

City of Rochester Hills RFP-RH-23-058 SCADA System Design-Build Services Closing Date: Wednesday, January 17th, 2024 @ 3:00 PM			
Vendor Name: Address: City/State/Zip	ICS Integration 1091 Centre Road, Suite 190 Auburn Hills, MI 48326	Motor City Technologies (MCET) 9440 Grinnell Street Detroit, MI 48213	CEC Controls Company Inc 14555 Barber Avenue Warren, MI 48088
<b>Executive Summary:</b>	<p>ICS is a company that has the capabilities and proven track record to provide a superior technological SCADA solution for the Water Wastewater Industry. Combining the industry leading cuttingedge SCADA software package, along with superior robust secure hardware, coupled with a proven innovative engineering team, the result is a transformative solution with virtually limitless possibilities. We feel the partnership with our company and design-build team would make a great fit for aproject with this type of design-build structure. At ICS we don't offer 'canned' SCADA systems that are bound by proprietary software and hardware. We provide advanced SCADA solutions that open the door to unlimited potential and scalability. A Team workshop concept will ensure the City of Rochester Hills is receiving exactly what they desire but will also create that open dialogue to possibilities we can introduce based on our extensive experience.</p>	<p>Currently, Motor City Electric Technologies is a single-source SCADA/Controls/Instrumentation and Security provider for many municipalities/agencies. Being one of the largest electrical contractors in the nation, Motor City Electric has a team of qualified individuals to handle all aspects of large electrical, wireless, low voltage, controls and instrumentation, SCADA, underground, utilities, electrical testing, and alternative energy type projects. Be it consulting engineering services or full-on electrical construction management. Experience allows us to fully understand the importance ofoperating and maintaining a functional and secure Municipal SCADA Network. Have the staff and equipment necessary to properly evaluate, design, install and commission the City of Rochester Hills's new SCADA system. What sets us apart from the competition is our ability to perform every aspect of this project in-house. All the SCADA, Controls Engineering, Network Engineering, Instrumentation Programming and Electrical work will be performed by Motor City Electric and its subsidiaries. Motor City Electric also has State of Michigan, registered Professional Engineers on staff to handle necessary P/E stamped drawings, coordination with DTE, coordination with the Rochester Hills/Oakland County Road Commission to get necessary Right of Way, easement approvals, perform any easement "line of sight" studies amongst any other high level engineering efforts that require a registered Professional Engineer. We fully understand the level of security that needs to be established and maintained in these Water/Wastewater systems. Treat these systems as a Homeland Security initiative and design/plan the highest level of security into these systems. We can provide 24/7 support for your entire SCADA system and can provide ongoing maintenance and optimization services to keep your investment running safe, secure and at the most optimum levels. MCET has chosen to bid this project as a Design/Build with a firm "not-to-exceed" proposal. Since MCET can provide all the services required for this project in-house, we feel this alternate approach will save the City of Rochester Hills a ton of costs and time in effort to complete the project quicker and to be more fiscally responsible.</p>	<p>CEC team has been performing instrumentation related work as CEC Controls Company for 50+ years and in particular to the water industry for 13+ years. CEC Controls also excels in the design and installation of the following products and services: Process Instrument and Control Systems, Telemetry, Data Management, PC Based Maintenance Monitoring and Downtime reporting, and Programmable Device Support Systems. Well positioned for this style of work, having evaluated, designed, and implemented this style of work many times in the past. By having phase 1 to select technology, complete design and develop tight cost estimates with accurate material counts, our team will be able to confidently stand by our phase 2 estimate. Outside of supply chain, the phase 2 schedule is well within CEC's ability to control and manage. Even with supply chain, our team is able to find workaround and alternative solutions that allow for creative deployment strategies in order to keep the project on pace and not interfere with operations. Our goal is to deliver what we promise so that our team will be welcomed back for future opportunities. CEC believes good communication is at the core of any successful project. The team begins projects with a kickoff meeting to ensure a schedule is established and approved with the client., followed by monthly client engagement meetings to review the schedule, and ensure engagement.It is our team's desire to develop and maintain an open line of communication with the City or Rochester Hills in addition to our subcontractors. CEC is able to provide a \$2.5 million performance bond upon award. Bond ability letter is attached. CEC has no material adverse conditions. CEC Controls will utilize Michigan PE Randy Davis as our supervising professional engineer for this project. Randy is based out of our MI headquarters and has 25+ years in the professional industry. Installation will be performed by an electrical subcontractor who will possess the required licensing to perform this style of work. For the currently proposed SCADA system (VTSCADA), CEC Controls is an advanced certified integrator. CEC possesses other SCADA certifications beyond VTSCADA, in the event another system is desired.For the proposed PLC control system, CEC is currently a bronze level system integrator. However, we have been told that we are approved to move to silver at the beginning of 2024. While it is nice to possess these certifications for both the SCADA and PLC systems, it is important to note that CEC has extensive experience implementing both systems. CEC Controls has performed many implementations for both SCADA and PLC systems in water and across many other verticals.</p>
<b>Technical approach and alignment with project objectives:</b>	<p>The main objective of this project is to provide a secure, state-of-the-art, non-proprietary reliable SCADA system with virtually unlimited scalability. System availability, mobile friendly, real-time monitoring and setpoint control, customized alarming and reporting, incredibly fast development, powerful visualization tools, and overall system sustainability are major key components that ICS would factor into the workshop design discussions to accomplish this objective with the Design-Build Team. During the Team workshop meetings, we would evaluate the criticality of site control panel/subplate replacements. Topics to discuss include local or site data retention in the event of a long communication outage. ICS would propose the ability to implement a "store and forward" data flow process to ensure all critical data is captured. This mechanism would also reduce data packet transfer size and provide improved security by utilizing MQTT data transfer protocol. Once the PLC control panel workshop is complete, discuss the feasibility of converting the existing radio-based communications to a cellular carrier utilizing their M2M network. Assuming the project Owner would want this on their cellular account, we would work directly with the Owner and their carrier. Part of the design phase would be performing site communication tests to evaluate cellular performance at each site back to the head end. We would establish an overall site performance matrix, and with struggling sites, evaluate dual or alternate carrier or signal amplifiers as needed. The two mentioned workshop topics are just examples of how ICS would consider approaching those areas prior to any input from the team based on prior work experience. ICS firmly believes the foundation of a project of any type or size, starts with clear concise communication with the project Owner and their associated team. The regularly scheduled team workshop meetings will provide the roadmap for the entire project to ensure the end objective is met. Our goal would be that each and every phase of the project is discussed and agreed upon in order to develop the overall system schedule and detailed specification in which to follow.</p>	<p><b>Alternate Proposal Technical Approach</b></p> <p>We feel this project's scope could be limited to providing a new main headend SCADA server with network appliances, an optional redundant SCADA server with network appliances, new headend SCADA software, headend alarming software/alarming package, upgrading the remote location PLC's and I/O modules at each of the remote sites and providing a robust, secure, and fiscally responsive communications upgrade. Since MCET can perform all the facets of this project in-house, we feel that we could save Rochester Hills a ton of time and a ton of money by doing this project as a design/build "not-to-exceed" contract in lieu of a traditional design/build as outlined in this RFP. This project, by no means, requires a consulting design/build team to achieve the same results. Having a consulting design/build team approach, which is being requested as part of this RFP, is simply overkill for what is truly required. Rochester Hills currently has the infrastructure in place to update their current system to be a streamlined, modern SCADA system without going through the extra steps of hiring a consultant to put together extensive workshops before any real installation or engineering work is performed. We feel that a very descriptive "not-to-exceed" proposal format with a defined set of deliverables as an alternate bid approach could cut up to 6 months of time out of the current project timeline and save the city hundreds of thousands of dollars in unnecessary/redundant costs.</p>	<ol style="list-style-type: none"> <li><b>1. Project Kickoff/ Early Planning Meetings:</b> A formal kickoff meeting shall be conducted at the start of the project with the CEC Project leads and key members of the client's team. Getting clear directions at the start is crucial in avoiding costly wasted time &amp; expense, maintain quality standards, and adhere to schedule deadlines. CEC will gather additional requirements and preferences around desired features of the new control system to ensure that the technology choice and implementation of the system is satisfactory.</li> <li><b>2. Schedule:</b> Prior to the kickoff meeting, a baseline schedule will be developed and shared with the team. This schedule will depict a timeline for phase 1 as well as a forecast of phase 2. During monthly reviews, the schedule will be referenced to ensure all elements or on pace. Should they not be, reasons why will be documented, and the schedule will be updated with both CEC and client approval. A phase 2 construction schedule will be produced and approved by the city by the end of phase 1. The schedule will reference equipment arrival, when equipment will be installed and ready for connection while also allowing for testing. It is important that the new SCADA and Main Control Panel be installed and made operational before modifications to the other systems are started. This way, the plant can continue to operate while those changes are undertaken. The approach that will be taken is to put together the SCADA solution, computer systems, all peripherals, and software licenses as soon as reasonable so that the SCADA system is ready and operational before installation changes are made.</li> <li><b>3. Weekly Project Meetings :</b> Internal CEC project team meetings will be held weekly. The meeting agenda will include a review of current week's activities, planned activities for the coming week, plus identification of any possible scope change items and problem areas. Project leads shall address the status, schedule, budget, and staffing situation for their discipline.</li> <li><b>4. Monthly Progress Meeting:</b> A monthly meeting will be held with the Client to review the overall project progress and to review the monthly progress report.</li> </ol>

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<b>Technical approach and alignment with project objectives continued:</b>	<p>Assuming the project Owner would want this on their cellular account, we would work directly with the Owner and their carrier. Part of the design phase would be performing site communication tests to evaluate cellular performance at each site back to the head end. We would establish an overall site performance matrix, and with struggling sites, evaluate dual or alternate carrier or signal amplifiers as needed. The two mentioned workshop topics are just examples of how ICS would consider approaching those areas prior to any input from the team based on prior work experience. ICS firmly believes the foundation of a project of any type or size, starts with clear concise communication with the project Owner and their associated team. The regularly scheduled team workshop meetings will provide the roadmap for the entire project to ensure the end objective is met. Our goal would be that each and every phase of the project is discussed and agreed upon in order to develop the overall system schedule and detailed specification in which to follow. Once equipment is made available and we are approaching construction and staging, ICS has performed many variations of system upgrades on prior projects and has substantial experience with converting sites communications, PLC control, subpanel swaps, SCADA interface rerouting, etc., with little to no customer downtime. Our methodology is very simplistic in its approach, test and verify all aspects of a system change, as much as technically possible prior to installation.</p>	<p>Based on MCET's previous history maintaining Rochester Hills remote sites, we feel that the remote site control panels do not need to be replaced. Alternatively, we suggest replacing existing Allen Bradley MicroLogix PLC's, I/O, radio communications and other outdated, ancillary equipment in the panels. The current MicroLogix PLC's have been phased out by the manufacturer and the existing radio network is aged and not optimized. Again, the problem with the Rochester Hills SCADA system is simply the communications from the SCADA headend to the remote sites. This whole project could simply be limited to abandoning the current radio network and installing cellular modems at each remote location and installing a secure VPN appliance at the SCADA headend. MCET proposes to perform the following services: PLC Upgrades, Wireless Communication Upgrades, Updates to the SCADA Control Computer/Software, Local participation/self-perform (All installation workers and engineers are local), Installation by a quality company (MCET is an ISO 9001:2015 registered company), and safety guaranteed (MCET has a dedicated full-time safety department and a written safety policy and procedure).</p>	<p><b>5. Design Basis/Criteria:</b> For this project, our current intention is to utilize the VTScada package. This package is low cost with a high capability to provide a complete solution with expansion ability that they will ever need. This equipment and license will belong to the city. During the service contract, we will maintain the license. However, it will be registered to the city and can be maintained directly. CEC Will utilize Rockwell PLCs for the base control system. The specific system selected, likely either CompactLogix or Control Logix, will be appropriately sized to suit the current needs of the facility and allow for future growth. Additionally, the chosen system will be ensured to have a long-supported life expectancy.</p> <p><b>6. Handling Design Drawings:</b> Drawings that will be generated or modified for this project will be from the following sources: CEC originals, Client originals, Vendor data originals</p> <p><b>7. Verification and Approval of Design Documents and Drawings:</b> Design will be reviewed by CEC through intra-discipline checking, comparison to proven designs, project design/safety review.</p> <p><b>8. Design Change Control:</b> Any change or deviation from the approved design criteria, the approved specifications, applicable industry codes and standards or other basic design document shall be identified and formally documented to Client for review and approval.</p> <p><b>9. Maintain Risk Register:</b> The Risk Register will be developed, maintained, and updated throughout the life cycle of the project. Project risks within CEC's Project Scope of Work will be identified and managed throughout the life of the project and maintained in the project Risk Register.</p> <p><b>10. Training :</b> Our automation team has the experience and capability necessary to deliver training of all types to operations and engineers for many applications including the ability to: Introduce / Train personnel on multiple system platforms, Train personnel on process applications, Train maintenance personnel on trouble shooting techniques involving the control system, simulate process utilizing Wood's in-house simulation software or other OEM platforms.</p>
<b>Qualifications, expertise, capabilities of proposed project team:</b>	<p>ICS Integration Services is a limited liability company providing SCADA systems, electrical controls design, build and integration, and technical assessment services located in Auburn Hills Michigan. ICS has been in business for over 13 years providing the highest quality of services to a wide variety of industries including, but not limited to, water wastewater, food and beverage, automotive, aerospace, and steel manufacturing. Our incredibly loyal customer base has been solidified by two key attributes that ICS operates on, sincerity and integrity. Since the Owners project has a primary emphasis to upgrade their existing SCADA system, ICS would be taking the lead as Design-Builder. Our entire engineering staff would be members of the key personnel on this project to ensure we consider all solutions during the design phase process. Additional external members to the ICS Design-Build Team would include Hubbell Roth &amp; Clark for professional engineering consultation and project management services, Shaw Electric Co. for all electrical contractor requirements, Shaw Construction &amp; Management Co. for any potential Owner building or structure type renovations, and Preferred Data Systems for all networking or cyber security design validation. ICS has had 100% engineering employee retention since its inception. Our staff of four provides over one hundred years' combined experience in various fields and facets of electrical controls located solely at our office in Auburn Hills, MI. ICS is able to provide a surety bond for this project, meeting the requirements set forth by RFP. They also have provided a Certificate of Liability insurance showing their ability to acquire required minimum limits. ICS Integration Services will be the primary Design-Builder on this project due to our extensive background and experience with designing and deploying SCADA, electrical, and programmable controls integrated systems. ICS will be relying on professional services and resources from various firms to ensure a successful project and system that the Owner is anticipating. The firms that we have carefully selected to be a part of our Team, and the Owners overall SCADA System Team, are a result of their own successful track records and our previous years of experience working with them on multiple projects of similar complexity. ICS has been awarded and successfully completed numerous SCADA system projects, as well as various subsets of SCADA systems over the past thirteen years.</p>	<p><b>*No designated section in RFP - pulled from Executive Summary*</b></p> <p>Motor City Electric Technologies Inc. (formerly The Cadre Corporation) was started in 1993 as the automation and controls subsidiary for Motor City Electric Co. Motor City Electric has a Utilities Division, Water/Wastewater Electrical Installation Group, Minority Electrical Group and Professional Engineers on-staff. Being one of the largest electrical contractors in the nation, Motor City Electric has a team of qualified individuals to handle all aspects of large electrical, wireless, low voltage, controls and instrumentation, SCADA, underground, utilities, electrical testing, and alternative energy type projects. Be it consulting engineering services or full-on electrical construction management, the Motor City Electric Team can do it all. Motor City Electric Technologies' past and present experience allows us to fully understand the importance of operating and maintaining a functional and secure Municipal SCADA Network. Motor City Electric Technologies has the staff and equipment necessary to properly evaluate, design, install and commission the City of Rochester Hills's new SCADA system. What sets us apart from the competition is our ability to perform every aspect of this project in-house. All the SCADA, Controls Engineering, Network Engineering, Instrumentation Programming and Electrical work will be performed by Motor City Electric and its subsidiaries. Motor City Electric also has State of Michigan, registered Professional Engineers on staff to handle necessary P/E stamped drawings, coordination with DTE, coordination with the Rochester Hills/Oakland County Road Commission to get necessary Right of Way, easement approvals, perform any easement "line of sight" studies amongst any other high level engineering efforts that require a registered Professional Engineer. Being the single-sourced SCADA provider for multiple local municipalities we fully understand the level of security that needs to be established and maintained in these Water/Wastewater systems. With that, we treat these systems as a Homeland Security initiative and design/plan the highest level of security into these systems.</p>	<p>CEC Controls (A Wood business) was formed in 1966 to service the automation industry in many markets. Our dedicated water wastewater team, which includes instrument design and implementation for the water industry was formed in 2010, hence our team has been performing instrumentation related work as CEC Controls Company for 50+ years and in particular to the water industry for 13+ years. CEC Controls has 240 engineers across north America with many offices, including a local branch devoted to process water in Warren, MI. CEC is a corporation. CEC Controls audited financial statements can be found in the Attachments section of this document. Bondability letter and COI can be found in the attachments section of this document. CEC does not have any factors that could potentially adversely impact their ability to perform the contracted commitments. Given that CEC possesses the capability and experience required for the design of this project, Phase 1 will be executed without the utilization of subcontractors. CEC does plan to make use of subcontractors for electrical and radio installation as part of build phase. CEC will obtain bids from at least three electrical and radio subcontractors for utilization in Phase 2. CEC will review recommended subcontractors with the City of Rochester Hills during Phase 1 and before the Phase 2 RFP process. From the implementation of HSSEA principles in the workplace to the application of HSSEA principles for safety in design, HSSEA is at the core of every project we execute and the first of our core values. Wood believes a safe work environment is integral to the successful execution of any project. To achieve this result, we employ a comprehensive safety culture that addresses both technical (design) safety, and behavioral (occupational) safety. Our CEC Health and Safety Program, 2023 WC Experience Mod Letter, HSSES Management System Standard Packet and OSHA Forms for the years 2019 through 2023 can be found in the Safety Documentation section within the attachments of this document.</p>

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<b>Project schedule and timeline, including milestones and deliverables:</b>	60 Weeks	63 Weeks	76 Weeks
<b>Cost Proposal:</b>	<p><b>Phase 1 - Pricing Component</b> Phase 1 - SCADA Design and GMP Services - \$219,000 Phase 2 - Non-SCADA Design &amp; GMP Services - \$7,200 <b>Total Proposal for Phase 1 - Evaluated Price Component (Sum of Items 1-2) - \$211, 800</b></p> <p>Phase 2 - Overhead and Profit on Cost of Work % Overhead and Profit on Cost of Work - 6% \$ Evaluated Price for Overhead and Profit on Cost of Work - \$90,000</p>	<p><b>*The detailed cost proposal below is Motor City Electric Technologies (MCET) alternative "not-to-exceed" design/build cost proposal in lieu of the consulting style design/build arrangement as called out in the RFP*</b></p> <p>The Total "Not-to-Exceed" price for engineering, SCADA hardware/software, PLC/HMI equipment, electrical installation, start-up and debug, and training services as specified herein by Motor City Electric Technologies is Nine Hundred Forty Five Thousand and 00/100 <b>(\$945,000.00)</b> Dollars.</p>	<p><b>Phase 1 - Pricing Component</b> Phase 1A SCADA Design and GMP Services - \$327,718.00 Phase 1B Non-SCADA Design and GMP Services - \$9,000.00 <b>Total Proposal for Phase 1 - \$336,718.00</b></p> <p>Phase 2 - Overhead and Profit on Cost of Work (%) Overhead and Profit on Cost of Work - 19.56% (\$) Evaluated Price for Overhead and Profit on Cost of Work - \$1,793,400.00</p>
		<p>ALTERNATE PRICING</p> <p><b>Alternate Price 1-</b> If P/E stamped drawings are required for all SCADA/Networking/Controls/Instrumentation drawing packages. <b>Add \$50,000.00</b></p> <p><b>Alternate Price 2</b> – If Rochester Hills is set up as a tax-exempt entity, deduct MI Sales Taxes. <b>Deduct &lt;\$24,000.00&gt;</b></p> <p><b>Alternate Price 3</b> –If new P&amp;ID loop drawings are to be provided for each remote location. Please Note: Updated controls drawings and as-built documentation will be provided for each remote location. <b>Add \$45,000.00</b></p>	
		<p><b>Alternate Price 4</b> – Add redundant SCADA head-end. This optional price will include the following: One (1) SCADA Optional Back-Up Redundant Server at City Hall or another location, One (1) Workstation Computer with Monitors, Keyboard and Mouse for optional redundant SCADA headend location, One (1) SonicWALL VPN Appliance (will handle over 150 VPN Tunnels) for optional redundant server. One (1) UPS for Optional Redundant SCADA System, One (1) Network Attached Storage Device for Optional Redundant, One (1) Rockwell Factory Talk View SE Unlimited Displays, One (1) Rockwell Factory Talk Viewpoint Client, Ten (10) Rockwell Factory Talk View Server R/W Clients (Licenses housed on Redundant Server), One (1) Win911 Interactive, One (1) Win911 Factory Talk A&amp;E Client, One (1) Microsoft Server 2012 R2, One (1) Microsoft SQL Server, One (1) Microsoft Remote Desktop license, One (1) Microsoft Excel <b>Add \$85,000.00</b></p>	
		<p><b>ANNUAL SUPPORT COSTS</b></p> <p>The below costs are annual fees that will need to be included to keep the SCADA system current/functional. Our proposal includes the first year of these renewal fees:</p> <p>-VMWare Support/Renewals <b>\$179.00/3 year</b></p> <p>-Sonicwall Support/Renewals \$661/year for each Sonicwall = <b>\$661.00</b></p> <p>-FactoryTalk SCADA Software Support/Renewals <b>\$5,940.00/year</b></p> <p>-Win911 Support/Renewals \$800/year = <b>\$800.00/year</b></p> <p>-Win911 SMS modem \$40/month = <b>\$480.00/year</b></p>	
<b>Any additional information:</b>			In additional attachments are the following items: Bondability letter 2023; COI for 2024; Certifications and Licenses; Financial Statements 2020 through 2022; Safety Documentation; - Resumes
<b>Attachment A attached/signed?</b>	Yes	Yes	Yes
<b>Attachment B attached/signed? Are there any exceptions?</b>	Signed/ No exceptions.	Signed/ Yes, there are exceptions.	Signed/ No exceptions
<b>Reference list (Attachment C) provided?</b>	Yes	Yes	Yes