



TO: George Bosanic, City Manager
FROM: Norice Rasmussen, Clerk-Finance Director
DATE: February 7, 2023
SUBJECT: Downtown Technology Upgrades

**BID OPENING FOR:
 Downtown Technology Upgrades**

Bids were opened in the City of Greenville City Hall Conference Room, 411 S. Lafayette Street, Greenville, Michigan 48838, on Tuesday, February 7, 2023, 2 bids were opened for Downtown Technology Upgrades with specifications and information provided by the City of Greenville.

Present: Holly Schmeltzer, Lori Chambers, Doug Hinken, Roger Ferworn (AE Tech Design) and Evan Cain (AE Tech Design)

Bids were received as follows:

Bidder	Total As-Read Bid
Parkway Electric & Communications LLC 11952 James St. Holland, MI 49424	5: Public Address - \$57,100.00
Hillard Electric 11855 White Creek Ave. Cedar Springs, MI 49319	1: Outside Plant Fiber Optic Cabling - \$79,350.00 2: Copper Structured Cabling - \$46,482.00 3: Network Electronics - \$39,307.00 4: Video Surveillance - \$54,789.00 5: Public Address - \$40,693.00 Combined bid categories 1-5 - \$250,000.00

The Bids will be studied, and recommendations made pursuant to the direction of the Greenville City Council.

Sign-in sheet for:
Bid Opening: Downtown Technology Upgrades

Name	Company/Address	Email	Phone
Gary Hoffman	Hillard Electric 11855 White Creek Ave. Cedar Springs, MI 49319	ghoffman@hillardelectric.com	616-439-3339
Brian Rotman	Parkway Electric & Communications LLC 11952 James St. Holland, MI 49424	brian.rotman@parkway.us	616-427-4723

February 10, 2023

Heather Feazel
City of Greenville
912 Greyhound Dr.
Eaton Rapids, MI 48827

Dear Heather Feazel:

Bid documents for new video surveillance, public wi-fi, and public address systems throughout the downtown district, were available for bidders on January 11th, 2023, on the City of Greenville website and AE Tech Design's website. AE Tech Design contacted applicable area technology contractors, six expressed interest, while two contractors both of which qualified provided bid responses February 7th, 2023. Please see the accompanying bid tab that provides the bid results.

Upon receipt of the bids, AE Tech Design staff reviewed each of the bids in detail and held a post-bid interview with Hillard Electric and their subcontractor Custom Trenching. Hillard Electric's bid was the only complete bid submission, that included all five bid categories, and included a combined discounted price of \$250,000.00 if all categories were awarded. Hillard also provided a response for Voluntary Alternate No. 1 of \$6,742.00. We believe the bid from Hillard Electric was found to be lowest and most responsive bid and we recommend proceeding with awarding the project to the contractor for the amounts indicated below.

In our bid documents, we also asked for 9 different unit costs to help with the construction of this project and ensure we don't run into overpriced change orders. One area of work that AE Tech Design recommends having Hillard perform is rerunning all existing network drops with new CAT6 cabling and terminations within City Hall. The current network cabling is connected and deployed far below industry standards and is not reliable. Unit price No. 4 reflects the cost to replace a single network drop, and the price below reflects the cost to re-run the 48 network drops inside City Hall.

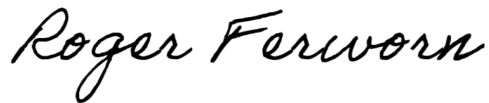
Bid Package	Recommended Contractor	Award Amount
Categories #1 - #5: 1. Outside Plant Fiber Optic Cabling 2. Copper Structured Cabling 3. Network Electronics 4. Video Surveillance 5. Public Address W/ Voluntary Alternate No. 1	Hillard Electric	\$274,999.00
Demolish 48 existing network cabling drops and install + terminate new CAT6 network cabling (Unit Price No. 4)	Hillard electric	\$12,192.00

Lastly, AE Tech Design recommends securing funding for an additional \$100,000.00, to serve as this project's operating contingency. While we surveyed on-site conditions and studied previous city drawings, there are most likely unknown variables in regard to underground pathway, that will not present themselves until the contractor tries to run fiber in the existing pathways. This contingency will cover unforeseen costs and allow the City to purchase additional items and services as needed.

Notes:

- The recommended award amount includes 5 years of camera licensing from the camera manufacturer (Verkada), pricing required to reach the additional license lengths (3, 5, 10 year) have been attached at the end of this document and may be selected to adjust the award amount if desired. We are recommending the 5 year option as we believe it offers the most value, this is reflected in the award amount above.

Sincerely,

A handwritten signature in black ink that reads "Roger Ferworn". The signature is written in a cursive, flowing style.

Roger Ferworn
President

Bid Tabulation

Owner: City of Greenville

Project: Downtown Greenville Technology Upgrades

Project #: GREN2202-0200

Date: 2/7/2023

Vendor	Parkway Electric & Communications	Hillard Electric
AD1-AD3 – Y/N?	Y	Y
Iran Sanctions Act – Y/N?	Y	Y
Bid Security – Y/N?	Y	Y
OSP Fiber Optic Cabling	NO BID	\$79,350.00
Copper Structured Cabling	NO BID	\$46,482.00
Network Electronics	NO BID	\$39,307.00
Video Surveillance	NO BID	\$54,789.00
Public Address	\$57,100.00	\$40,693.00
Vol. Alternate #1	NO BID	\$6,742.00
Unit Price #1	NO BID	\$298.00
Unit Price #2	NO BID	\$175.00
Unit Price #3	\$400.00	\$334.00
Unit Price #4	NO BID	\$254.00
Unit Price #5	NO BID	\$6.00
Unit Price #6	NO BID	\$16.00
Unit Price #7	NO BID	\$1.50
Unit Price #8	NO BID	\$1,850.00
Unit Price #9	\$600.00	\$489.00

For any questions please contact Evan Cain ecain@aetech.design



11855 White Creek Ave. NE
Cedar Springs, MI 49319
Ph. 616-439-3339
Fax. 616-439-3340

February 9, 2023

City of Greenville Verkada Camera License Options

One Year (included):	\$0.00
Three Year:	\$7,476.00
Five Year:	\$18,257.00
Ten Year:	\$45,681.00

Thank you for this opportunity, if you have any questions or would like to proceed, please feel free to contact me.

Sincerely,
Gary Hoffman
Communications Manager
(616) 840-1930
