



**Procurement Form (FOR)**

<b>Effective Date:</b> 5/1/2019	<b>Document #:</b> FSA_PRO_FOR_0040	<b>Revision Date:</b> 1/18/2022	<b>Revision#:</b> 1
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<b>Document Title:</b> Procurement Board Report-Specialized Procurement	<b>Document Owner/Department:</b> Procurement Team
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**Date: September 30, 2022**  
**To: Suzanne R. Coffey, P.E., Chief Executive Officer**  
**From: Daniel Edwards, Procurement Manager**  
**Re: Procurement Report**

General Information			
Contract Number:	2100340	Project Owner:	Paula Anderson
Contract Title:	Elevator and Escalator Maintenance, Repair, and Services		
Vendor:	Kone, Inc.		
Budget:	Operations and Maintenance		

Procurement Method			
Cooperative Agreement – Request for Proposal (RFP) via OMNIA Co-op			
Advertised:	5/1/2018	Addendums released:	1
Buyer:	Eric Zuckero	Downloaded by:	12
Response due date:	6/8/2018	Responses received:	2
Co-op Exp. Date:	11/30/24	Optional Co-op Renewal	11/30/2029

Cost Summary – Kone, Inc.	
Description	Cost
General Maintenance 2022/2023	\$395,000.00
General Maintenance 2024	395,000.00
General Maintenance 2025	406,850.00
General Maintenance 2026	419,055.00
Provisional Allowance	5,650,000.00
<b>Totals</b>	<b>\$7,265,905.00</b>

*Provisionary Allowance is an amount included in the Contract Price to reimburse the Contractor for the cost to furnish and perform Work that is uncertain. Any remaining balance upon Final Completion shall be retained by the GLWA and not paid to the Contractor.*

Per policy, the services were solicited as a request for proposal (RFP) in July 2022, however, only one vendor (Kone) provided a complete RFP response. Not only did Kone provide a response in accordance with the requirements requested on the RFP but also provided an option to use the OMNIA Kansas City Missouri Cooperative Contract. The OMNIA Contract with Kone was determined to provide better cost, so the RFP was cancelled and GLWA began to construct an addendum to the OMNIA Contract to piggyback off. Kone is also currently providing services to the City of Detroit and Wayne State University. Kone has also purchased Detroit Elevator in Ferndale in 2021 expanding their footprint in Michigan. Kone currently has a Michigan based



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office in Livonia.

**City of Kansas City MO Evaluation Committee: (Designation - Organization)**

A - City of Kansas City Missouri - General Services

B - City of Kansas City Missouri - Water Services

C - Maricopa County Arizona - Representative

D - City of Denver Colorado - Representative

E - City of Los Angeles, California - Representative

**Other Data Requested by GLWA Board Members for Recommended Vendor**

Minority Business Enterprise (MBE): Yes

Detroit Based Business (DBB): No

Small Business Enterprise (SBE): No

Michigan Based Business (Livonia)

Sub-Contractor(s) List: N/A

Vendor Response Survey: N/A

**Litigation**

This vendor is not currently nor has been previously involved in any litigation with the GLWA.

**Financials**

A financial risk assessment was performed by the GLWA via Dun & Bradstreet and was determined that the selected vendor has the financial capacity to perform the tasks under this contract. This information is available for the Board of Directors to review upon request.

**Previous Contract**

Previous contract holder:

The current contract, No. 1703524, Preventative Maintenance, Service, and Repair for all GLWA Elevators, is with TK Elevator for the period of 11/1/2017 through 10/31/2022, for



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\$1,612,146.87. Contract No. 1703524 is for maintenance of the elevators only, modernizations were not included. The contract amount differences between the two contracts are provided in the table below.

<b>Previous Contract TK Elevator Corporation 2017-2022</b>	
<b>Description</b>	<b>Cost</b>
Initial Term 11/1/17 - 10/31/19	\$648,336.00
1 <sup>st</sup> Option Term 11/1/19 - 10/31/20	330,651.36
2 <sup>nd</sup> Option Term 11/1/20 - 10/31/22	33,159.51
<b>Total Cost</b>	<b>\$1,612,146.87</b>

<b>New Proposed Contract Kone, Inc. 2022 - 2026</b>	
<b>Description</b>	<b>Cost</b>
Initial Term 11/1/22 - 10/31/24	\$6,440,000.00
1 <sup>st</sup> Option Term 11/1/24 - 10/31/25	406,850.00
2 <sup>nd</sup> Option Term 11/1/25 - 10/31/26	419,055.00
<b>Total Cost</b>	<b>\$7,265,905.00</b>