year on mechanical and electrical. 1 year on labor.	Factory 5 year limited warranty on motor and parts. Factory 2 year limited.

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Provide Warranty information on services provided by your company.	Altech provides a (1) year labor warranty. Does not include misuse or purposeful damage to the door .	1 year warranty on materials and labor from the date of installation.	KVM will provide labor and materials directly to end user.	1 Year Labor
What is your preferred method of payment?	ACH - payment 45 days from receipt of invoice  Credit Card - payment 20 days from invoice, additional fee of 3.5%	Check - Payment minimally 60 days from receipt of invoice  ACH - payment 45 days from receipt of invoice  Credit Card - payment 20 days from invoice, additional fee of 3%	ACH - payment within 45 days from receipt of invoice.	ACH - payment within 45 days from receipt of invoice.
Specify any exceptions, substitutions or deviations from the specifications provided herein. ALL exceptions to these specifications must be clearly and fully explained.	Altech Doors installs Hormann high speed doors. All of their technicians (master technicians) have been through the proper training.	none listed however exclusions were listed on the quote page: *Quote good for 30 days. *Excludes premium time; quoted work to be performed during regular business hours:permits or any additional costs associated with the permitting process; any electrical power wiring, low voltage wiring & conduit – customer responsible for bringing the needed power to each opening prior to installation; any painting of the doors, operators or surrounding area; any barricades, temporary partitions or traffic control during time of construction; any ICRA or dust containment during time of construction; any drywall/ceiling/tile/carpet/flooring/block wall/masonry work or repairs – to be handled by others, if needed; any additional steel or metal framework - if needed, additional materials will need to be added at an additional cost; any access control hardware, software & wiring; any alarm contacts or wiring. Clarifications: additional charges may apply if unforeseen issues are uncovered by technician upon installation; assumes each opening and floor to be plumb & level; assumes there is no medical testing required for this job site; Secure Door is not responsible for structural or mechanical items interfering with the door opening prior to demo work - if applicable; site condition meet all OSHA standard and is free from snow, water and other foreign debris in work area.	Power disconnect by others provided near door locations (3). Power required 460 volt - 230 vac. Single phase or 3 phase. No Delta ground20 amp disconnect.	Tan is not an available color from the manufacturer. Brown was added as well as brown powder coat as an option in lieu of the factory dark blue.
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