

AWARD RECOMMENDATION

Notice of Intent to Award Number: 260000000109

Notice of Intent to Award Date: 12/12/2025

The Department of Technology, Management, & Budget’s Procurement office has completed the evaluation of RFP 250000002038 for Security Systems Maintenance and Support Services for Michigan Department of Corrections (MDOC) and has recommended an award to Comm Tech Designs in the amount of \$5,000,000.00, pending State Administrative Board approval, if applicable. More information on the State Administrative Board can be found at: [State Administrative Board](#).

Bidders who were not recommended for the award are encouraged to schedule a debriefing session with the Solicitation Manager. The debriefing session will provide the bidder with the State’s rationale on why the bidder was not recommended for the award. The Solicitation Manager may be contacted as follows:

Lisa Spitzley, Solicitation Manager.
 spitzleyL4@michigan.gov
 517-249-0440

Public copies of all bidder proposals can be found here: [DTMB - Bid Proposals \(michigan.gov\)](#)

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Security Systems Maintenance and Support Services. The term of this contract is 3 years, with up to 5, 1-Year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on July 29, 2025, for fifty-seven days. The following bidders submitted proposals by the published due date of Tuesday, September 23, 2025.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Comm Tech Design	6585 Belding Road NE, Suite B, Rockford, MI 49341	No	No
IN2GRO Technologies, LLC dba i2G Systems	46900 Port Street, Plymouth MI, 48170	No	No

*SDVOB: Service-Disabled Veteran Owned Business
 **GDBE: Geographically Disadvantaged Business Enterprise

EVALUATION SYNOPSIS

I. Evaluation Process

A Responsible Vendor is a vendor that demonstrates it has the ability to successfully perform the duties identified by the solicitation. A Responsive proposal is one that is submitted in accordance with the solicitation instructions and meets all mandatory requirements identified in the solicitation.

Proposal Instructions: Mandatory Minimum Requirements

A mandatory pre- proposal meeting held on:
 Tuesday, August 14, 2025, at 10:00 a.m. via Teams Meetings

Proposal Instructions: Evaluation Process

	Technical Evaluation Criteria	Weight
1.	Schedule A, Statement of Work, General/Service Requirements, Sections 1,2	40
2.	Schedule A, Statement of Work, Staffing/Security Requirements, Section 4	25
3	Schedule A, Statement of Work, Project Plan/Reporting/SLA Acceptance, Sections 5, 9	15
4	Vendor Questions Worksheet	20
	Total	100

Proposals receiving 80 or more technical evaluation points will have pricing evaluated and considered for award.

The full evaluation process is stated in the RFP Proposal Instructions.

II. Evaluation Method

Responses to this solicitation were reviewed by a Joint Evaluation Committee which consisted of the following individuals:

Voting	Advisory
Arnold VandeMark MDOC Buyer	Ed Freeman MDOC Contract Manager
Richard White MDOC Construction Manager	Trever LeBarre MDOC Physical Plant Administrator
Lisa Spitzley DTMB, Category Specialist	

III. Evaluation Results

A. Comm Tech Design

The Evaluation Team determined that Comm Tech, based on a score of 98/100, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work, General/Service Requirements, Sections 1,2
The Evaluation Team determined that overall, the responses were satisfactory, and no deficiencies were noted. 40/40
2. Schedule A, Statement of Work, Staffing/Security Requirements, Section 4
The Evaluation Team determined that overall, the responses were satisfactory, and no deficiencies were noted. 25/25
3. Schedule A, Statement of Work, Project Plan/Reporting/SLA Acceptance, Sections 5, 9
The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiency was noted. 14/15
 - a. Section 4.10 Security, Bidder did not provide name of company that performs background checks as requested.
4. Vendor Questions Worksheet
The Evaluation Team determined that overall, the responses were satisfactory, but the following deficiency was noted. 19/20
 - a. Vender Questions Worksheet Experience 2, Experience provided was of similar size and scope but did not include experience with attic stock inventory.

Total Score: 98/100

B. i2G Systems

The Evaluation Team determined that i2G Systems, based on a score of 93/100, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work, General/Service Requirements, Sections 1,2
The Evaluation Team determined that overall, the responses were satisfactory, but the following deficiency was noted. 38/40
 - a. Section 2.9 Migration, Bidder indicated limited experience with FIIX software.
2. Schedule A, Statement of Work, Staffing/Security Requirements, Section 4
The Evaluation Team determined that overall, the responses were satisfactory, and no deficiencies were noted. 25/25
3. Schedule A, Statement of Work, Project Plan/Reporting/SLA Acceptance, Sections 5, 9
The Evaluation Team determined that overall, the responses were satisfactory, and no deficiencies were noted. 15/15
4. Vendor Questions Worksheet

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted. 15/20

- a. Vendor Questions Worksheet Experience 1, Experience provided was of similar size and scope but did not include experience with attic stock inventory management.
- b. Vendor Questions Worksheet Experience 2, Experience provided was of similar size and scope but did not include experience with attic stock inventory management.
- c. Vendor Questions Worksheet Experience 3, Experience provided was of similar scope but not size and did not include experience with attic stock inventory management.

Total Score: 93/100

IV. Technical Evaluation Summary

Selection Criteria		CommTech	I2G
1	Schedule A, Statement of Work, General/Service Requirements, Sections 1,2	40	38
2	Schedule A, Statement of Work, Staffing/Security Requirements, Section 4	25	25
3	Schedule A, Statement of Work, Project Plan/Reporting/SLA Acceptance, Sections 5, 9	14	15
4	Vendor Questions Worksheet	19	15
	Total	98	93

V. Pricing Summary

Pricing was evaluated for the bidders who passed technical evaluation. Bidders quoted hourly and annual rates for staffing necessary to perform repairs, system upgrades, and services noted in requirements, indicating any manufacturer percentage discounts as well as administrative mark-up rates on parts, labor and software licenses, see pricing models from each bidder below specified below.

In an effort to evaluate pricing, a second-round process was comprised where Bidders were asked to submit sample invoices in response to five (5) Work Order requests (WO) scenarios created by the program area. The WO requests are typical scenarios

experienced by the program areas. Each Bidder utilized the pricing proposals they submitted. Below is a summary of each Bidders sample invoice pricing totals.

Schedule B, Pricing

RFP 25000002038 Security Systems Maintenance and Support Services

Basic Services for System Design and System Design Document (SDD) Updates, Scheduling 3rd Party Maintenance Services and Maintaining Attic Stock

Anticipated Service Start Date: TBD

Contract End Date: TBD

Option Years: TBD

BASIC Service/Labor Costs – Enter hourly or annual PAY rate. Do not include taxes or insurance.

	Indicate if rate is annual or hourly	Base year 1	Base year 2	Base year 3	Option year 1	Option year 2	Option year 3	Option year 4	Option year 5
Commtech Design, Inc.									
Contract Administrator	Hourly	\$ 200.00	\$ 206.00	\$ 213.00	\$ 219.00	\$ 226.00	\$ 233.00	\$ 240.00	\$ 248.00
Program Manager	Hourly	\$ 145.00	\$ 150.00	\$ 155.00	\$ 160.00	\$ 165.00	\$ 170.00	\$ 175.00	\$ 181.00
Field Investigation	Hourly	\$ 145.00	\$ 150.00	\$ 155.00	\$ 160.00	\$ 165.00	\$ 170.00	\$ 175.00	\$ 181.00
Technician Prevailing Wage Work	Hourly	\$ 185.00	\$ 190.00	\$ 196.00	\$ 202.00	\$ 208.00	\$ 215.00	\$ 222.00	\$ 229.00
Technician Prevailing Wage Work - Emergency	Hourly	\$ 220.00	\$ 225.00	\$ 232.00	\$ 239.00	\$ 246.00	\$ 254.00	\$ 262.00	\$ 270.00
Technician - In office	Hourly	\$ 145.00	\$ 150.00	\$ 155.00	\$ 169.00	\$ 175.00	\$ 180.00	\$ 185.00	\$ 190.00
Office Administration	Hourly	\$ 120.00	\$ 125.00	\$ 129.00	\$ 133.00	\$ 137.00	\$ 141.00	\$ 146.00	\$ 151.00
Technical Drafter	Hourly	\$ 120.00	\$ 125.00	\$ 129.00	\$ 133.00	\$ 137.00	\$ 141.00	\$ 146.00	\$ 151.00
Documentarian of MDOC systems - Binders	Hourly	\$ 120.00	\$ 125.00	\$ 129.00	\$ 133.00	\$ 137.00	\$ 140.00	\$ 146.00	\$ 151.00
Copper Fiber									
Installation Technician	Hourly	\$ 135.00	\$ 148.00	\$ 160.00	\$ 175.00	\$ 190.00	\$ 202.00	\$ 214.00	\$ 225.00
Technician Emergency Service (Saturdays, After Hours)	Hourly	\$ 190.00	\$ 207.00	\$ 226.00	\$ 247.00	\$ 267.00	\$ 295.00	\$ 303.00	\$ 318.00
Technician Emergency Service (Holiday, Sundays)	Hourly	\$ 255.00	\$ 278.00	\$ 303.00	\$ 330.00	\$ 356.00	\$ 381.00	\$ 404.00	\$ 424.00
TimeKeeping Systems (Guard 1)									
Annual Support for PIPE systems, per facility per year	Annual	\$ 1,295.00	\$ 1,295.00	\$ 1,295.00	\$ 1,495.00	\$ 1,495.00	\$ 1,495.00	\$ 1,495.00	\$ 1,495.00
Annual Support for PPD systems, per facility per year	Annual	\$ 14,990.00	\$ 14,990.00	\$ 14,990.00	\$ 19,995.00	\$ 19,995.00	\$ 19,995.00	\$ 19,995.00	\$ 19,995.00
2024-2025 Annual support for PPD systems, not yet paid	Annual	\$ 74,950.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A
On-site or Out-of-Scope Professional Services	Hourly	\$ 250.00	\$ 250.00	\$ 250.00	\$ 300.00	\$ 300.00	\$ 300.00	\$ 350.00	\$ 350.00
Emergency Professional Services	Hourly	\$ 500.00	\$ 500.00	\$ 500.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 700.00	\$ 700.00
Maintenance/Repair Labor (emergency/holiday/afterhours)	Hourly	\$ 500.00	\$ 500.00	\$ 500.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 700.00	\$ 700.00
Installation Labor (non-emergent)	Hourly	\$ 250.00	\$ 250.00	\$ 250.00	\$ 300.00	\$ 300.00	\$ 300.00	\$ 350.00	\$ 350.00
Installation Labor (emergency/holiday/afterhours)	Hourly	\$ 500.00	\$ 500.00	\$ 500.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 700.00	\$ 700.00
Hedrick & Associates									

Maintenance/Repair Labor (non-emergent)	Hourly	\$ 200.00	\$ 200.00	\$ 200.00	\$ 220.00	\$ 231.00	\$ 242.00	\$ 254.00	\$ 266.00
Maintenance/Repair Labor (emergency/holiday/afterhours)	Hourly	\$ 300.00	\$ 300.00	\$ 300.00	\$ 330.00	\$ 346.50	\$ 363.00	\$ 381.00	\$ 399.00
Installation Labor (non-emergent)	Hourly	\$ 200.00	\$ 200.00	\$ 200.00	\$ 220.00	\$ 231.00	\$ 242.00	\$ 254.00	\$ 266.00
Installation Labor (emergency/holiday/afterhours)	Hourly	\$ 300.00	\$ 300.00	\$ 300.00	\$ 330.00	\$ 346.50	\$ 363.00	\$ 381.00	\$ 399.00
Travel	Hourly	\$ 200.00	\$ 200.00	\$ 200.00	\$ 220.00	\$ 231.00	\$ 242.00	\$ 254.00	\$ 266.00
Work that is subcontracted by Hedrick. This includes work that can only be performed by OEM due to contractual obligations or proprietary software.	Hourly	15% Markup of actual costs							
Master Electric									
Maintenance/Repair Labor (non-emergent) - Technician / Electrician	Hourly - S.T.	\$ 101.00	\$ 106.00	\$ 110.00	\$ 115.00	\$ 119.00	\$ 124.00	\$ 129.00	\$ 134.00
Maintenance/Repair Labor (non-emergent) - Foreman	Hourly - S.T.	\$ 112.00	\$ 118.00	\$ 123.00	\$ 128.00	\$ 133.00	\$ 138.00	\$ 144.00	\$ 150.00
Maintenance/Repair Labor (non-emergent) - Project Manager	Hourly - S.T.	\$ 122.00	\$ 128.00	\$ 133.00	\$ 138.00	\$ 143.00	\$ 148.00	\$ 154.00	\$ 160.00
Maintenance/Repair Labor (emergency/holiday/afterhours) - Technician/Electrician	Hourly - D.T. (port to port)	\$ 176.00	\$ 186.00	\$ 194.00	\$ 203.00	\$ 211.00	\$ 221.00	\$ 230.00	\$ 241.00
Maintenance/Repair Labor (emergency/holiday/afterhours) - Foreman	Hourly - D.T. (port to port)	\$ 198.00	\$ 210.00	\$ 219.00	\$ 229.00	\$ 239.00	\$ 250.00	\$ 261.00	\$ 273.00
Maintenance/Repair Labor (emergency/holiday/afterhours) - Project Manager (only Double Time if required on site)	Hourly - D.T. (port to port)	\$ 208.00	\$ 220.00	\$ 229.00	\$ 239.00	\$ 249.00	\$ 260.00	\$ 271.00	\$ 283.00
Installation Labor (non-emergent) - Technician/Electrician	Hourly - S.T.	\$ 101.00	\$ 106.00	\$ 110.00	\$ 115.00	\$ 119.00	\$ 124.00	\$ 129.00	\$ 134.00
Installation Labor (non-emergent) - Foreman	Hourly - S.T.	\$ 112.00	\$ 118.00	\$ 123.00	\$ 128.00	\$ 133.00	\$ 138.00	\$ 144.00	\$ 150.00
Installation Labor (non-emergent) - Project Manager	Hourly - S.T.	\$ 122.00	\$ 128.00	\$ 133.00	\$ 138.00	\$ 143.00	\$ 148.00	\$ 154.00	\$ 160.00
Installation Labor (emergency/holiday/afterhours) - Technician/Electrician	Hourly - D.T. (port to port)	\$ 176.00	\$ 186.00	\$ 194.00	\$ 203.00	\$ 211.00	\$ 221.00	\$ 230.00	\$ 241.00
Installation Labor (emergency/holiday/afterhours) - Foreman	Hourly - D.T. (port to port)	\$ 198.00	\$ 210.00	\$ 219.00	\$ 229.00	\$ 239.00	\$ 250.00	\$ 261.00	\$ 273.00
Maintenance/Repair Labor (emergency/holiday/afterhours) - Project Manager (only Double Time if required on site)	Hourly - D.T. (port to port)	\$ 208.00	\$ 220.00	\$ 229.00	\$ 239.00	\$ 249.00	\$ 260.00	\$ 271.00	\$ 283.00
Matrix Consulting Engineers, Inc.									
Principal / Mechanical Engineer	Hourly	\$ 196.00	\$ 202.00	\$ 208.00	\$ 214.00	\$ 220.00	\$ 227.00	\$ 234.00	\$ 241.00
Senior Engineer	Hourly	\$ 196.00	\$ 202.00	\$ 208.00	\$ 214.00	\$ 220.00	\$ 227.00	\$ 234.00	\$ 241.00
Engineering Project Manager	Hourly	\$ 168.00	\$ 173.00	\$ 178.00	\$ 183.00	\$ 188.00	\$ 194.00	\$ 200.00	\$ 206.00
Project Manager	Hourly	\$ 161.00	\$ 165.00	\$ 169.00	\$ 174.00	\$ 179.00	\$ 184.00	\$ 190.00	\$ 196.00
Lead Project Engineer	Hourly	\$ 149.00	\$ 153.00	\$ 158.00	\$ 163.00	\$ 168.00	\$ 173.00	\$ 178.00	\$ 183.00
Project Engineer	Hourly	\$ 137.00	\$ 141.00	\$ 145.00	\$ 149.00	\$ 153.00	\$ 158.00	\$ 163.00	\$ 168.00
Administrative Specialist	Hourly	\$ 105.00	\$ 108.00	\$ 111.00	\$ 114.00	\$ 117.00	\$ 121.00	\$ 125.00	\$ 129.00

MOSS									
Installation Labor (non-emergent)		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Installation Labor (emergency/holiday/afterhours)		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Senstar									
Note: Senstar will provide a quote for all services provided per site as the configuration can vary and will influence pricing. Senstar has fix service price publishes for on-site vsit via standard SKU (Installation, Repair, Emergency or not) including travel and Living. Current rates are (USD): TSASPEC-1 - \$5,945 - Technical Support 1 day TSASPEC-2 - \$7,860 - Technical Support 2 days TSASPEC-3 - \$9,775 - Technical Support 3 days TSASPEC-4 - \$11,775 - Technical Support 4 days TSASPEC-5 - \$13,575 - Technical Support 5 days Prices are per site visit.		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Remote telephone technical support is \$250/hour, minimum of 2 hours or \$1,500/day		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Siemens									
Maintenance /Repair Labor (non-emergent) - Technician and Project Manager / Per	Hourly	\$ 220.00	\$ 231.00	\$ 243.00	\$ 256.00	\$ 270.00	\$ 284.00	\$ 298.00	\$ 313.00
Maintenance/Repair Labor (emergency/holiday/afterhours) - Technician and Project Manager / Per	Hourly	\$ 321.00	\$ 338.00	\$ 355.00	\$ 374.00	\$ 393.00	\$ 412.00	\$ 433.00	\$ 455.00
Installation Labor (non-emergent) - Technician and Project Manager / Per	Hourly	\$ 220.00	\$ 231.00	\$ 243.00	\$ 256.00	\$ 270.00	\$ 284.00	\$ 298.00	\$ 313.00
Installation Labor (emergency/holiday/afterhours) - Technician and Project Manager / Per	Hourly	\$ 321.00	\$ 338.00	\$ 355.00	\$ 374.00	\$ 393.00	\$ 412.00	\$ 433.00	\$ 455.00
Shaw									
Hotel Fee		COST + 5%	COST + 5%	COST + 5%	COST + 5%	COST + 5%	COST + 5%	COST + 5%	COST + 5%
PerDiem (for long distance/overnight work) per day		\$ 70.00	\$ 70.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 80.00	\$ 80.00	\$ 80.00
Afterhours Dispatch Fee (6pm-6am)		\$ 120.00	\$ 120.00	\$ 120.00	\$ 120.00	\$ 130.00	\$ 130.00	\$ 130.00	\$ 130.00
Shop Supplies (Per Day)		\$ 20.00	\$ 20.00	\$ 20.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00
Maintenance/Repair Labor (emergency/afterhours)	Hourly	\$ 166.00	\$ 168.00	\$ 170.00	\$ 174.00	\$ 174.00	\$ 178.00	\$ 180.00	\$ 180.00
Maintenance/Repair Labor (Sunday/Holiday)	Hourly	\$ 185.00	\$ 187.00	\$ 190.00	\$ 193.00	\$ 193.00	\$ 198.00	\$ 200.00	\$ 200.00
Installation Labor (non-emergent during reg. business hours)	Hourly	\$ 120.00	\$ 122.00	\$ 125.00	\$ 127.00	\$ 127.00	\$ 132.00	\$ 134.00	\$ 134.00
Installation Labor (emergency/afterhours)	Hourly	\$ 166.00	\$ 168.00	\$ 170.00	\$ 174.00	\$ 174.00	\$ 178.00	\$ 180.00	\$ 180.00
Installation Labor (Sunday/Holiday)	Hourly	\$ 185.00	\$ 187.00	\$ 190.00	\$ 193.00	\$ 193.00	\$ 195.00	\$ 200.00	\$ 200.00
Trace3									
Security System Design and SDD Maintenance	Hourly	\$ 301.00	\$ 316.00	\$ 331.80	\$ 301.00	\$ 316.00	\$ 331.80	\$ 348.39	\$ 365.81
Maintenance and Service Scheduling	Hourly	\$ 231.00	\$ 242.55	\$ 254.68	\$ 231.00	\$ 242.55	\$ 254.68	\$ 267.41	\$ 280.78

Maintenance/Repair Labor (non-emergent)	Hourly	\$ 231.00	\$ 242.55	\$ 254.68	\$ 231.00	\$ 242.55	\$ 254.68	\$ 267.41	\$ 280.78
Maintenance/Repair Labor (emergency/holiday/afterhours)	Hourly	\$ 231.00	\$ 242.55	\$ 254.68	\$ 231.00	\$ 242.55	\$ 254.68	\$ 267.41	\$ 280.78
Installation Labor (non-emergent)	Hourly	\$ 231.00	\$ 242.55	\$ 254.68	\$ 231.00	\$ 242.55	\$ 254.68	\$ 267.41	\$ 280.78
Installation Labor (emergency/holiday/afterhours)	Hourly	\$ 231.00	\$ 242.55	\$ 254.68	\$ 231.00	\$ 242.55	\$ 254.68	\$ 267.41	\$ 280.78
Travel and Expenses (cost per day)	Daily T&E	\$ 200.00	\$ 210.00	\$ 220.50	\$ 200.00	\$ 210.00	\$ 220.50	\$ 231.53	\$ 243.10

Villa-Tech

Maintenance/Repair Labor (emergency/holiday/afterhours)	Hourly	\$ 500.00	\$ 510.00	\$ 520.00	\$ 530.00	\$ 540.00	\$ 550.00	\$ 560.00	\$ 570.00
Installation Labor (non-emergent)	Hourly	\$ 375.00	\$ 385.00	\$ 395.00	\$ 405.00	\$ 415.00	\$ 425.00	\$ 435.00	\$ 445.00
Installation Labor (emergency/holiday/afterhours)	Hourly	\$ 475.00	\$ 485.00	\$ 495.00	\$ 505.00	\$ 515.00	\$ 525.00	\$ 535.00	\$ 545.00

Parts – Contractor markup must not exceed 15% from Manufacturer's cost.

	Percent off
Parts	%
Genetec - Streamvault Product (servers, workstations)	12%
Genetec - Access Control Hardware (control boards, readers, power supply)	10%
Genetec - ALPR (excludes Cloudrunner)	20%
Guard 1 - Parts	5%
Guard 1 - Attic Stock Inventory	5%
Guard 1 - Software	5%
Hedrick - Vertiv Single Phase UPS	30%
Hedrick - Vertiv Three Phase UPS	20%
Hedrick - Raycap Surge	30%
Hedrick - Vertiv Air Conditioner	20%
Hedrick - Vertiv rPDUs / rATS	30%
ISC - Fence shaker and detection	25%
Siemens thru Master Electric - Genetec - Streamvault	45%
Siemens thru Master Electric - Genetec - Everything Else	35%
Siemens thru Master Electric - Hanwha Products	50%
MOSS - Aruba Switch Products	67%
MOSS - Genetec Products	28%
Protech USA - Motion sensors etc	30%
Senstar - Equipment	30%
Shaw - Parts	COST + 15%
Shaw - Attic Stock Inventory	10%
Trace3 - Cisco	45%
Villa-Tech - Parts	10%

All new parts, replacement parts, and attic stock equipment will be based on a Contractor's percent off list.

Villa-Tech - Attic Stock Inventory	10%
Villa-Tech - Software	10%
Licenses and Software Upgrades – All licenses and software upgrades will be at Manufacturer cost + Contractor markup that must not exceed 15%.	

Other activities and associated costs

Document setup and database transfer.

No cost as Commtech currently has all documentation and data required by this RFP in the required format!

Commtech will add 5% on all subcontractor labor rates on invoices. The 2% discount for quick payment as noted in Schedule B - Pricing will be deducted from this for an effective 8%

Commtech will add 15% on all subcontractor equipment costs on invoices. The 2% discount for quick payment as noted in Schedule B - Pricing will be deducted from this for an effective 13%

The Commtech Proposal charges the MDOC for the work they request and require to be completed based on hourly fees and actual equipment costs and does not charge a fixed rate per year.

This provides the MDOC and State of Michigan flexibility throughout the contract to meet their system and budget requirements.

Schedule B, Pricing - I2G Systems

RFP 25000002038 Security Systems Maintenance and Support Services

Basic Services for System Design and System Design Document (SDD) Updates, Scheduling 3rd Party Maintenance Services and Maintaining Attic Stock

Anticipated Service Start Date:

Contract End Date:

Option Years:

BASIC Service/Labor Costs – Enter hourly or annual PAY rate. Do not include taxes or insurance.

	Indicate if rate is annual or hourly	Base year 1	Base year 2	Base year 3	Option year 1	Option year 2	Option year 3	Option year 4	Option year 5
Security System Design and SDD Maintenance	Hourly	\$ 221.00	\$ 227.63	\$ 234.46	\$ 241.49	\$ 248.74	\$ 256.20	\$ 263.89	\$ 271.80
Attic Stock Inventory - Monitoring/Ordering/Tracking	Hourly	\$ 110.00	\$ 113.30	\$ 116.70	\$ 120.20	\$ 123.81	\$ 127.52	\$ 131.35	\$ 135.29
Maintenance and Service Scheduling	Hourly	\$ 110.00	\$ 113.30	\$ 116.70	\$ 120.20	\$ 123.81	\$ 127.52	\$ 131.35	\$ 135.29
Maintenance/Repair Labor (non-emergent)	Hourly	\$ 168.00	\$ 173.04	\$ 178.23	\$ 183.58	\$ 189.09	\$ 194.76	\$ 200.60	\$ 206.62
Maintenance/Repair Labor (emergency/holiday/afterhours)	Hourly	\$ 243.00	\$ 250.29	\$ 257.80	\$ 265.53	\$ 273.50	\$ 281.70	\$ 290.15	\$ 298.86
Installation Labor (non-emergent)	Hourly	\$ 168.00	\$ 173.04	\$ 178.23	\$ 183.58	\$ 189.09	\$ 194.76	\$ 200.60	\$ 206.62
Installation Labor (emergency/holiday/afterhours)	Hourly	\$ 243.00	\$ 250.29	\$ 257.80	\$ 265.53	\$ 273.50	\$ 281.70	\$ 290.15	\$ 298.86
i2G - Advanced Technical Operations Center Phone Support	Hourly	\$ 166.25	\$ 171.24	\$ 176.37	\$ 181.67	\$ 187.12	\$ 192.73	\$ 198.51	\$ 204.47
i2G - Advanced Technical Operations Center Specialist	Hourly	\$ 166.25	\$ 171.24	\$ 176.37	\$ 181.67	\$ 187.12	\$ 192.73	\$ 198.51	\$ 204.47
i2G - BI Tool Analyst	Hourly	\$ 166.25	\$ 171.24	\$ 176.37	\$ 181.67	\$ 187.12	\$ 192.73	\$ 198.51	\$ 204.47
i2G - Bodycaemra Maintenance and Support Specialist	Hourly	\$ 168.00	\$ 173.04	\$ 178.23	\$ 183.58	\$ 189.09	\$ 194.76	\$ 200.60	\$ 206.62
i2G - CAD Services	Hourly	\$ 80.00	\$ 82.40	\$ 84.87	\$ 87.42	\$ 90.04	\$ 92.74	\$ 95.52	\$ 98.39
i2G - Custom Software Development	Hourly	\$ 242.00	\$ 249.26	\$ 256.74	\$ 264.44	\$ 272.37	\$ 280.54	\$ 288.96	\$ 297.63
i2G - General Physical Security Designer	Hourly	\$ 221.00	\$ 227.63	\$ 234.46	\$ 241.49	\$ 248.74	\$ 256.20	\$ 263.89	\$ 271.80
i2G - Genetec Certified Mapping Specialist	Hourly	\$ 168.00	\$ 173.04	\$ 178.23	\$ 183.58	\$ 189.09	\$ 194.76	\$ 200.60	\$ 206.62
i2G - Genetec Certified Software Configuration Specialist	Hourly	\$ 168.00	\$ 173.04	\$ 178.23	\$ 183.58	\$ 189.09	\$ 194.76	\$ 200.60	\$ 206.62
i2G - Genetec Trainer	Hourly	\$ 153.00	\$ 157.59	\$ 162.32	\$ 167.19	\$ 172.20	\$ 177.37	\$ 182.69	\$ 188.17
i2G - Geospatial Data Scientist	Hourly	\$ 221.00	\$ 227.63	\$ 234.46	\$ 241.49	\$ 248.74	\$ 256.20	\$ 263.89	\$ 271.80
i2G - Hanwha Certified Camera Calibration Specialist	Hourly	\$ 168.00	\$ 173.04	\$ 178.23	\$ 183.58	\$ 189.09	\$ 194.76	\$ 200.60	\$ 206.62
i2G - LiDAR Configuration Specialist	Hourly	\$ 221.00	\$ 227.63	\$ 234.46	\$ 241.49	\$ 248.74	\$ 256.20	\$ 263.89	\$ 271.80
i2G - LiDAR Deployment Specialist	Hourly	\$ 168.00	\$ 173.04	\$ 178.23	\$ 183.58	\$ 189.09	\$ 194.76	\$ 200.60	\$ 206.62
i2G - LiDAR Maintenance and Support Technician	Hourly	\$ 168.00	\$ 173.04	\$ 178.23	\$ 183.58	\$ 189.09	\$ 194.76	\$ 200.60	\$ 206.62
i2G - Network Design	Hourly	\$ 266.00	\$ 273.98	\$ 282.20	\$ 290.67	\$ 299.39	\$ 308.37	\$ 317.62	\$ 327.15
i2G - Perimeter Intrusion Detection System Design	Hourly	\$ 266.00	\$ 273.98	\$ 282.20	\$ 290.67	\$ 299.39	\$ 308.37	\$ 317.62	\$ 327.15
i2G - Perimeter Systems Specialist	Hourly	\$ 168.00	\$ 173.04	\$ 178.23	\$ 183.58	\$ 189.09	\$ 194.76	\$ 200.60	\$ 206.62
i2G - Physical Security Systems Training Specialist	Hourly	\$ 153.00	\$ 157.59	\$ 162.32	\$ 167.19	\$ 172.20	\$ 177.37	\$ 182.69	\$ 188.17
i2G - PPD Maintenance and Support Technician	Hourly	\$ 168.00	\$ 173.04	\$ 178.23	\$ 183.58	\$ 189.09	\$ 194.76	\$ 200.60	\$ 206.62
i2G - Projecct Management	Hourly	\$ 158.00	\$ 162.74	\$ 167.62	\$ 172.65	\$ 177.83	\$ 183.17	\$ 188.66	\$ 194.32
i2G - Scheduled Preventative Maintenance	Hourly	\$ 111.00	\$ 114.33	\$ 117.76	\$ 121.29	\$ 124.93	\$ 128.68	\$ 132.54	\$ 136.52
i2G - Senior Programmer	Hourly	\$ 221.00	\$ 227.63	\$ 234.46	\$ 241.49	\$ 248.74	\$ 256.20	\$ 263.89	\$ 271.80

Parts – Contractor markup must not exceed 15% from Manufacturer's cost.

Percent off

Parts	All new parts, replacement parts, and attic stock equipment will be based on a Contractor's percent off list.	0%
Attic Stock Inventory		0%
Licenses and Software Upgrades – All licenses and software upgrades will be at Manufacturer cost + Contractor markup that must not exceed 15%.		

*Contractor can add additional rows as needed.

**Bidder must complete Schedule B Pricing but may also submit an alternate Pricing Format for consideration.

*** On each anniversary of the contract date, the hourly price shall be increased by a fixed percentage of 3%.

In addition, if the Producer Price Index (PPI) for Final Demand, as published by the Bureau of Labor Statistics, increases by more than 5% in any 12-month period during the term of the contract, the hourly price shall be further increased by the amount of such excess increase, multiplied by the hourly price at the time of the adjustment.

The maximum total adjustment under this clause shall not exceed 10% of the original contract price per year.

Sample Invoice Totals from each Bidder

	Deliverable	CommTech	I2G
1	Work Request Scenario 1	\$2,035.00	\$1,230.00
2	Work Request Scenario 2	\$6,146.00	\$4,487.79
3	Work Request Scenario 3	\$17,705.00	\$32,088.00
4	Work Request Scenario 4	\$17,827.90	\$8,446.47
5	Work Request Scenario 5	\$5,424.95	\$6,771.97
	Total Price	\$ 49,138.85	\$ 53,054.23

VI. Negotiations

Upon review of the 2nd round Pricing process it was deemed that Comm Tech Design had the better overall pricing. The buyer negotiated additional invoice criteria to include supplier costs for materials and rental equipment. The buyer also negotiated a reduction in the additional cost on labor rates from 10% to 5%; this results in an estimated cost avoidance of \$175,000.00. This calculation is based on estimation of labor costs resulting in 70% of total estimated cost of \$5,000,000.00.

VII. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offers the best value to the State of Michigan. Best value is based on the proposal meeting the minimum point threshold and offering the best combination of the factors stated in the *Proposal Instructions Evaluation Process* section, and price.

Comm Tech Design provided the best value to the State. Best value factors for Award Recommendation include: a combination of experience and price, included experience factors are inventory management and FIIX software.

As part of the best value determination, overall economic impact to the State of Michigan was considered and is not a determinative factor in making this award.

Award Recommendation is made to Comm Tech Design in the amount of \$5,000,000.00. Value is established on historical spend for contract activities.