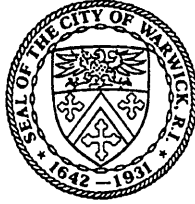



Patricia A. Peshka
Purchasing Agent



Joseph J. Solomon
Mayor

City of Warwick
Purchasing Division
3275 Post Road
Warwick, Rhode Island 02886
Tel (401) 738-2013
Fax (401) 737-2364

TO: Members of the Finance Committee

FROM: Patricia A. Peshka, Purchasing Agent 

DATE: March 8, 2019

RE: Bids for the Finance Committee Monday, March 18, 2019

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CITY COUNCIL MEETING MARCH 18, 2019

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CODE: 84-799 Water/Capital Improvement

SECTION 6-12

Request permission to increase PCR-37-18 (Sub A) from \$125,000.00 to \$160,000.00

Bid2018-247 Neptune Cold Water Meters

Ti-Sales, Inc.
36 Hudson Rd.
Sudbury, MA 01776

LAST ACTION TAKEN

Award (Bid): PCR-37-18 (Sub A) approved February 22, 2018. Contract period two years from date of award.

Contract Increase Requested \$35,000.00
Current Contract Award \$160,000.00

Contract Period Requested No change in contract period
Current Contract Period March 27, 2018 through March 26, 2020

MEMO

To: Patricia A. Peshka, Purchasing Agent
From: Daniel O'Rourke, Chief of Water Division
Date: March 1, 2019
Subject: Bid #2018-247 Cold Water Meters



As you are aware, the Water Division has an existing contract, Bid#2018-247 for the purchase of cold water meters with Ti-Sales Inc. which expires March 26, 2020. The contract primarily covers the provision of water meters for new and existing meters for customers wishing to purchase "deduct" meters. The City Council awarded a contract for \$125,000 at the February 2018 meeting which covered the remainder of the 2018 and a portion of the 2019 fiscal years. As of this writing, the Water Division has nearly depleted its inventory of meters and is in need of an additional authorization until the expiration of the current fiscal year.

Therefore, in light of the fact that we have depleted our inventory and the expected demand in the coming months for the purchase of deduct meters, I am asking permission to increase the existing contract from \$125,000 to \$160,000. This would represent an increase of \$35,000. In order to accomplish this, I am requesting permission under Section #6-12 Alteration to Existing Contract of the Warwick Code of Ordinances to increase the aforementioned contract previously awarded to Ti-Sales, Inc.

Provided this request is approved by the City Council, purchases will originate from budget code #84-799. Please be advised that additional purchases under this contract will be requested during fiscal year 2020 subject to availability of funding approved by the Mayor and reviewed by the City Council.


If you have any questions or need additional information, please contact me at extension 9734.

CITY OF WARWICK

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS

RESOLUTION OF THE CITY COUNCIL

NO: R-18-22

APPROVED:  MAYOR

DATE: 2/22/18

RESOLVED, That The City Council of the City of Warwick as required by the provisions of Sections 6-11 and 6-12 of the City Charter and the Ordinance relative to competitive bidding on purchase enacted there under hereby and herewith approves the acceptance of the following bid(s):

Bid #	Name	Vendor(s) Name/Address	Contract Award	Contract Period	Note	Code
2018 - 247	Neptune Cold Water Meters	<i>Ti-Sales, Inc.</i> 36 Hudson Rd. Sudbury, MA 01776	\$125,000.00	2 years from date of award	1	

AND BE IT FURTHER RESOLVED, That such purchase or contract be awarded to the lowest responsible bidder.

1. Amend amount from \$225,000.00 to \$125,000.00.

THIS RESOLUTION SHALL TAKE EFFECT UPON ITS PASSAGE

COPY

Bid2018-247 Neptune Cold Water Meters

- 1 Bid submitted

CODE: 84-799 Water/Capital Improvement

MANNER OF AWARD: \$225,000.00
2 years from date of award

RECOMMEND: Ti-Sales, Inc.

Ti-Sales, Inc.
36 Hudson Rd.
Sudbury, MA 01776

Pricing as Follows

Continued next page

Bid2018-247 Neptune Cold Water Meters

DISPLACEMENT TYPE

<u>Item</u>	<u>Quant.</u>	<u>Unit</u>	<u>Size</u>	<u>Description</u>	<u>Unit Price</u>
1.1	1	ea.	5/8"	Cold Water Meter with encoder - and remote register 1 cubic feet	<u>\$115.19</u>
1.2	1	ea.	3/4"	Meters-Cold Water with encoder - and remote register 1 cubic feet	<u>\$159.49</u>
1.3	1	ea.	1"	Meters-Cold Water with encoder - and remote register 10 cubic feet	<u>\$242.47</u>
1.4	1	ea.	1 1/2"	Meters-Cold Water with encoder - and remote register 10 cubic feet	<u>\$556.25</u>
1.5	1	ea.	2"	Meters-Cold Water with encoder type and remote register 10 cubic feet	<u>\$698.44</u>

NOTE: ALL DISPLACEMENT TYPE METERS ARE TO BE SCREW END.

Continued next page

Bid2018-247 Neptune Cold Water Meters

TURBINE TYPE

<u>Item</u>	<u>Quant.</u>	<u>Unit</u>	<u>Size</u>	<u>Description</u>	<u>Unit Price</u>
2.1	1	ea.	2"	Meters-Cold Water, direct reading register with low flow indicator, units of measure in cubic feet, registration 10 Cu.Ft. per sweep hand revolution, without companion flanges	<u>\$711.43</u>
2.2	1	ea.	2"	strainers, cast bronze body, ductile iron , low head loss stainless steel strainer plate & cover bolts, pressure tested to 300 psi, in-line serviceability.	<u>\$238.57</u>
2.3	1	ea.	3"	strainers, cast bronze body, ductile iron, low head loss, Stainless steel strainer plate and cover bolts, pressure tested to 300psi, in-line serviceability	<u>\$424.29</u>
2.4	1	ea.	4"	strainers, cast bronze body, ductile iron, low head loss, stainless steel strainer plate and cover bolts, pressure tested to 300psi, in-line serviceability	<u>\$507.14</u>

Continued next page

Bid2018-247 Neptune Cold Water Meters**COMPOUND TYPE**

Item	Quant.	Unit	Size	Description	Unit Price
3.1	1	ea.	2"	Meters-Cold Water, two registers, units of measure in cubic feet	<u>\$1,558.57</u>
3.2	1	ea.	3"	Meters-Cold Water, two registers, units of measure in cubic feet	<u>\$2,337.14</u>
3.3	1	ea.	4"	Meters-Cold Water, two registers, units of measure in cubic feet	<u>\$3,040.00</u>
3.4	1	ea.	6"	Meters-Cold Water, two registers, units of measure in cubic feet	<u>\$5,134.29</u>
3.5	1	ea.	8" x 6"	Meters-Cold Water, two registers, units of measure in cubic feet	<u>\$8,521.43</u>

Continued next page

Bid2018-247 Neptune Cold Water Meters

FIRE SERVICE TYPE

<u>Item</u>	<u>Quant.</u>	<u>Unit</u>	<u>Size</u>	<u>Description</u>	<u>Unit Price</u>
4.1	1	ea.	3"	Meters-Cold Water, two registers, units of measure in cubic feet	<u>N/A</u>
4.2	1	ea.	4"	Meters-Cold Water, two registers, units of measure in cubic feet	<u>\$8,042.86</u>
4.3	1	ea.	6"	Meters-Cold Water, two registers, units of measure in cubic feet	<u>\$13,142.86</u>
4.4	1	ea.	8"	Meters-Cold Water, two registers, units of measure in cubic feet	<u>\$17,000.00</u>
4.5	1	ea.	10"	Meters-Cold Water, two registers, units of measure in cubic feet	<u>\$19,714.29</u>

Continued next page

Bid2018-247 Neptune Cold Water Meters

COMMUNICATIONS DEVICES

<u>Item</u>	<u>Quant.</u>	<u>Description</u>	<u>Unit Price</u>
5.1	1	Reconditioned Neptune Advantage Probe for reading ARB/Proread and R900 MIUs	<u>\$800.00*</u>
		*quoted price plus \$200.00 for 14-month warranty	
5.1A	1	Pocket Pro-Reader	<u>\$891.89</u>
5.2	1	Neptune R900 Radio Frequency MIU Pit Mount W/6' of wire.	<u>\$114.29</u>
5.3	1	Neptune R900 Radio Frequency MIU Wall mount.	<u>\$91.00</u>
5.4	1	Neptune 4 wheel integrated E-Coder Meter Heads (10 cubic ft)	
	1	ea. 5/8"	<u>\$85.73</u>
	1	ea. 3/4"	<u>\$85.73</u>
	1	ea. 1"	<u>\$85.73</u>
	1	ea. 1 1/2"	<u>\$85.73</u>
	1	ea. 2"	<u>\$85.73</u>
	1	ea. 3"	<u>\$100.02</u>
	1	ea. 4"	<u>\$100.02</u>
	1	ea. 6"	<u>\$100.02</u>
	1	ea. 8"	<u>\$100.02</u>

Continued next page

Bid2018-247 Neptune Cold Water Meters

COMMUNICATIONS DEVICES (continued)

<u>Item</u>	<u>Quant.</u>	<u>Unit</u>	<u>Description</u>	<u>Unit Price</u>
5.5	1	ea.	Trimble Nomad 900B Neptune Handheld Data Collector, Bluetooth Only with 1 stylus, 1 power Adaptor, 2 antiglare screen protectors, 1 hand Strap, and 1 SD card	<u>\$2,500.00</u>
5.6	1	ea.	Neptune Charging and Communications Cradle For Trimble Nomad	<u>\$428.57</u>
5.7	1	ea.	Neptune R900 Belt Clip Transceiver including Cables, batteries and accessories	<u>\$2,714.29</u>
5.8	1	ea.	3/4"	<u>\$85.73</u>
	1	ea.	1"	<u>\$85.73</u>
	1	ea.	1 1/2"	<u>\$85.73</u>
	1	ea.	2"	<u>\$85.73</u>
	1	ea.	3"	<u>\$100.02</u>
	1	ea.	4"	<u>\$100.02</u>
	1	ea.	6"	<u>\$100.02</u>
	1	ea.	8"	<u>\$100.02</u>

Continued next page

Bid2018-247 Neptune Cold Water Meters

PIT RECEPTACLES, REGISTER HEADS, TP'S, WIRE

Item	Quant.	Unit	Description	Unit Price
6.1	1	ea.	Register Heads- T10, 2 Board, 2 Wire Cubic Ft, 6 Digit, 4 Digit Read H 65 N #R62F11 5/8"	<u>\$85.73</u>
6.2	1	ea.	Register Heads - T10, 2 Board, Cubic Ft., 6 Digit, 4 Digit Read, H 65 N, #R62F21 3/4"	<u>\$85.73</u>
6.3	1	ea.	Register Heads- T10, 2 Board, 2 Wire Cubic Ft., 6 Digit, 4 Digit Read, H 65 N, #R62F31 1"	<u>\$85.73</u>
6.4	1	ea.	Register Heads - T10, 2 Board, 2 Wire Cubic Ft., 6 Digit, 4 Digit Read, H 65 N, #R62F41 1 1/2"	<u>\$85.73</u>
6.5	1	ea.	Register Heads - T10, Cubic Ft, 6 Digit, H 65 N	<u>\$85.73</u>
6.6	1	ea.	Meter Wire, 3 Strand 22 Gauge 1,000 rolls	<u>\$.09/ft.</u>

Continued next page

Bid2018-247 Neptune Cold Water Meters

METER PITS

7-1 Meter Pits – Less Cover – W/Compression Outlet

a. W/Angle Ball Valves – P.J. x CTS
Ref. Ford #3A94 – 323 W

b. W/Angle Cartridge Style Dual Check Valve
Ref. Ford #HHCA91-323

Meter Pits	<u>Sizes:</u>	<u>Unit Price(A)</u>	<u>Unit Price(B)</u>
	5/8"	\$460.07 ea.	_____ ea.
	3/4"	\$460.07 ea.	_____ ea.
	1"	\$658.07 ea.	_____ ea.
	1 1/2"	\$2,452.01 ea.	_____ ea.
	2"	\$2,657.62 ea.	_____ ea.

7-2 Meter Pit Cover – Includes:

	<u>Unit Price</u>
Frame	5/8" \$167.86 ea.
Frost Cover	3/4" \$167.86 ea.
Cover w/Locking Electric Meter Reading Lid	1" \$167.86 ea.
Ref. Ford #W3T / 11 1/2" x 20"	1 1/2" \$693.36 ea.
	2" \$693.36 ea.

7-3 Meter Pit Poly Risers

20" x 3"	\$44.01 ea.
20" x 6"	\$46.53 ea.

Continued next page

Bid2018-247 Neptune Cold Water Meters

BRASS FOR METERS

7-4

1. Downsizing Adapter	3/4" x 1/2" x (5/8")	\$ <u>18.40</u> ea.
2. Street Elbow	1/2" Male x Female 90°	\$ <u>4.87</u> ea.
3. Close Nipple	1/2" x Close	\$ <u>1.70</u> ea.
4. Nipple	1/2" x 1 1/2"	\$ <u>2.94</u> ea.
5. Brass Ball Valve 3/4" IPS w/Drain		\$ <u>69.20</u> ea.
6. Brass Ball Valve 1/2" IPS w/Drain		\$ <u>47.96</u> ea.
7. Brass Coupling – 2 piece – Fit Adapter FL.xMIP.		\$ <u>15.30</u> ea.
8. Brass Adapter 3/4" FLx M1P 90° Ref.# H-15530		\$ <u>16.39</u> ea.

MEASURING CHAMBERS-T10

Meter Sizes

7-5	5/8"	\$ <u>18.40</u> ea.
	3/4"	\$ <u>24.61</u> ea.
	1"	\$ <u>47.14</u> ea.
	1 1/2"	\$ <u>107.30</u> ea.
	2"	\$ <u>138.00</u> ea.

Ref.# 5/8" x T-10 Measuring Chambers

- liner and gasket 5/8" through 2"	<u>5/8" \$1.30</u>	<u>3/4" \$2.44</u>	<u>1" \$2.35</u>
	<u>1 1/2" \$2.66</u>	<u>2" \$5.20</u>	
- frost plate 5/8" through 1"	<u>5/8" \$4.04</u>	<u>3/4" \$9.21</u>	<u>1" \$15.54</u>
- strainer 5/8" through 1"	<u>5/8" \$.83</u>	<u>3/4" \$.93</u>	<u>1" \$1.17</u>
	<u>1 1/2" \$2.66</u>	<u>2" \$3.70</u>	

Continued next page

COPY

Bid2018-247 Neptune Cold Water Meters

HIGH PERFORMANCE TURBINE REPLACEMENT

	<u>Meter Sizes</u>	
7-6	2"	\$ <u>325.01</u> ea.
	3"	\$ <u>475.01</u> ea.
	4"	\$ <u>625.01</u> ea.

TRU/FLOW COMPOUND METERS UNITIZED MEASURING ELEMENT (UME)

	<u>Meter Sizes</u>	
7-7	2"	\$ <u>950.02</u> ea.
	3"	\$ <u>1,250.03</u> ea.
	4"	\$ <u>1,550.03</u> ea.

Bid2018-247 Neptune Cold Water Meters				
VENDOR	ADDRESS	CITY	STATE	ZIP
BadgerMeter, Inc.	4545 W. Brown Deer Rd.	Milwaukee	WI	53223
Core and Main EJ Prescott	125 Stergis Way 38 Albion Rd.	Dedham Lincoln	MA RI	02026 02865
Master Meter, Inc.	101 Regency Pkwy.	Mansfield	TX	76063
Ocean State Meter & Service & Supply, LLC	2130 Mendon Rd., Ste. 3-373	Cumberland	RI	02864
Stiles Co., Inc.	922 Pleasant St.	Norwood	MA	02062
Ti-Sales, Inc.	36 Hudson Rd.	Sudbury	MA	01776
WW Grainger	78 Jefferson Blvd.	Warwick	RI	02888

The following vendors were sent specifications.

WARWICK
WATER DIVISION

MEMO

To: Patricia Peshka, Purchasing Agent
From: Daniel O'Rourke, Chief of Water Division
Date: February 6, 2018 *DBA*
Re: Bid#2018-247 Cold Water Meters

Recently the Water Division sought bids for a two year contract for the purchase of various sized cold water meters which are installed in various residential, commercial, and deduct meter accounts. As you are aware, the Water Division purchases one particular brand which is compatible with the balance of the existing inventory, reading equipment, and billing software (MUNIS). Unlike the purchase of other goods and services, standardization for equipment in the utility industry is imperative, ultimately reducing the overall costs of maintenance, replacement, and upgrading to newer more sophisticated reading technology. Any change in equipment, including meters, would result in a stranded multimillion investment over the past decades.

The bidding process resulted in one bid being reviewed which meets the bid/proposal specifications. The sole distributor for Neptune products in the New England area is Ti-Sales, who submitted a bid as in the past.

For information purposes only, the Water Division has 27,000 metered accounts of which approximately 13,000 accounts

are considered "radio" reads (Drive/Walk-by accounts). In addition, there are nearly 500 ARB accounts which can be upgraded to radio reads. In short, it would probably cost about \$1,250,000 to upgrade the remainder of the system to a total drive-by system similar to the technology utilized by providence Water Supply Board and National Grid. This doesn't include the possible utilization of outside vendors to assist with the change out and/or downsizing of existing commercial accounts.

In Addition, it should be noted that nearly 525 deduct meters have been installed since the Water Division initiated the newer design for purchase and installation of this metering of outdoor water usage. It has resulted in nearly a \$138,500 source of income which offsets the purchase of meters on the expense side of our budget (179 meters @ \$44,000 FY 2016/2017).

Therefore, based on the bid provided by Ti-Sales, I am recommending that Ti-Sales be awarded a two year contract for an amount not to exceed \$225,000 (\$50,000 FY18, \$125,000 FY19, and \$50,000 FY20).

If you have any questions, please contact me at extension 9734.

Cc: Brad Mellen
Mike St. Pierre
Bob Cahir

Bid2019-246 Fire Apparatus Annual Pump Testing & Service

- 6 bids submitted

CODE: 35-330 Fire/Auto & Vehicle Maintenance

MANNER OF AWARD: \$9,000.00
Two Years from Date of Award

RECOMMEND: New England Fire Equipment & Apparatus Corp.

New England Fire Equipment & Apparatus Corp.
10 Stillman Rd.
North Haven, CT 06473

Shipman's Fire Equipment Co., Inc.
172 Cross Rd.
Waterford, CT 06385

FireOne, Inc.
Box 1040
Drexel Hill, PA 19026

On Scene, LLC
5600 Post Rd. Suite 114-324
East Greenwich, RI 02818

Greenwood Emergency Vehicles
530 John Dietsch Blvd.
N. Attleboro, MA 02763

Specialty Vehicles, Inc.
18 Commerce Blvd.
Plainville, MA 02762

Pricing as Follows

Continued next page

Bid2019-246 Fire Apparatus Annual Pump Test Service
Bid Results

Description	NE Fire Equipment		Shipman's (Note 1)		FireOne Inc. (Note 2)	
	First Year	Second Year	First Year	Second Year	First Year	Second Year
A Pump Testing & Inspections per Apparatus	\$300.00	\$300.00	\$315.00	\$335.00	\$350.00	\$350.00
B Pump Testing & Inspection for Thirteen (13) Apparatus	\$3,900.00	\$3,900.00	\$300/per truck to be completed within 5 working days	\$325/per truck to be completed within 5 working days	Not Offered	Not Offered
C Pump Service per Apparatus	\$350.00	\$350.00	\$350.00	\$375.00	Not Offered	Not Offered
D Pump Service per Thirteen (13) Apparatus	\$4,550.00	\$4,550.00	\$340.00/per truck to be completed within 10 working days	\$365.00/per truck to be completed within 10 working days	Not Offered	Not Offered
E Additional Fees	\$0.00	\$0.00	Misc. Shop Supplies \$5.00/per truck	Misc. Shop Supplies \$5.00/per truck	None	None
Description	On Scene		Greenwood Emergency		Specialty Vehicles	
	First Year	Second Year	First Year	Second Year	First Year	Second Year
A Pump Testing & Inspections per Apparatus	\$375.00	\$375.00	\$395.00	\$395.00	\$850.00	\$950.00
B Pump Testing & Inspection for Thirteen (13) Apparatus	\$275.00/per truck	\$275.00/per truck	\$4,225.00	\$4,225.00	\$9,750.00	\$11,050.00
C Pump Service per Apparatus	\$650.00	\$650.00	\$650.00	\$650.00	\$695.00	\$795.00
D Pump Service per Thirteen (13) Apparatus	\$575.00/per truck	\$575.00/per truck	\$7,150.00	\$7,150.00	\$7,735.00	\$9,035.00
E Additional Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$140/hour shop rate (1) hour minimum	\$140/hour shop rate (1) hour minimum

Note 1: In the event Shipman's is awarded pump testing & inspection and not awarded the pump services, vacuum test results for each apparatus will be requested prior to performing a pump test. Fire department to provide common test site with fire hydrant water supply

Note 2: FireOne completes pump testing. Does not complete pump service work.

Bid2019-246 Fire Apparatus Annual Pump Test & Service						
The following vendors were sent specifications.						
VENDOR	ADDRESS	CITY	STATE	ZIP	EMAIL	
Diversified Inspections/ITL	7777 N. Black Canyon Hwy.	Phoenix	AZ	85021	jbackus@diusa.com	
FireOne, Inc.	740R Burmont Rd. PO Box 1040	Drexel Hill	PA	19027	jimglatts@fire-one.com; fireone@rcn.com	
Five Star Fire	45 Brainard Rd.	Hartford	CT	06114	ramotti@five-star-fire.com	
Greenwood Emergency Vehicle	530 John Dietsch Blvd.	N. Attleboro	MA	02760	kjackson@greenwooddev.com; MMacDonald@GreenwoodEV.com; jbuckley@greenwooddev.com	
Greenwood Motors	530 John Dietsch Blvd.	North Attleboro	MA	02763		
Independent Testing Laboratories, Inc. Diversified Inspections	PO Box 39669	Phoenix	AZ	65069		
Kovatch Mobile Equipment Corp.	One Industrial Complex	Nesquehoning	PA	18240		
National Engineering & Testing Services	32 Custom House St. Ste. 525	Providence	RI	02903	jlafontaine@nets-fire.com	
New England Fire Equipment & Apparatus Corp.	10 Stillman Rd.	N. Haven	CT	06473	lfinnegan@nefea.com	
Northeastern Fire	128 Blacks Rd.	Cheshire	CT	06410		
Pierce Manufacturing, Inc.	2600 American Dr.	Appleton	WI	54914		
Seagrave Fire Apparatus, LLC	105 East 12th St.	Clintonville	WI	54929		
Shipmans Fire Equipment Co., Inc.	172 Cross Rd. PO Box 257	Waterford	CT	06385	paigedavidj@aol.com; info@shipmans.com; jmartin@shipmans.com; mkirchhoff@shipmans.com; ccentraccio@shipmans.com; jfarr@shipmans.com; tbaker@shipmans.com; mhooper@svine.com	
Specialty Vehicles Inc.	18 Commerce Blvd.	Plainville	MA	02762		
Wires & Fires	39 Storm King Dr.	Portsmouth	RI	02871		



Marcel E. Fontenault, Jr.
Acting Chief of Department



(401) 468-4044
Fax: (401) 468-4001

111 Veterans Memorial Drive
Warwick, Rhode Island 02886

February 25, 2019

Mrs. Patricia Peshka
Purchasing Agent
City of Warwick

Dear Mrs. Peshka,

The City of Warwick Fire Department has reviewed *Bid 2019-246, Fire Apparatus Annual Pump Testing*. After thoroughly reviewing all (6) six bids submitted the Warwick Fire Department recommends the bid be awarded to New England Fire Equipment. New England Fire Equipment meets all the specifications outlined in the bid without exception and was the lowest bidder.

This award will be for a period of two years from the date of the award. The current bid expires March 19, 2019. The total award is for \$9,000.00. The funds will come from budget code 35-330.

Sincerely,

Marcel Fontenault Jr
Acting Chief of Department

RFP2019-248 Playground Renovations at Salters Grove

- 4 bids submitted

CODE: 60-442 Community Development/State Grant
 Pass Through **\$100,000.00**
 40-239 Parks & Recreation/Supplies-Misc. **\$1,739.00**

MANNER OF AWARD: \$101,739.00
 One Year from Date of Award

RECOMMEND: Green Acres Landscape & Construction Co.

Kompan, Inc.
 605 West Howard Lane
 Austin, TX 78753

Green Acres Landscape & Construction Co.
 21 Malbone St.
 Lakeville, MA 02347

Beausoleil Bros. Inc.
 330 Station St.
 Cranston, RI 02910

NELM Corp. Construction
 135 Industrial Way
 Rockland, MA 02370

Description	Kompan, Inc(1)	Green Acres	Beausoleil	NELM
Base Project Bid	\$59,893.37	\$101,739.00	\$114,280.00	\$144,000.00
Allowance		\$3,000.00	\$3,000.00	\$3,000.00
Total Project Bid	\$59,893.37	\$104,739.00	\$117,280.00	\$147,000.00
Add Alternate #1	No Bid	\$20,572.00	\$20,000.00	\$23,200.00
Add Alternate #2	No Bid	\$10,123.00	\$5,500.00	\$7,800.00

1. Kompan, Inc. is submitting for equipment supply and engineered wood fibers only.

RFP2019-248 Playground Renovations for Salters Grove
Bid Results

Item	Description	Unit	Kompan (1)		Green Acres		Beausoleil		NELM		
			Add Amount Per Unit	Deduct Amount per Unit	Add Amount Per Unit	Deduct Amount per Unit	Add Amount Per Unit	Deduct Amount per Unit	Add Amount Per Unit	Deduct Amount per Unit	
Model SSG245P 46" Round Pedestal Table with 4 Seats or approved equal	Supply & Install 46" round table in accordance with specification section 32 33 00. Includes all excavation & pouring of concrete footings but does not include preparation or furnishing pad.	Each			\$1,800.00	\$1,800.00	\$2,500.00	\$2,500.00	\$2,530.00	\$2,200.00	
Model SG111P Signature Series Picnic Table with Model SG135 or approved equal	Supply & install bike rack in accordance with specification section 32 33 00. Includes ground anchors and installation but does not include preparation of the site furnishing pad	Each			\$1,700	\$1,700.00	\$2,200.00	\$2,200.00	\$2,415.00	\$2,100.00	
Model BRK538I Multi-Axis Bike Rack or approved equal	Supply & install bike rack in accordance with specification section 32 33 00. Includes all excavation & pouring of concrete footings but does not include preparation or furnishing pad.	Each			\$400.00	\$400.00	\$800.00	\$800.00	\$805.00	\$700.00	
			1. See attached Sales Proposal								

Bid2019-248 Playground Renovations at Salters Grove						
The following vendors were sent specifications.						
VENDOR	ADDRESS	CITY	STATE	ZIP	EMAIL	
AMD Landscaping	498 Washington St.	Coventry	RI	02816	devin@amdlandscapingri.com	
Central Nurseries	1155 Atwood Ave.	Johnston	RI	02919	office@centralnurseries.com;	
JP Larue Inc.	35 Oak Forest Dr.	Little Comp	RI	02837	barry@centralnurseries.com	
Kompan	930 Broadway	Tacoma	WA	98402	info@jplarue.com	
M&M Landscaping and Paving, Inc	375 Franklin Rd.	Coventry	RI	02816	andkim@kompan.com	
M. E. O'Brien & Sons, Inc.	93 West St. PO Box 650	Medfield	MA	02052	office@mmri.pro	
Marturano Recreation Co.	PO Box 106	Spring Lake	NJ	07762	meghan@obrienandsons.com;	
Narragansett Improvement Co.	223 Allens Ave.	Providence	RI	02903	mail@obrienandsons.com	
New England Recreation Group, Inc.	203 Southwest Cutoff	Northboro	MA	01532	tarnes@mrrec.com	
Sport Supply Group, Inc. DBA BSN Sports	PO Box 49	Jenkintown	PA	19046	wepavenico@nicori.com	
UltiPlay Parks & Playground, Inc.	51 Carney St. PO Box 374	Uxbridge	MA	01569	nerg@nercgroup.com	
Yard Works, Inc.	1309 Warwick Ave.	Warwick	RI	02888	arhein@bsnsports.com	
					mparody@ultiplayus.com	
					bbyrnes@yardworksinc.com;	
					ywi@yardworks.com	



CITY OF WARWICK
JOSEPH J. SOLOMON, MAYOR

MEMORANDUM

TO: Patricia A. Peshka, Purchasing Agent
FROM: Lucas Murray, Senior Planner
DATE: Monday, March 4, 2019
RE: RFP#2019-248 – Playground Renovations at Salters Grove

I hereby request the award of RFP#2019-248 (Playground Renovations at Salters Grove) to Green Acres Landscape and Construction, Inc. in the amount of one hundred and one thousand seven hundred thirty nine dollars and zero cents (\$101,739.00) under Section 56-5 of the City of Warwick Code of Ordinances.

The City issued a Request for Proposals for the Playground Renovations at Salters Grove on 2/6/2018. Bid documents were posted on the City's website as well as the City of Newport's central purchasing site. In addition thirteen (13) general contractors known for specializing in playground equipment supply and installation work were notified directly.

Four (4) bids were received for the project on 2/28/2018. One bid was rejected because the vendor provided equipment pricing only and failed to provide quotes for installation, alternate, or unit pricing as outlined in the RFP requirements. The three remaining bids ranged from a low of \$101,739 to a high of \$144,000. I reviewed the bids and confirmed that the low bidder, Green Acres Landscape and Construction, Inc., meets all minimum qualifications as stipulated by the RFP documents. In addition, I have personally worked with Green Acres Landscape and Construction, Inc. on past projects in my capacity as a project manager for the City of Boston, and attest that this vendor has the knowledge and capacity to complete this project in accordance with project specifications. I have no doubt that the work will be conducted in an efficient and professional manner.

This project is being funded primarily from a \$100,000 RIDEM Recreation Development Grant under budget code 60-442. The remaining \$1,739.00 will be funded under budget code 40-239. The term of the contract requested is one year from award.

PLANNING DEPARTMENT • WILLIAM DEPASQUALE, JR. AICP, DIRECTOR
3275 POST ROAD • WARWICK, RI 02886 • 401-738-2009

Continued next page

Bid2019-250 Turnkey Operation for Printing & Mailing of Water, Sewer & Tax Billing

- 1 bid submitted

CODE:	22-202 City Collector/Print, Bind, & Reproduce	\$33,736.50
	84-202 Water/Print, Bind & Reproduce	\$38,036.25
	80-202 Sewer/Print, Bind & Reproduce	\$9,441.10

MANNER OF AWARD: \$81,213.85
May 2, 2019 – May 1, 2021

RECOMMEND: D3 Logic

D3 Logic
89 Commercial Way
East Providence, RI 02914

Pricing as Follows

Continued next page

BID2019-250 TURNKEY OPERATION FOR PRINTING MAILING OF WATER, SEWER TAX BILLS

BID RESULTS

D3 LOGIC

Pricing for Services (Utility Bills)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
108,000	Mail processing for full service automation	\$0.01	\$1,080.00	\$0.01	\$1,080.00
108,000	Laser printing	\$0.032	\$3,456.00	\$0.032	\$3,456.00
108,000	Folding	\$0.01	\$1,080.00	\$0.01	\$1,080.00
108,000	Inserting	\$0.025	\$3,240.00	\$0.025	\$3,240.00
108,000	Additional Inserts (as needed)	\$0.025		\$0.025	
Per Hour	Programming/Setup	\$150.00		\$150.00	
	Total Services		\$8,856.00		\$8,856.00
Pricing for Services (Delinquent Utility Bills)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
7,000	Mail processing for full service automation	\$0.01	\$70.00	\$0.01	\$70.00
7,000	Laser Printing	\$0.032	\$224.00	\$0.032	\$224.00
7,000	Folding	\$0.01	\$70.00	\$0.01	\$70.00
7,000	Inserting	\$0.025	\$210.000	\$0.025	\$210.00
7,000	Additional Inserts (as needed)	\$0.025		\$0.025	
Per Hour	Programming/Setup	\$150.00		\$150.00	
	Total Services		\$574.00		\$574.00
Pricing for Consumables (Utility Bills)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
108,000	8 1/2 x 11 24 lb. white paper, black print; 1 horizontal perf.	\$0.017	\$1,836.00	\$0.019	\$2,052.00
108,000	#10 standard window envelope; 24 WW; 1 color front	\$0.030	\$3,240.00	\$0.032	\$3,456.00
108,000	#9 courtesy reply envelope; 24 WW; 1 color front	\$0.026	\$2,808.00	\$0.027	\$2,916.00
36,000	Additional inserts (as needed)	\$0.025		\$0.025	
	Total Consumables		\$7,884.00		\$8,424.00
Continued Next Page					

BID2019-250 TURNKEY OPERATION FOR PRINTING MAILING OF WATER, SEWER TAX BILLS

BID RESULTS

D3 LOGIC

Pricing for Consumables (Delinquent Utility Bills)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
7,000	8 1/2 x 11 24 lb. white paper, black print; 1 horizontal perf.	\$0.017	\$119.00	\$0.019	\$133.00
7,000	#10 standard window envelope; 24 WW; 1 color front	\$0.030	\$210.00	\$0.032	\$224.00
7,000	#9 courtesy reply envelope; 24 WW; 1 color front	\$0.026	\$182.00	\$0.027	\$189.00
2,333	Additional inserts (as needed)	\$0.025		\$0.025	
	Total Consumables		\$511.00		\$546.00
	Total Utility Bills		\$17,825.00		\$18,400.00
Pricing for Services (Sewer Usage)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
9,000	Mail processing for full service automation	\$0.01	\$90.00	\$0.01	\$90.00
9,000	Laser printing	\$0.032	\$288.00	\$0.032	\$288.00
9,000	Folding	\$0.01	\$90.00	\$0.01	\$90.00
9,000	Inserting	\$0.03	\$270.00	\$0.03	\$270.00
9,000	Additional Inserts (as needed)	\$0.025		\$0.025	
Per Hour	Programming/Setup	\$150.00		\$150.00	
	Total Services		\$738.00		\$738.00
Pricing for Services (Delinquent Sewer Usage)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
1,100	Mail processing for full service automation	\$0.01	\$11.00	\$0.01	\$11.00
1,100	Laser printing	\$0.032	\$35.20	\$0.032	\$35.20
1,100	Folding	\$0.01	\$11.00	\$0.01	\$11.00
1,100	Inserting	\$0.03	\$33.00	\$0.03	\$33.00
1,100	Additional Inserts (as needed)	\$0.025		\$0.025	
Per Hour	Programming/Setup	\$150.00		\$150.00	
	Total Services		\$90.20		\$90.20
Continued Next Page					

BID2019-250 TURNKEY OPERATION FOR PRINTING MAILING OF WATER, SEWER TAX BILLS

Pricing for Consumables (Sewer Usage)		BID RESULTS			
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
9,000	8 1/2 x 11 24 lb. white paper, black print; 1 horizontal perf.	\$0.017	\$153.000	\$0.019	\$171.00
9,000	#10 standard window envelope; 24 WW; 1 color front	\$0.030	\$270.000	\$0.032	\$288.00
9,000	#9 courtesy reply envelope; 24 WW; 1 color front	\$0.026	\$234.000	\$0.027	\$243.00
3,000	Additional inserts (as needed)	\$0.025		\$0.025	
	Total Consumables		\$657.000		\$702.00
Pricing for Consumables (Delinquent Sewer Usage)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
1,100	8 1/2 x 11 24 lb. white paper, black print; 1 horizontal perf.	\$0.017	\$18.70	\$0.019	\$20.90
1,100	#10 standard window envelope; 24 WW; 1 color front	\$0.030	\$33.00	\$0.032	\$35.20
1,100	#9 courtesy reply envelope; 24 WW; 1 color front	\$0.026	\$28.60	\$0.027	\$29.70
367	Additional inserts (as needed)	\$0.025		\$0.025	
	Total Consumables		\$80.30		\$85.80
	Total Sewer Usage Bills		\$1,565.50		\$1,616.00
Pricing for Services (Sewer Assessment Bills)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
11,500	Processing for barcode, Zip + 4	\$0.01	\$115.00	\$0.01	\$115.00
11,500	Laser Printing	\$0.032	\$368.00	\$0.032	\$368.00
11,500	Folding	\$0.01	\$115.00	\$0.01	\$115.00
11,500	Inserting	\$0.03	\$345.00	\$0.03	\$345.00
11,500	Additional Inserts	\$0.025		\$0.025	
Per Hour	Programming/Setup	\$150.00		\$150.00	
	Total Services		\$943.00		\$943.00

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BID2019-250 TURNKEY OPERATION FOR PRINTING MAILING OF WATER, SEWER TAX BILLS

BID RESULTS

D3 LOGIC

Pricing for Services (Delinquent Sewer Assessment Bills)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
3,000	Processing for barcode, Zip + 4	\$0.01	\$30.00	\$0.01	\$30.00
3,000	Laser Printing	\$0.032	\$96.00	\$0.032	\$96.00
3,000	Folding	\$0.01	\$30.00	\$0.01	\$30.00
3,000	Inserting	\$0.03	\$90.00	\$0.03	\$90.00
3,000	Additional Inserts	\$0.025		\$0.025	
Per Hour	Programming/Setup	\$150.00		\$150.00	
	Total Services		\$246.00		\$246.00
Pricing for Consumables (Sewer Assessment Bills)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
11,500	8 1/2 x 14 24 lb. white paper, color text, 4 horizontal perfs	\$0.045	\$517.50	\$0.045	\$552.00
11,500	Outgoing envelope 6" x 9 1/2"; window, 24 WW; 1 color font	\$0.080	\$920.00	\$0.085	\$977.50
3,833	Additional inserts (as needed) (3 per page)	\$0.025		\$0.025	
	Total Consumables		\$1,437.50		\$1,529.50
Pricing for Consumables (Delinquent Sewer Assessment Bills)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
3,000	8 1/2 x 14 24 lb. white paper, color text, 4 horizontal perfs	\$0.045	\$135.00	\$0.048	\$144.00
3,000	#10 Standard Window Envelope; 24 WW; 1 color font	\$0.030	\$90.00	\$0.032	\$96.00
1,000	Additional inserts (as needed) (3 per page)	\$0.025		\$0.025	
	Total Consumables		\$225.00		\$240.00
	Total Sewer Assessment		\$2,851.50		\$2,958.50
Continued Next Page					

BID2019-250 TURNKEY OPERATION FOR PRINTING MAILING OF WATER, SEWER TAX BILLS

BID RESULTS

D3 LOGIC

Pricing for Services (Tax Bills)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
85,000	Processing for Barcode, ZIP + 4	\$0.01	\$850.00	\$0.01	\$850.00
85,000	Laser Printing	\$0.03	\$2,550.00	\$0.03	\$2,550.00
85,000	Folding	\$0.01	\$850.00	\$0.01	\$850.00
85,000	Inserting	\$0.03	\$2,550.00	\$0.03	\$2,550.00
85,000	Additional Inserts (cut to 1/3 letter size, color paper, black text)	\$0.025		\$0.025	
Per Hour	Programming/Setup	\$150.00		\$150.00	
	Total Services		\$6,800.00		\$6,800.00
Pricing for Services (Delinquent Tax Bills)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
20,000	Processing for Barcode, ZIP + 4	\$0.01	\$200.00	\$0.01	\$200.00
20,000	Laser Printing	\$0.03	\$600.00	\$0.03	\$600.00
20,000	Folding	\$0.01	\$200.00	\$0.01	\$200.00
20,000	Inserting	\$0.03	\$600.00	\$0.03	\$600.00
20,000	Additional Inserts (cut to 1/3 letter size, color paper, black text)	\$0.025		\$0.025	
Per Hour	Programming/Setup	\$150.00		\$150.00	
	Total Services		\$1,600.00		\$1,600.00
Pricing for Consumables (Tax Bills)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
85,000	8 1/2 x 14, 24lb. White paper, color text, 3 horizontal perfs, 2 vertical perfs.	\$0.042	\$3,570.00	\$0.042	\$3,570.00
85,000	Outgoing envelope, 6"x9 1/2"; window. 24 WW; 1 color font	\$0.030	\$2,550.00	\$0.032	\$2,550.00
28,333	Additional inserts (as needed) (3 per page)	\$0.025		\$0.025	
	Total Consumables		\$6,120.00		\$6,120.00
Continued Next Page					

BID2019-250 TURNKEY OPERATION FOR PRINTING MAILING OF WATER, SEWER TAX BILLS

BID RESULTS

D3 LOGIC

Pricing for Consumables (Delinquent Tax Bills)					
Quantity	Description	Price-Year 1	Total-Year 1	Price-Year 2	Total-Year 2
20,000	8 1/2 x 14 24 lb. white paper, color text, 4 horizontal perfs	\$0.042	\$840.00	\$0.042	\$840.00
20,000	#10 Standard Window Envelope; 24 WW; 1 color font	\$0.030	\$600.00	\$0.032	\$600.00
28,333	Additional inserts (as needed) (3 per page)	\$0.025		\$0.025	
	Total Consumables		\$1,440.00		\$1,480.00
	Total Tax Bills		\$15,960.00		\$16,170.00
	Total Complete Bid		\$38,202.00		\$39,054.30
Note	Total Complete Bid Price does not include inserts or programming fees (if necessary) or postage				

Bid2019-250 Turnkey Operation for Printing & Mailing of Water, Sewer, & Tax Bills						
These were the vendors sent specifications for this bid.						
VENDOR	ADDRESS	CITY	STATE	ZIP	EMAIL	
Acumen Printing, LLC	2905 Post Rd., Ste. 11	Warwick	RI	02886	Kristin@acumenprinting.necoxmail.com	
Alcom Printing Group, Inc.	140 Christopher Lane	Hartleysville	PA	19438	popp@alcomprinting.com	
Cash Cycle Solutions	3035-R Horseshoe Lane	Charlotte	NC	28208		
Color Q	540 Richard St.	Miamisburg	OH	45342		
Copy World Printers	1728 Warwick Ave.	Warwick	RI	02889	anglo@copyworldri.com	
Corporate Mailing Services	8 Forest Parkway	Shelton	CT	06484	lvitrella@corporatemailingservices.com	
Crosstown Press	829 Park Ave.	Cranston	RI	02910	info@crosstownpress.com	
D3Logic	89 Commercial Way	E. Providence	RI	02914	Thomas.berard@d3logic.com; Ray.marotto@d3logic.com	
DLM & Associates, Inc.	234 Brooks St.	Worcester	MA	01606	dean@d3prints.com	
e-LYNXX Corp.	PO Box W	Chambersburg	PA	17201	Marlene.college@e-lynxx.com	
Graphic Image	561 Boston Post Rd.	Milford	CT	06460	jose@graphicimage.net; leigh@graphicimage.net	
Grossman Marketing Group	30 Cobble Hill Rd.	Somerville	MA	02143	jthicks@grossmanmarketing.com	
J.B. Foley Printing Company	999 Chalkstone Ave.	Providence	RI	02908	info@jfoley.com	
Jane Lee Design					jane@janeleedesign.com	
Lawrence & Brooks, Inc.	12 Sheldon St.	Providence	RI	02906	striedman@lawrenceandbrooks.com	
Mailways, Inc.	PO Box 4926	Manchester	NH	03108	jim@mailways.net	
Mark Altman & Associates	428 Main St.	Hudson	MA	01749	procurement@markaltman.com	
Meridian Printing	1538 S. County Trail	E. Greenwich	RI	02818	pterreri@meridianprinting.com	
New England Office Supplies	135 Lundquist Dr., Ste. 2	Braintree	MA	02184	randyb@neousa.com	
Omnicolor Printing/Village Press, Inc.	331 North Broadway	East Providence	RI	02916	jim@omnicolorprinting.com	
Paul & Partners	43670 Trade Center Pl. #150	Dulles	VA	20166	Ellen@paulandpartners.net	
Pinnacle Data Sys	350 Automation Way	Birmingham	AL	35210	Mitch.anderson@pinnacledata.com	
Premier Graphics	860 Honeyspot Rd.	Stratford	CT	06614	info@premieruplink.com; shuban@premieruplink.com	
Regine Printing Co.	208 Laurel Hill Ave.	Providence	RI	02909	info@regineprinting.com	
SourceLink	3303 Westtech Rd.	Miamisburg	OH	45342	agrado@sourceLink.com	
SunGard Output Solutions / A Division on SunGard Business Sys	350 Automation Way	Birmingham	AL	35210	John.gendrich@sungard.com	
The Field Companies, Inc.	385 Pleasant St.	Watertown	MA	02471	kevinm@fieldcompanies.com; joem@fieldcompanies.com	



Kyla A. Jones
Tax Collector

Joseph Solomon
Mayor

CITY OF WARWICK
TAX COLLECTOR'S OFFICE
3275 POST ROAD
WARWICK, RHODE ISLAND 02886
(401) 738-2002

March 4, 2019

Mrs. Patricia Peshka
3275 Post Rd
Warwick, RI 02886

RE: Bid #2019-250 Turnkey Operation for Printing & Mailing of Water, Sewer & Tax Billing

The City of Warwick is seeking a company for Turnkey Operation for Printing & Mailing of Water, Sewer & Tax Billing for a 2 year term from May 2, 2019 through May 1, 2021. The City's previous contract was awarded under bid# 2017-259 with terms of May 2, 2017 through May 1, 2019. Bid 2019-250 was opened on February 20, 2019 with one vendor submitting a bid which was D3 Logic.

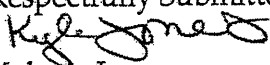
D3 Logic is the recommended vendor, they have over 25 years of experience and over 40 municipalities' bill printing bids. D3 Logic has worked previously with the City of Warwick for at least 12 non-concurrent years. D3 Logic is familiar with the intricate needs of the City and have always provided successful results in the past. Please note that postage is not part of the bid price as it is paid directly by the City of Warwick at the applicable rate at the time of the mailings.

This process will be funded by 3 accounts based upon the department that correlates with the billing.

The total bid price for the 2 year contract is as follows:

		Year 1	Year 2	Grand Total
Tax Collector's	22-202	\$ 16,758.00	\$16,978.50	\$33,736.50
Water	84-202	\$18,716.25	\$19,320.00	\$38,036.25
Sewer	80-202	\$ 4,637.85	\$4,803.25	\$9,441.10
Total		\$40,112.10	\$41,101.75	\$ 81,213.85

These figures represent a 5% increase in the totals which is due to fluctuation in bills being printed.

Respectfully Submitted,

Kyla A. Jones

Bid2019-252 Rescue Service Billing Administration

- 7 bids submitted

CODE: 302-0404 Rescue Service Fees Billing Admin.
/Comstar Inc **\$315,000.00**
03-525 Rescue Service Fees **Revenue**

MANNER OF AWARD: \$315,000.00
April 1, 2019 – March 31, 2022

RECOMMEND: Comstar, LLC

Comstar, LLC	8 Turcotte Memorial Dr.	Rowley, MA 01969
Northeast Ambulance Billing	26 Turner St.	Providence, RI 02908
Change Healthcare Technology Enabled Services LLC	5995 Windward Parkway	Alpharetta, GA 30005
Digitech Computer, Inc.	480 Bedford Rd. Bldg. 600 2 nd Floor	Chappaqua, NY 10514
Life Line Billing Systems, LLC Dbas LifeQuest Services	N2930 State Road 22	Wautoma, WI 54982
DMMS	71 Omega Dr. Building D	Newark, DE 19713
Quick Med Claims, LLC	275 Curry Hollow Rd.	Pittsburgh, PA 15236

Pricing as Follows

Continued next page

RFP2019-252 Rescue Service Billing Administrator
Bid Results

	<u>Comstar</u>	<u>Northeast Ambulance</u>	<u>Life Line</u>	<u>Change Healthcare</u>	<u>Digitech Computer</u>	<u>DMMS</u>	<u>Quick Med</u>
Contract Year Ended	Administrative Fee-Percentage of Collections	Administrative Fee-Percentage of Collections	Administrative Fee-Percentage of Collections	Administrative Fee-Percentage of Collections	Administrative Fee-Percentage of Collections	Administrative Fee-Percentage of Collections	Administrative Fee-Percentage of Collections
31-Mar-20	2.75%	2.75%	3%	3.15%	3.5%	4.5%	5.5%
31-Mar-21	2.75%	2.75%	3%	3.15%	3.5%	4.5%	5.5%
31-Mar-22	2.75%	2.75%	3%	3.15%	3.5%	4.5%	5.5%
Contract Year Ended	Fee for Posting Collection Agency Payments- Percentage of Collection Agency Collections	Fee for Posting Collection Agency Payments- Percentage of Collection Agency Collections	Fee for Posting Collection Agency Payments- Percentage of Collection Agency Collections	Fee for Posting Collection Agency Payments- Percentage of Collection Agency Collections	Fee for Posting Collection Agency Payments- Percentage of Collection Agency Collections	Fee for Posting Collection Agency Payments- Percentage of Collection Agency Collections	Fee for Posting Collection Agency Payments- Percentage of Collection Agency Collections
31-Mar-20	0%	0%	2%	0%	3.5%	0%	0%
31-Mar-21	0%	0%	2%	0%	3.5%	0%	0%
31-Mar-22	0%	0%	2%	0%	3.5%	0%	0%

2019-252 Rescue Service Billing Administration									
The following vendors were sent specifications									
VENDOR		ADDRESS	CITY	STATE	ZIP	EMAIL			
Accurate Billing Solutions	58 Newell St.	West Warwick	RI	02817	absolutionsllc15@gmail.com				
Advanced Data Processing, Inc.	Nine Juniper Dr.	Granby	CT	06035					
Advanced Data Processing, Inc. d/b/a Intermedix	6451 N. Federal Hwy., Ste. 1002	Ft. Lauderdale	FL	33308					
Automated Medical Billing Solutions									
Be Your Biller, LLC	2733 Post Rd.	Warwick	RI	02886	mferreira@alartems.com				
Billing Plus, LLC	65 Richard Dr.	Portsmouth	RI	02871					
Certified Ambulance Group, Inc.	PO Box 290184	Wethersfield	CT	06129					
Change Healthcare Technology Enabled Services, LLC	3055 Lebanon Pike, Ste. 1000	Nashville	TN	37214	jacqueline.herrera@mckesson.com				
Claimspro LLC	45 Plymouth St.	Cranston	RI	02920					
Comstar	Eight Turcotte Memorial Dr.	Rowley	MA	01969	Rick.martin@comstarbilling.com; jtassi@comstarbilling.com; jhulbert@comstarbilling.com				
Credit Bureau Systems, Inc. d/b/a Ambulance Medical Billing	100 Fulton Ct.	Paducah	KY	42001	bharrod@marsbilling.com				
Digitetch Computer, Inc.	480 Bedford Rd., Bldg. 600, 2nd Fl	Chappaqua	NY	10514	mschiowitz@digitechcomputer.com				
DocBill, Inc	1660 Broad St.	Cranston	RI	02905					
Elite Medical Billing	590 Fish Rd.	Tiverton	RI	02878					
High Quality Billing	95 Sockanosset Cross Rd. Suite 307	Cranston	RI	02920					
Ingenix, Inc.	12125 Technology Dr.	Eden Prairie	MN	55344					
Life Line Billing Systems, LLC d/b/a LifeQuest Services	N2930 State Rd. 22	Wautoma	WI	54982	mfinn@lifequest-services.com				
Lighthouse MD	70 Royal Little Dr.	Providence	RI	02904					
Medical Solutions Unlimited, Inc.	1700 Wendover Rd./PO Box 16921	Bristol	VA	24209	medicalsolutions@hughes.com				
Net Gain Marketing, Inc.	PO Box 353	Collingswood	NJ	08108	Doc.Mirino@MyGovWatch.com				
New England Medical Billing	75 Newman Ave., Ste. 100	Rumford	RI	02916	thall@nemb.net				
Northeast Ambulance Billing, LLC	26 Turner St.	Providence	RI	02908	joeb@neambulancebilling.com				
The Dawson Group	41 Sharpe Dr.	Cranston	RI	02920	kdawson@the-dawson-group.com				
TSI NE Customer Service	PO Box 587	Chepachet	RI	02814					
Mentor Medical Management	1130 Ten Rod Rd.	North Kingstown	RI	02852					
New Horizons Medical Billing LLC	56 Sweetbriar Dr.	Cranston	RI	02920					
Select Medical Billing	400 Bald Hill Rd. Suite 530	Warwick	RI	02886					
Unimed Billing, Inc.	120 Dudley St. Suite 201	Providence	RI	02905					



Brian M. Silvia
Finance Director

Joseph J. Solomon
Mayor

CITY OF WARWICK
FINANCE DEPARTMENT
3275 POST ROAD
WARWICK, RHODE ISLAND 02886

To: Patricia Peshka, Purchasing Agent
From: Brian M. Silvia, Finance Director
Date: 3/5/2019
Re: Bid# 2019-252 Rescue Service Billing Administration

The City of Warwick is seeking a vendor for its Rescue Service Billing Administration contract. The proposed term of this contract would be April 1, 2019 through March 31, 2022. The City's previous contract was awarded under bid# 2017-045, with a term of July 1, 2016 through June 30, 2018. The City has performed several three month extensions of this contract, with the current expiring on March 31, 2019. Bid# 2019-252 was opened on March 1, 2019 with 7 vendors submitting bids, with the low bid coming from Comstar of Rowley, MA & Northeast Ambulance Billing of Providence, RI.

An evaluation of the bids submitted was performed with the recommended vendor being Comstar, based on the administrative fee, qualifications, administrative procedures and monthly reports. Comstar was both the low bidder and had the most experience with municipal fire departments and/or fire districts. Comstar is the current vendor and has worked very well in the past both with representatives of the Fire Department and Finance Department of the City of Warwick. Comstar was very helpful during the recent process the City went through in reviewing its current rescue billing rates and updating them to comparable levels of the City's neighboring communities.

This contract will be funded from account number 302-0404 (Rescue Service Fees Billing Admin. - Comstar), with a projected cost of \$315,000 or \$105,000 annually. The revenue collected related to this contract is posted in account number 03-525 (Rescue Service Fees). This account has an adopted fiscal year 2019 budget of \$2,900,000. Moving forward, the City intends to use a collection agency to collect delinquent rescue service billing accounts. The City's next Collection Agency contract, inclusive of the delinquent rescue billing accounts will be brought before the City Council for consideration later this spring-2019.

Respectfully Submitted,

Brian M. Silvia
Finance Director
City of Warwick, RI

THE CITY OF WARWICK

EVALUATION OF RESCUE SERVICE BILLING ADMINISTRATOR

BID # 2019-252

Categories For Consideration	Category Points	Digitech	Comstar	North East	DMMS	Quick Med	Lifesequest Services	Change Healthcare Technologies
1 Administrative Fee (40 Points)								
Admin Fee - Percentage of Collections	30.00	24.00	30.00	30.00	18.00	12.00	27.00	25.50
Posting Collection Agency - Percentage of Collections	6.00	1.50	6.00	6.00	6.00	6.00	3.00	6.00
No Additional Fees Attached	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00
2 Qualifications (25 Points)								
Experience Processing Gov't Claims	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
References-RI Gov't Clients	10.00	6.00	10.00	5.00	5.00	7.00	5.00	5.00
Ability to Meet Monthly With Finance Staff	5.00	0.00	5.00	5.00	0.00	0.00	0.00	0.00
Liability Insurance	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
3 Administrative Procedures (20 Points)								
Electronic Claim Transfer	2.50	2.50	2.50	2.50	2.50	2.50	2.50	2.50
Billing Procedures-Incl Contractual Write Off	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50
Incident Report Review by Certified Coder	5.50	5.50	5.50	5.50	5.50	5.50	5.50	5.50
HIPAA Conformance	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50
Procedure For Reviewing Legislative/Contract Changes	2.50	1.50	1.50	2.00	1.50	1.50	2.00	2.00
Data Retention - 7 Years After Termination	2.50	2.50	2.50	2.50	2.50	2.50	2.50	2.50
4 Monthly Reports (15 Points)								
Accounts Receivable Summary	3.75	3.75	2.75	3.00	2.75	2.75	3.75	3.00
Accounts Receivable Aging	3.75	3.75	2.75	3.00	2.75	2.75	3.75	3.00
Refund Report	3.75	3.75	2.75	3.00	2.75	2.75	3.75	3.00
Procedure Analysis	3.75	3.75	2.75	3.00	2.75	2.75	3.75	3.00
Grand Totals:	100.00	79.50	95.00	91.50	73.00	69.00	83.50	82.00