BID ANALYSIS **TOWN OF WESTERLY**

FIRE PROTECTION SERVICES

Bid Number: 2021-051 **At Opening:** _____

Prepared by: M. Bednarski _____

DATE: 12/7/2021

NO BID: RI Fire Protetion; Professional Fire; ADT, Commercial Fire

BID: Johnson Controls, Encore; Fire Equipment

		JOHNSON CONTROLS/FIRE PROTECTION										ENCORE FIRE PROTECTION										FIRE EQUIPMENT										BIDDER									
		PRICING for 2022-2023 $232,490.00										PRICING for 2022-2023 $159,484.00										PRICING for 2022-2023 $27,904.00										PRICING for 2022-2023									
	LOCATIONS	Fire Alarm Qtly.	Fire Sprinkler Qtly.	Fire Sprinkler 5 yr.	Fire Pump Qtrly.	Fire Pump 5 yr.	Clean Agent Semi-Annual	Kitchen Semi-Annual	Exting. Annual	Hydrant 5 yr.	RPZ Annual	Fire Alarm Qtly.	Fire Sprinkler Qtly.	Fire Sprinkler 5 yr.	Fire Pump Qtrly.	Fire Pump 5 yr.	Clean Agent Semi-Annual	Kitchen Semi-Annual	Exting. Annual	Hydrant 5 yr.	RPZ Annual	Fire Alarm Qtly.	Fire Sprinkler Qtly.	Fire Sprinkler 5 yr.	Fire Pump Qtrly.	Fire Pump 5 yr.	Clean Agent Semi-Annual	Kitchen Semi-Annual	Exting. Annual	Hydrant 5 yr.	RPZ Annual	Fire Alarm Qtly.	Fire Sprinkler Qtly.	Fire Sprinkler 5 yr.	Fire Pump Qtrly.	Fire Pump 5 yr.	Clean Agent Semi-Annual	Kitchen Semi-Annual	Exting. Annual	Hydrant 5 yr.	RPZ Annual
1	Bus Garage								$86.00	$900.00									$927.00	$125.00									$144.00	$									$	$	
2	Buses								$191.00	$900.00									$927.00	$125.00									$2,300.00	$									$	$	
3	Babcock Hall	$1,750.00	$634.00	$950.00	$3,000.00	$800.00	$750.00	$228.00	$236.00	$900.00	$150.00	$1,133.00	$1,275.00	$2,000.00	$1,000.00	NA	$584.00	$275.00	$927.00	$125.00	$100.00	$1,000.00	$1,000.00	$	$700.00	$	$500.00	$500.00	$300.00	$	$120.00	$	$	$	$	$	$	$	$	$	$
4	Dunn's Corner Elementary	$2,200.00	$634.00	$950.00	$3,000.00	$800.00			$166.00	$900.00	$150.00	$1,127.00	$1,275.00	$2,000.00	$	$			$927.00	$125.00	$100.00	$1,500.00	$1,000.00	$	$	$			$125.00	$	$120.00	$	$	$	$	$	$	$	$	$	$
5	Springbrook Elementary	$2,100.00	$634.00	$950.00	$3,000.00	$800.00		$228.00	$86.00	$900.00	$150.00	$1,127.00	$1,275.00	$2,000.00	$	$		$275.00	$927.00	$125.00	$100.00	$2,000.00	$1,000.00	$	$	$		$500.00	$85.00	$	$240.00	$	$	$	$	$	$	$	$	$	$
6	State Street Elementary	$1,750.00	$634.00	$950.00	$3,000.00	$800.00			$106.00	$900.00	$150.00	$1,127.00	$1,275.00	$2,000.00	$	$			$927.00	$125.00	$100.00	$1,000.00	$1,000.00	$	$	$			$90.00	$	$120.00	$	$	$	$	$	$	$	$	$	$
7	Ward High School	$3,900.00	$1,078.00	$950.00	$3,000.00	$800.00	$750.00	$228.00	$311.00	$900.00	$280.00	$1,127.00	$1,275.00	$2,000.00	$	$	$584.00	$275.00	$927.00	$125.00	$100.00	$4,000.00	$2,000.00	$	$700.00	$	$500.00	$500.00	$300.00	$	$240.00	$	$	$	$	$	$	$	$	$	$
8	Westerly Middle School	$3,500.00	$634.00	$950.00	$3,000.00	$800.00		$228.00	$361.00	$900.00	$280.00	$1,127.00	$1,275.00	$2,000.00	$1,000.00	$		$275.00	$927.00	$125.00	$100.00	$2,000.00	$2,000.00	$	$700.00	$		$500.00	$400.00	$	$240.00	$	$	$	$	$	$	$	$	$	$
9	Transiton Academy	$500.00							$86.00			$1,127.00							$927.00			$500.00						$50.00			$							$		
	Totals	$15,700.00	**$4,248.00**	**$5,700.00**	$18,000.00	**$4,800.00**	$1,500.00	**$912.00**	**$1,629.00**	$7,200.00	#######	**$7,895.00**	$7,650.00	$12,000.00	**$2,000.00**	NA	**$1,168.00**	$1,100.00	$8,343.00	**$1,000.00**	**$600.00**	$12,000.00	$8,000.00	NA	$2,100.00	NA	$1,000.00	$500.00	$1,724.00	NA	$1,080.00	$	$	$	$	$	$	$	$	$
	PRICING for 2023-2024	$15,700.00	$4,248.00		$18,000.00		$1,500.00	$912.00	$1,618.00		#######	$7,895.00	$7,650.00		$2,000.00		$1,168.00	$1,100.00	$8,340.00		$600.00	See Bid	Form	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$
	PRICING for 2024-2025	$15,700.00	$4,248.00		$18,000.00		$1,500.00	$912.00	$1,618.00		#######	$7,895.00	$7,650.00		$2,000.00		$1,168.00	$1,100.00	$8,340.00		$600.00	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$
	PRICING for 2025-2026	$15,700.00	$4,248.00		$18,000.00		$1,500.00	$912.00	$1,618.00		#######	$7,895.00	$7,650.00		$2,000.00		$1,168.00	$1,100.00	$8,340.00		$600.00	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$
	PRICING for 2026-2027	$15,700.00	$4,248.00		$18,000.00		$1,500.00	$912.00	$1,618.00		#######	$8,695.00	$8,497.00		$2,000.00		$1,300.00	$1,200.00	$9,180.00		$600.00	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$

	Digital Copy	YES										YES										YES																		
	Signed Appendix A	YES										YES										YES																		
	Start Date	30 Days										14 Days										14 Days																		
	Exclusions	NO										**See Bid**										NO																		
	Acknowledge Addendum #1	YES										YES										YES																		
	EMR RATING	0.51										0.98										0.93																		
	Signed our Bid Form	YES										YES										YES																		

	UNIT PRICING/ HOURLY RATES	2022- 2023	2023- 2024	2024- 2025	2025- 2026	2026- 2027	2022- 2023	2023- 2024	2024- 2025	2025- 2026	2026- 2027	2022- 2023	2023- 2024	2024- 2025	2025- 2026	2026- 2027	2022- 2023	2023- 2024	2024- 2025	2025- 2026	2026- 2027
1	Hourly Technician Rate- Standard business hours M/F 8a-4:30p	**$133.00**	**$133.00**	**$133.00**	**$133.00**	**$133.00**	**$158.00**	**$158.00**	**$158.00**	**$158.00**	**$158.00**	**$145.00**	**$145.00**	**$149.00**	**$149.00**	**$153.00**	**$**	**$**	**$**	**$**	**$**
2	Hourly Technician Rate- Non-Standard business hours	**$199.50**	**$199.50**	**$199.50**	**$199.50**	**$199.50**	**$237.00**	**$237.00**	**$237.00**	**$237.00**	**$237.00**	**$217.00**	**$217.00**	**$223.00**	**$223.00**	**$229.00**	**$**	**$**	**$**	**$**	**$**
3	Hourly Helper Rate- Standard business hours M/F 8a-4:30p	**$133.00**	**$133.00**	**$133.00**	**$133.00**	**$133.00**	**$158.00**	**$158.00**	**$158.00**	**$158.00**	**$158.00**	**$145.00**	**$145.00**	**$149.00**	**$149.00**	**$153.00**	**$**	**$**	**$**	**$**	**$**
4	Hourly Helper Rate- Non-Standard business hours	**$199.50**	**$199.50**	**$199.50**	**$199.50**	**$199.50**	**$237.00**	**$237.00**	**$237.00**	**$237.00**	**$237.00**	**$217.00**	**$217.00**	**$223.00**	**$223.00**	**$229.00**	**$**	**$**	**$**	**$**	**$**
5	Trip Charge- Standard business hours M/F 8a-4:30p	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$50.00**	**$50.00**	**$50.00**	**$50.00**	**$50.00**	**$40.00**	**$40.00**	**$45.00**	**$45.00**	**$50.00**	**$**	**$**	**$**	**$**	**$**
6	Trip Charge- Non-Standard business hours	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$50.00**	**$50.00**	**$50.00**	**$50.00**	**$50.00**	**$40.00**	**$40.00**	**$45.00**	**$45.00**	**$50.00**	**$**	**$**	**$**	**$**	**$**
7	ABC Fire Extinguisher Recharge	**$50.00**	**$50.00**	**$50.00**	**$50.00**	**$50.00**	**$72.00**	**$72.00**	**$72.00**	**$90.00**	**$90.00**	**$99.00**	**$99.00**	**$102.00**	**$102.00**	**$105.00**	**$**	**$**	**$**	**$**	**$**
8	ABC Fire Extinguisher Replacement 5lb	**$75.00**	**$75.00**	**$75.00**	**$75.00**	**$75.00**	**$68.00**	**$68.00**	**$68.00**	**$75.00**	**$75.00**	**$88.64**	**$88.64**	**$91.30**	**$91.30**	**$94.00**	**$**	**$**	**$**	**$**	**$**
9	ABC Fire Extinguisher Replacement 10lb	**$105.00**	**$105.00**	**$105.00**	**$105.00**	**$105.00**	**$115.00**	**$115.00**	**$115.00**	**$125.00**	**$125.00**	**$146.44**	**$146.44**	**$150.83**	**$150.83**	**$155.00**	**$**	**$**	**$**	**$**	**$**
#	ABC Fire Extinguisher Replacement 20lb	**$155.00**	**$155.00**	**$155.00**	**$155.00**	**$155.00**	**$185.00**	**$185.00**	**$185.00**	**$195.00**	**$195.00**	**$258.72**	**$258.72**	**$266.48**	**$266.48**	**$274.00**	**$**	**$**	**$**	**$**	**$**
#	CO Fire Extinguisher Replacement 10lb	**$275.00**	**$275.00**	**$275.00**	**$275.00**	**$275.00**	**$560.00**	**$560.00**	**$560.00**	**$600.00**	**$600.00**	**$403.62**	**$403.62**	**$415.73**	**$415.73**	**$428.00**	**$**	**$**	**$**	**$**	**$**
#	Additonal ABC Fire Extinguisher Inspection	**$6.50**	**$6.50**	**$6.50**	**$6.50**	**$6.50**	**8 Each**	**8 Each**	**8 Each**	**10 Each**	**10 Each**	**$10.00**	**$10.00**	**$10.00**	**$10.00**	**$10.00**	**$**	**$**	**$**	**$**	**$**
#	Material Mark Up Percentage	**15%**	**15%**	**15%**	**15%**	**15%**	**15%**	**15%**	**15%**	**15%**	**15%**	**30%**	**30%**	**30%**	**30%**	**30%**	**%**	**%**	**%**	**%**	**%**