



CITY of NOVI CITY COUNCIL

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**Agenda Item 8
August 13, 2007**

SUBJECT: Consideration to award contract to Action Target Inc. for Indoor Gun Range Equipment and Control System for a not to exceed amount of \$437,000.

SUBMITTING DEPARTMENT: Police

CITY MANAGER APPROVAL: 

EXPENDITURE REQUIRED	\$ 437,000.00
AMOUNT BUDGETED	\$ 1,725,300.00
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	266-266.00-976.000

BACKGROUND INFORMATION:

As part of the Indoor Gun Range Construction Project, the City of Novi entered into an agreement with Plante & Moran CRESA, LLC (the Real Estate group) to act as a consultant. Separate Requests for Proposals (RFP) were developed for the selection of the General Contractor and the Internal Range Equipment and Control System.

The RFP for the interior range equipment components was developed and posted on MITN - BidNet. All bids were due on July 27, 2007. Four range equipment firms participated in the mandatory pre-bid meeting. Action Target Inc., Meggitt Defense Systems Caswell, Mancom Inc., and Range-Systems Inc. were deemed to have met the criteria. Two of the firms submitted proposals which were evaluated by Plante & Moran a Qualifications Based Selection (QBS) criteria. Of the qualified firms, two submitted bids – Action Target and Meggitt Defense Systems. The bid opening yielded the following results:

1. Action Target \$ 437,000
2. Meggitt Defense Systems \$ 409,950 (proposal rejected)

The proposals submitted were carefully reviewed by Plante & Moran CRESA and the police department's administration using a QBS to insure that all specifications were met. The proposal from Meggitt Defense Systems did not meet the requirements of the RFP. (For specific items, see attached "****"). Specifically, Meggitt bid alternative equipment rather than the equipment outlined in the RFP. Based upon the review, it is recommended that the proposal of Action Target in the amount of \$437,000, be accepted.

Project Budget:

Indoor Gun Range Cost Estimate		\$ 1,725,300
Expenses & Contracted Costs to Date		Remaining Balance
Redstone Architects	\$ 158,153	\$ 1,567,147
Plante & Moran CRESA	\$ 14,600	\$ 1,552,547
Garrison Company	\$ 963,800	\$ 588,747
Other Expenses	\$ 28,000	\$ 560,747
Projected Costs to Complete		
Internal Range Equipment	\$ 437,000	\$ 123,747
Brick Veneer	\$ 62,300	\$ 61,447
Site Work (Bio-swale)	\$ 12,300	\$ 49,147
Balance/Project Contingency		\$ 49,147

RECOMMENDED ACTION: Consideration to award contract to Action Target Inc. for Indoor Gun Range Equipment and Control System for a not to exceed amount of \$437,000.

	1	2	Y	N
Mayor Landry				
Mayor Pro Tem Capello				
Council Member Gatt				
Council Member Margolis				

	1	2	Y	N
Council Member Mutch				
Council Member Nagy				
Council Member Paul				

P L A N T E & M O R A N C · R · E · S · A
C O R P O R A T E R E A L E S T A T E S E R V I C E A D V I S O R S

August 2, 2007

Lieutenant Victor Lauria
Novi Police Department
45175 West 10 Mile Road
Novi, Michigan 48375

RE: Range Equipment RFP – Novi Police Department Indoor Gun Range

Dear Lieutenant Lauria:

This letter transmits an update from Plante & Moran CRESA, LLC (P&MC) who has completed its engagement to assist and advise Novi Police Department (NPD) in its selection of a range equipment vendor for the Indoor Gun Range Facility to be located adjacent to the DPW facility located at 26350 Delwal Drive. This update represents the mutual efforts of P&MC and the key staff from the Police Department to present a framework in order to identify, evaluate, and select a range equipment vendor for the project.

P&MC was engaged by NPD and it was indicated that this process would be used to provide information relating to relevant project experience, warranty, training, bonding capacity, and an order of importance of the responding company's expertise to allow NPD to make an informed decision regarding engaging a range equipment vendor for the project in addition to the proposed cost.

The Request for Proposals (RFP), attachments, and an amended copy of the AIA Agreement with business terms, were submitted and approved by the NPD and its legal counsel. On July 13, 2007, the RFP was publicly advertised on the City of Novi's purchasing web site as well as sent to companies who expressed interest in the project.

On July 23, 2007, NPD in conjunction with P&MC, conducted a mandatory pre-bid conference call meeting at 10:00 a.m. EST in the NPD Training Room for the RFQ/RFP with potential general contracting firms as advertised.

On July 27, 2007, NPD received two (2) RFP responses. Copies of the responses from these firms are available in the Clerk's office.

In evaluating the range equipment vendor proposals, P&MC considered company qualifications as well as economic factors. Based on the duration and experience as a range equipment vendor, including police facility experience, warranty provisions, training, bonding capacities, and proposed costs for services, the two (2) submitting companies meet the minimal requirements established by NPD. The attached spreadsheet provides a summary of qualifications, proposed fee, and other evaluation factors for each firm.

It is the opinion of P&MC that the City Council could engage Action Target Incorporated based on the 100% compliance with all RFP requirements, its experience and qualifications, proposed warranty and service package, its training service, proposed fee, and bonding capacity. Formal engagement should be contingent upon successful negotiation of an agreement between NPD and Action Target Incorporated.

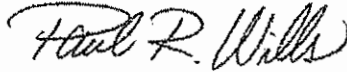
P&MC is available to answer any questions about the study and the methodology used to prepare it.

Sincerely,

PLANTE & MORAN CRESA, LLC



Greg VanKirk



Paul R. Wills, AIA

Cc: Deputy Chief Thomas Lindberg

Enclosures: (1) – Vendor Analysis

**NOVI POLICE - INDOOR GUN RANGE FACILITY
RANGE EQUIPMENT VENDOR ANALYSIS
AUGUST 02, 2007**

08/03/2007

Project: Novi Police Department - Indoor Gun Range Equipment
RFP Due Date: July 27, 2007

	Action Target			MDS-Caswell	
Location of Firm	Provo, Utah			Minneapolis, Mn.	
Years in Business under present name	11 years			4 years	
Installation of Ranges in the Midwest	Yes			Yes	
Long Term Customer Satisfaction with Design, Equipment, Service	Yes			Yes	
All parts and equipment come from (1) manufacturer	Yes			No - Various manufacturers will be used to complete the range installation	
Training on-site with Novi PD	*Yes - 2 ATI staff training / video recording included			Initial training and start up only	
Maintenance and Warranty Package	*Yes - Bronze Package Included			Yes - Additional \$2,500 per year	
Bond Included	Yes - 5%			Yes - 5%	

	Proposed Price	Complies 100% with RFP Requirements	Proposed Price	Complies 100% with RFP Requirements
Modular Shooting Stalls	\$80,000.00	Yes	\$32,900.00	No - Stall Height is 78" *
Turning Target Retriever	\$30,000.00	Yes	\$58,450.00	Yes
Moving Target Systems	\$20,000.00	Yes	\$4,400.00	Yes
Range Control Software	\$1,000.00	Yes	\$0.00	No - Audio support is not included in the bid *
Shooting Range Baffles	\$130,000.00	Yes	\$223,085.00	No - Welded connections and support chains are being proposed *
Bullet Trap and Containment	\$47,000.00	Yes	\$24,250.00	Yes
Misc. Equipment	\$4,000.00	Yes	\$3,595.00	Yes
Delivery and Installation	\$125,000.00	Yes	\$46,320.00	Yes
Performance Bond	Included	Yes	\$6,000.00	Yes
Sub-Total	\$437,000.00		\$399,000.00	

Additional Costs

Charge for 2-year warranty	Included		\$2,500.00	
Charge for 90" panels as specified in the RFP	Included		\$1,050.00	
Charge for a 2-way Communication System per the RFP	Included		\$2,950.00	
Charge for PDA System per the RFP	Included		\$1,950.00	
Charge for Maintenance / Servicing	Included		\$2,500.00	
Range Control Target Monitoring Software	Included		Not Available	
Grand Total			\$409,950.00	

* Includes initial and start-up training and additional Reality Based Training provided free of charge. Value \$10,000.00

*Bronze Maintenance Package- Value \$8,000.00