

BIDDERS COMPANY NAME

# REQUEST FOR PROPOSAL

## #6494

# SNOW REMOVAL SERVICES

## AT

# VARIOUS WASHTENAW COUNTY BUILDINGS

Prepared By:

Washtenaw County Purchasing  
Administration Building  
220 N. Main, Room B-35  
Ann Arbor, MI 48107

Crystal A. Wake, C.P.M., CPPB  
Senior Buyer  
(734) 222-6760





## WASHTENAW COUNTY

Finance Department

Purchasing Division

220 N. Main, Ann Arbor, MI 48107-8645  
Phone (734) 222-6760, Fax (734) 222-6764

### REQUEST FOR PROPOSAL # 6494

September 8, 2009

Washtenaw County Purchasing Division on behalf of the Washtenaw County Support Services Facilities Management is issuing a Sealed Request for Proposal (RFP) #6494 for Snow Removal Services at the various Washtenaw County buildings.

**Sealed Proposals:** Consultant will deliver one (1) original and **two (2)** copies to the following address:

**Washtenaw County  
Administration Building  
Purchasing Division  
220 N. Main St. Room B-35  
Ann Arbor, MI. 48107**

**by 4:00 p.m. on THURSDAY, SEPTEMBER 24, 2009**

**MANDATORY WALK-THRU ON TUESDAY, SEPTEMBER 15<sup>TH</sup> AT 9:00AM**  
A **Mandatory Walk-Thru** for the Service Center Campus (Public Safety).  
Meet in St. Luke's Church parking lot off Washtenaw Ave. Entrance off Hogback is CLOSED. Attendance will be required to bid on Zone 2. All other areas are self explanatory.

**Proposals received after the above cited time will be considered a late bid and are not acceptable unless waived by the Purchasing Manager.**

- Please use the attached self-addressed label or the envelope must be clearly marked "**SEALED RFP #6494**".
- Please direct purchasing and procedural questions regarding this RFP to Crystal A. Wake at 734-222-6760 or email [wakec@ewashtenaw.org](mailto:wakec@ewashtenaw.org)
- Please direct technical questions regarding this RFP to Rick Farrell at 734-891-2054 email [farrellr@ewashtenaw.org](mailto:farrellr@ewashtenaw.org).

Thank you for your interest.

**I. PROPOSAL**

<b>Definitions:</b>	<b>“County”</b>	is Washtenaw County in Michigan.
	<b>“Bidder”</b>	is an individual or business submitting a bid to Washtenaw County.
	<b>“Contractor”</b>	One who contracts to perform work or furnish materials in accordance with a contract.

**Purpose of Proposal:**

Washtenaw County Support Services Facilities Management is requesting a proposal for the provision of Snow Removal Services at the various Washtenaw County facilities.

**Proposal Terms:**

- A. Washtenaw County reserves the right to reject any and all proposals received as a result of this RFP. If a proposal is selected, it will be the most advantageous regarding price, quality of service, the Vendor’s qualifications and capabilities to provide the specified service, and other factors which Washtenaw County may consider. The County does not intend to award a Bid fully on the basis of any response made to the proposal; the County reserves the right to consider proposals for modifications at any time before a Bid would be awarded, and negotiations would be undertaken with that provider whose proposal is deemed to best meet the County’s specifications and needs.
- B. Proposals must be signed by an official authorized to bind the provider to its provisions for at least a period of 90 days. Failure of the successful bidder to accept the obligation of the Bid may result in the cancellation of any award.
- C. In the event it becomes necessary to revise any part of the RFP, addenda will be provided. Deadlines for submission of the RFP’s may be adjusted to allow for revisions. The **entire** proposal document with any amendments should be returned. To be considered, **an original proposal and two copies** must be at the County Purchasing Division on or before the date and time specified
- D. The County reserves the right to reject any or all bids, to waive or not waive informalities or irregularities in bids or bidding procedures, and to accept or further negotiate cost, terms, or conditions of any bid determined by the County to be in the best interests of the County even though not the lowest bid.

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- E. The price quotations stated in the bidder's proposal will not be subject to any price increase from the date on which the proposal is opened at the County Purchasing Office to the mutually agreed-to date of Bid.
- F. Proposals should be prepared simply and economically providing a straightforward, concise description of the vendor's ability to meet the requirements of the RFP. Proposals shall be written in ink or typewritten. No erasures are permitted. Mistakes may be crossed out and corrected and must be initialed in ink by the person **signing** the proposal.
- G. For price increases to be considered. The Purchasing Division, shall be notified in writing, by letter as well as a letter from the manufacturer to be approved by Support Services Facilities Management 30 days prior to the increase to take effect.
- H. A standard Washtenaw County Service Contract will be executed between Washtenaw County and the awarded vendor. Washtenaw County reserves the right to award the total proposal, to reject any and all proposals in whole or in part, and to waive any informality or technical defects if, in Washtenaw County's sole judgment, the best interest of Washtenaw County will be so served.
- I. In the event, the County receives two or more bids from responsive, responsible bidders, one or more of whom are Washtenaw County vendors and the bids are substantially equal in price, quality and service, the County shall award the contract to the most responsive, responsible Washtenaw County vendor. For purposes of this section, Washtenaw County vendor means a company which has maintained its principal office in Washtenaw County for at least six (6) months. Maintaining a Washtenaw County P.O. Box is not, in and of itself, sufficient to discretion under this section to determine if a company qualifies as a Washtenaw County vendor and if two or more bids are substantially equal.

**II. VENDOR SPECIFICATIONS**

The proposal shall include all of the following information. Failure to include all of the required information may result in disqualification of a Bidder.

- A. Bidder's qualifications, years in business, staff profile and experience in providing the services required by this proposal. **(Attach as Addenda A)**
- B. References: List three (3) references from current customers purchasing similar services. Include business name, contact name and phone number. **(Attach as Addenda B)**
- C. Describe and list the quantity of equipment, vehicles and number of employees to be used for these services. **(Attach as Addenda C)**
- D. The number of square footage and type of facilities presently being serviced and for how many years for each facility. **(Attach as Addenda D)**
- E. Concur that contractor will adhere to all contract provisions in Section III. Standard Contract Provisions. **(Attach as Addenda E)**
- F. Acknowledge that the price submitted is based upon a cost per plow, salt and stockpile removal and that the County Service Center & Juvenile Complex pricing will be re-evaluated in 2010 or upon completion of the construction of this campus. **(Attach as Addenda F)**

**III. STANDARD PROVISIONS FOR CONTRACTS**

If a contract is awarded, the selected vendor will be required to adhere to a set of general contract provisions that will become a part of any formal agreement. These provisions are general principles that apply to all contractors of service to Washtenaw County such as the following:

ARTICLE III - REPORTING OF CONTRACTOR

Section 1 - The Contractor is to report to Manager of Support Services Facilities Management and/or his designee and will cooperate and confer with him/her as necessary to insure satisfactory work progress.

Section 2 - All reports, estimates, memoranda and documents submitted by the Contractor must be dated and bear the Contractor's name.

Section 3 - All reports made in connection with these services are subject to review and final approval by the County Administrator.

Section 4 - The County may review and inspect the Contractor's activities during the term of this contract.

Section 5 - When applicable, the Contractor will submit a final, written report to the County Administrator.

Section 6 - After reasonable notice to the Contractor, the County may review any of the Contractor's internal records, reports, or insurance policies.

ARTICLE V - PERSONNEL

Section 1 - The contractor will provide the required services and will not subcontract or assign the services without the County's written approval.

Section 2 - The Contractor will not hire any County employee for any of the required services without the County's written approval.

Section 3 - The parties agree that the Contractor is neither an employee nor an agent of the County for any purpose.

ARTICLE VI - INDEMNIFICATION AGREEMENT

The contractor will protect, defend and indemnify Washtenaw County, its officers, agents, servants, volunteers and employees from any and all liabilities, claims, liens, fines, demands and costs, including legal fees, of whatsoever kind and nature which may result in injury or death to any persons, including the Contractor's own employees, and for loss or damage to any property, including property owned or in the care, custody or control of Washtenaw County in connection with or in any way incident to or arising out of the occupancy, use, service, operations, performance or non-performance of work in connection with this contract resulting in whole or in part from negligent acts or omissions of contractor, any sub-contractor, or any employee, agent or representative of the contractor or any sub-contractor.

ARTICLE VII - INSURANCE REQUIREMENTS

The Contractor will maintain at its own expense during the term of this Contract, the following insurance:

1. Workers' Compensation Insurance with Michigan statutory limits and Employers Liability Insurance with a minimum limit of \$100,000 each accident for any employee.
2. Comprehensive/Commercial General Liability Insurance with a combined single limit of \$1,000,000 each occurrence for bodily injury and property damage. The County shall be added as "additional insured" on general liability policy with respect to the services provided under this contract.
3. Automobile Liability Insurance covering all owned, hired and non-owned vehicles with Personal Protection Insurance and Property Protection Insurance to comply with the provisions of the Michigan No Fault Insurance Law, including residual liability insurance with a minimum combined single limit of \$1,000,000 each accident for bodily injury and property damage.

Insurance companies, named insureds and policy forms shall be subject to the approval of the Washtenaw County Administrator. Such approval shall not be unreasonably withheld. Insurance policies shall not contain endorsements or policy conditions which reduce coverage provided to Washtenaw County. Contractor shall be responsible to Washtenaw County or insurance companies insuring Washtenaw County for all costs resulting from both financially unsound insurance companies selected by Contractor and their inadequate insurance coverage. Contractor shall furnish the Washtenaw County Administrator with satisfactory certificates of insurance or a certified copy of the policy, if requested by the County Administrator.

No payments will be made to the Contractor until the current certificates of insurance have been received and approved by the Administrator. If the insurance as evidenced by the certificates furnished by the Contractor expires or is canceled during the term of the contract, services and related payments will be suspended. Contractor shall furnish the County Administrator's Office with certification of insurance evidencing such coverage and endorsements at least ten (10) working days prior to commencement of services under this contract. Certificates shall be addressed to the County Administrator, **attn: Support Services**, P. O. Box 8645, Ann Arbor, MI, 48107, and shall provide for 30 day written notice to the Certificate holder of cancellation of coverage.

ARTICLE VIII - COMPLIANCE WITH LAWS AND REGULATIONS

The Contractor will comply with all federal, state and local regulations, including but not limited to all applicable OSHA/MIOSHA requirements and the Americans with Disabilities Act.

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### ARTICLE IX - INTEREST OF CONTRACTOR AND COUNTY

The Contractor promises that it has no interest which would conflict with the performance of services required by this contract. The Contractor also promises that, in the performance of this contract, no officer, agent, employee of the County of Washtenaw,

or member of its governing bodies, may participate in any decision relating to this contract which affects his/her personal interest or the interest of any corporation, partnership or association in which he/she is directly or indirectly interested or has any personal or pecuniary interest. However, this paragraph does not apply if there has been compliance with the provisions of Section 3 of Act No. 317 of the Public Acts of 1968 and/or Section 30 of Act No. 156 of Public Acts of 1851, as amended by Act No. 51 of the Public Acts of 1978, whichever is applicable.

### ARTICLE X - CONTINGENT FEES

The Contractor promises that it has not employed or retained any company or person, other than bona fide employees working solely for the Contractor, to solicit or secure this contract, and that it has not paid or agreed to pay any company or person, other than bona fide employees working solely for the Contractor, any fee, commission, percentage, brokerage fee, gifts or any other consideration contingent upon or resulting from the award or making of this contract. For breach of this promise, the County may cancel this contract without liability or, at its discretion, deduct the full amount of the fee, commission, percentage, brokerage fee, gift or contingent fee from the compensation due the Contractor.

### ARTICLE XI - EQUAL EMPLOYMENT OPPORTUNITY

The Contractor will not discriminate against any employee or applicant for employment because of race, creed, color, sex, sexual orientation, national origin, physical handicap, age, height, weight, marital status, veteran status, religion and political belief (except as it relates to a bona fide occupational qualification reasonably necessary to the normal operation of the business).

The Contractor will take affirmative action to eliminate discrimination based on sex, race, or a handicap in the hiring of applicant and the treatment of employees. Affirmative action will include, but not be limited to: Employment; upgrading, demotion or transfer; recruitment advertisement; layoff or termination; rates of pay or other forms of compensation; selection for training, including apprenticeship.

The Contractor agrees to post notices containing this policy against discrimination in conspicuous places available to applicants for employment and employees. All solicitations or advertisements for employees, placed by or on the behalf of the Contractor, will state that all qualified applicants will receive consideration for employment without regard to race, creed, color, sex, sexual orientation, national origin, physical handicap, age, height, weight, marital status, veteran status, religion and political belief.

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### ARTICLE XII - LIVING WAGE

The parties understand that the County has enacted a Living Wage Ordinance that requires covered vendors who execute a service or professional service contract with the County to pay their employees under that contract, a minimum of either \$10.88 per hour with benefits or \$12.75 per hour without benefits. Contractor agrees to comply with this Ordinance in paying its employees. Contractor understands and agrees that an adjustment of the living wage amounts, based upon the Health and Human Services poverty guidelines, will be made on or before May 1, 2010 and annually thereafter which amount shall be automatically incorporated into this contract. County agrees to give Contractor thirty (30) days written notice of such change. Contractor agrees to post a notice containing the County's Living Wage requirements at a location at its place of business accessed by its employees.

### ARTICLE XIII - EQUAL ACCESS

The Contractor shall provide the services set forth in Article I without discrimination on the basis of race, color, religion, national origin, sex, sexual orientation, marital status, physical handicap, or age.

### ARTICLE XIV - OWNERSHIP OF DOCUMENTS AND PUBLICATION

All documents developed as a result of this contract will be freely available to the public. None may be copyrighted by the Contractor. During the performance of the services, the Contractor will be responsible for any loss of or damage to the documents while they are in its possession and must restore the loss or damage at its expense. Any use of the information and results of this contract by the Contractor must reference the project sponsorship by the County. Any publication of the information or results must be co-authored by the County.

### ARTICLE XV - ASSIGNS AND SUCCESSORS

This contract is binding on the County and the Contractor, their successors and assigns. Neither the County nor the Contractor will assign or transfer its interest in this contract without the written consent of the other.

### ARTICLE XVI - TERMINATION OF CONTRACT

Section 1 - Termination without cause. Either party may terminate the contract by giving thirty (30) days written notice to the other party.

### ARTICLE XVII - PAYROLL TAXES

The Contractor is responsible for all applicable state and federal social security benefits and unemployment taxes and agrees to indemnify and protect the County against such liability.

### ARTICLE XVIII - PRACTICE AND ETHICS

The parties will conform to the code of ethics of their respective national professional associations.

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ARTICLE XIX- CHANGES IN SCOPE OR SCHEDULE OF SERVICES

Changes mutually agreed upon by the County and the Contractor, will be incorporated into this contract by written amendments signed by both parties.

ARTICLE XX - CHOICE OF LAW AND FORUM

This contract is to be interpreted by the laws of Michigan. The parties agree that the proper forum for litigation arising out of this contract is in Washtenaw County, Michigan.

ARTICLE XXI - EXTENT OF CONTRACT

This contract represents the entire agreement between the parties and supersedes all prior representations, negotiations or agreements whether written or oral.

**IV. TERMS AND CONDITIONS**

**Award:**

Washtenaw County reserves the right to reject any and all proposals received as a result of this RFP. If a proposal is selected it will be the most advantageous regarding price (See: "Low Bidder" following), quality of service, the Vendors' qualifications and capabilities to provide the specified service, and other factors which the County may consider. The County does not intend to award a Bid fully on the basis of any response made to the proposal; the County reserves the right to consider proposals for modifications at any time before a Bid would be awarded, and negotiations would be undertaken with that Vendor whose proposal is deemed to best meet the County's specifications and needs.

The County at its sole discretion may award this bid to one or several contractors whatever is deemed in the best interest of the County

**Low Bidder:**

The lowest responsive, responsible bid will be based on the cost per month per zone, demonstrated ability to perform the work and history of performance. Washtenaw County is most interested in the quality of work to be performed and will exercise a high degree of evaluation on the bidder's history performance.

**V. GENERAL SPECIFICATIONS**

**Scope of Work:**

- 1) Snow removal will start no later than **5:00 a.m.**, and be **100% completed by 7:00 a.m.**, Monday through Friday. Saturday and Sunday services at the discretion of the County.
- 2) The lots are to be plowed when snow accumulates at 1 inch or higher unless otherwise determined by the County.
- 3) If the County has to supply services and/or contract to another vendor, the costs associated will be charged back to the vendor under contract.
- 4) Snow must be properly placed to minimize loss of parking spaces.
- 5) Do **not use** shoes on blades **with the exception** to gravel overflow parking lots.
- 6) Salt shall be applied to all county owned parking lots and grounds, all entrance and exit avenues to county owned parking lots, in sufficient quantities to melt any frozen precipitation at the County's request when slippery and/or icy conditions warrant.
- 7) Removal of snow stockpiles, as requested by the County.

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**BID SHEET**

<b>Zone 1, Saline, Downtown Ann Arbor</b>	PRICING PER		
	Plow/Salt	Salt	Stockpile Removal
1000 N. Maple, Saline	\$	\$	\$
2140 Ellsworth (approx. 147 spaces)	\$	\$	\$
2260 & 2270 Platt Rd (approx. 88 spaces)	\$	\$	\$
705 N. Zeeb (approx. 88 spaces) <i>includes Scio Twp Drive</i>	\$	\$	\$
<b>TOTAL For Zone 1</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>

<b>Zone 2, County Service Ctr &amp; Juvenile Complex</b>	PRICING PER		
	Plow/Salt	Salt	Stockpile Removal
2155 Hogback (approx 45 spaces)	\$	\$	\$
2201 Hogback, 4101, 4125, 4133 & 4135 Washtenaw* (Campus Lot & Associated Service Drives)	\$	\$	\$
<b>TOTAL For Zone 2</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>

<b>Zone 2, Extra Temporary Lots</b>	PRICING PER		
	Plow/Salt	Salt	Stockpile Removal
Court Overflow Parking Lot (Gravel)	\$	\$	\$
Church Parking Lot	\$	\$	\$
<b>TOTAL For Zone 2 Extra Lots</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>

<b>Zone 3, Ypsilanti, Ann Arbor Human Services</b>	PRICING PER		
	Plow/Salt	Salt	Stockpile Removal
22 Center (approx 171 spaces)	\$	\$	\$
415 W. Michigan (approx 37 spaces)	\$	\$	\$
535 W. Michigan Ave (approximate 67 spaces)	\$	\$	\$
555 Towner (approx 152 spaces)	\$	\$	\$
750 Towner (approx 50 spaces)	\$	\$	\$
1661 LeForge (approx. 60 spaces)	\$	\$	\$
4100 Clark	\$	\$	\$
<b>TOTAL For Zone 3</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>

**Zone 2 - Price quoted should reflect those services performed during the construction period. Pricing for this campus will be re-evaluated in 2010 or upon construction completion.**

**Please list any services that would involve an EXTRA CHARGE on separate sheet clearly labeled Addenda G.**

**SIGNATURE PAGE**

_____ Signature	_____ Company Name		
_____ Print Name	_____ Company Address		
_____ Title	_____		
_____ Date	_____ City	_____ State	_____ Zip
_____ Telephone #	_____ Fax #		
_____ Federal Tax ID #	_____ Email Address		

The above individual is authorized to sign on behalf of company submitting proposal.

Proposals must be signed by an official authorized to bind the provider to its provisions for at least a period of 90 days.

**By checking this box we hereby certify that we are a Washtenaw County company as defined in Section I., I. above. If proven otherwise you may be subject to Disbarment and/or Suspension of doing business with Washtenaw County.**

**ADDENDA**

Attach requested **ADDENDA "A through G"** to the balance of this RFP.