



MEMO: Low Bid Analysis

From: Mamata Burgi
DWSD Procurement

Date: 2/15/21

To: Board of Water Commissioners
735 Randolph Ave., Detroit, MI

Re: BOWC (February) Agenda Item # 21-0380

Proposed DWSD Contract No. 6003171 for five years and an amount not-to-exceed \$125,000

Inspections, Services, Parts and Repairs for DWSD Turnstiles, Gate Operations and Fences

This memo is in response to the BOWC's Finance Committee's inquiry as to why other vendors chose not to respond to the competitive solicitation (Request for Bids (RFB)) that was initiated through requisition # 483114 (Budget approved date: 09/29/2020). The RFB was advertised on the Michigan Inter-Governmental Trade Network (MITN) for 25 calendar days. MITN published the opportunity to 291 companies subscribing to the relevant NIGP code(s). The RFB was downloaded by 19 firms and two bids were received.

- **RMD Holdings, Ltd. dba Nationwide Construction Group** has successfully submitted a responsive bid with Service Charges = \$650/visit with hourly rate of \$125/hr and have approved, valid clearances – they do not qualify for equalization credit. As the lowest responsive, responsible bidder, they are being recommended as the contract awardee.
- Future Fence did submit an incomplete bid response with a service charge fee of \$630/visit, an hourly rate of \$95/hr but, did not complete the paperwork for clearances, nor provide insurance and did not register in the supplier portal as a vendor and therefore are being deemed non-Responsive

DWSD Procurement Specialist, Mrs. Michelle McKenzie, emailed the 17 potential vendors who viewed and downloaded our bid solicitation from MITN, requesting their reasons for not responding and a response by Wednesday, 2/10/21. Three (3) vendors responded and a 2nd request with a response requested by Friday, 2/12/2021 was sent, which received one (1) more response. To ensure a complete low bid analysis, Mrs. McKenzie then researched the services offered by the remaining seven (7) vendors

online through their respective company websites or Facebook page and found that they did not provide all or part of the services being solicited.

Below is the list of vendors who are grouped under the type of response and location.

- Eleven (10) are located within Michigan
 - Vendor Response: Does not offer the requested services
 - Decima LLC - Dearborn, MI
 - Allied Building Service Co. of Detroit, Inc. - Detroit, MI
 - Waterworks Systems & Equipment Inc. - Lakeland, MI
 - Vendor Response: They are a sub vendor for another company
 - International Controls & Equipment - Clinton Twp., MI
 - Vendor Response: Scope is beyond their capacity
 - Motor City Fence Co. - Rochester Hills, MI
 - Verified by online research: Does not offer the requested services
 - Motor City Electric - Detroit, MI
 - D/A Central, Inc. - Oak Park, MI
 - RDC Construction - Southfield, MI
 - Synergy Freight Solution - Auburn Hills, MI
 - Heinz Tree Service - Saginaw, MI
 - Architectural Iron & Aluminum - Mt. Clemens, MI
- Four (4) vendors are from out of state & did not respond to email requests
 - Climate Survival Solutions, Inc. - Grand Junction, CO
 - Myranda Kelly, LLC - Veneta, OR
 - Officepartners360 - Pittsburgh, PA
 - School Wholesale Supplies LLC - Nashville, TN
- Two (2) vendors are out of the country & did not respond to email requests
 - Shreevastava Inc. - Bhagalpur, India
 - Amit - Gondia, India

As a final step, the prior contract and its solicitation documents were reviewed. The previous contract was also awarded to Nationwide Construction Group.

As the lowest responsive, responsible bidder, DWSD Procurement's request & recommendation is to award this contract to **RMD Holdings, Ltd. dba Nationwide Construction Group**.