

Otis Elevator Pricing

The Metro Government of Nashville & Davidson County, TN awarded a cooperative purchasing agreement to Otis Elevator Company for elevator, escalator maintenance and repair.

Participating agencies may contract with Otis Elevator and receive discounts and value added solutions on a comprehensive program unique to their needs and requirements from the world's leading provider of elevator and escalator service.

PLEASE NOTE: Due to the uniqueness of each agency's needs, participants must work with their local Otis teams to determine the appropriate program for their particular maintenance requirements.

Program pricing is based on a variety of factors including, but not limited to:

- Type of equipment (relay vs. microprocessor)
- Age, model, and condition of existing equipment
- Actual rise and number of openings
- Resident mechanic, route structure, fixed labor requirements, overtime requirements
- Equipment usage
- Building specific requirements
- Outdoor elevator/escalator pricing dependent on conditions and waterproof protection

Otis Elevator will conduct a thorough site survey to establish each specific agency's requirements. There is no cost associated with the site survey and the resulting report.

Otis has approximately 400 local branch offices across the country to work with National IPA participating agencies.

Participating agencies will also benefit from the following value adds in the awarded agreement:

- Otis Maintenance Management System (OMMS) based on usage tailored to your specific buildings
- Remote Elevator Monitoring (REM) for fast and accurate diagnostics 24 hours a day
- Otis eService for immediate access to monitor performance via the internet for all customers
- Specialized reporting per site needs
- Quality Assurance Plan
- Education and training on a continuing basis for all field personnel
- Internationally recognized "Green" initiatives with Gen2 Elevator and other energy savings programs and equipment
- Comprehensive parts inventory in all locations
- Otis Service Center offering 24 hour delivery of needed material
- Otis Remote Online Expert (ROLE) ensuring all mechanics have engineering access
- 24/7 response, owned & operated by Otis through our OtisLine call center
- Local and national training customized for each agency based on equipment in your buildings
- Full modernization capabilities at your service as needed for budgeting and latest technology upgrades

RFQ #894517 Elevator, Escalator, Lifts Maintenance, Repair & Related Services

Exhibit C: National Rates

Rate Subject to Annual Escalation - Historically Line item pricing is 90% Labor 10% Material

State	Standard Time Technician Rate
Alabama (using Birmingham & Mobile metro areas)	\$230.40
Alaska (using metro area of Anchorage)	\$276.00
Arizona (using Phoenix & Tucson metro areas)	\$230.40
Arkansas (using metro area of Little Rock)	\$230.40
California (using L.A., San Diego, Fresno, & San Francisco metro areas)	\$276.00
Colorado (using Denver & Colorado Springs metro areas)	\$252.96
Connecticut (using Bridgeport & Hartford metro areas)	\$276.00
Delaware (using metro area of Wilmington)	\$252.96
District of Columbia	\$252.96
Florida (using Tallahassee, Jacksonville, Orlando, Tampa, & Miami metro areas)	\$230.40
Georgia (using Atlanta, Augusta, & Macan metro areas)	\$230.40
Hawaii (using metro area of Honolulu)	\$287.36
Idaho (using metro area of Boise)	\$230.40
Illinois (using Chicago, Springfield, & Belleville metro areas)	\$252.96
Indiana (using Indianapolis & Fort Wayne metro areas)	\$230.40
Iowa (using Des Moines & Cedar Rapids metro areas)	\$230.40
Kansas (using Wichita & Topeka metro areas)	\$230.40
Kentucky (using Louisville & Paducah metro areas)	\$230.40
Louisiana (using New Orleans & Shreveport metro areas)	\$230.40
Maine (using metro area of Portland)	\$230.40
Maryland (using Baltimore & Salisbury metro areas)	\$252.96
Massachusetts (using Metro area of Boston)	\$276.00
Michigan (using Detroit & Grand Rapids metro areas)	\$230.40
Minnesota (using Minneapolis & St. Paul metro areas)	\$230.40
Mississippi (using the metro area of Jackson)	\$230.40
Missouri (using St. Louis, Kansas City, & Springfield metro areas)	\$230.40
Montana (using metro area of Billings)	\$230.40
Nebraska (using metro area of Omaha)	\$230.40
Nevada (using Las Vegas & Reno metro areas)	\$230.40
New Hampshire (using metro area of Concord)	\$252.96
New Jersey (using Newark, Toms River, & Atlantic City metro areas)	\$276.00
New Mexico (using Albuquerque & Santa Fe metro areas)	\$230.40
New York (using N.Y., Syracuse, Buffalo, & Albany metro areas)	\$287.36
North Carolina (using Charlotte, Raleigh-Durham, & Winston-Salem metro areas)	\$230.40
North Dakota (using metro area of Fargo)	\$230.40
Ohio (using Cincinnati, Columbus, Toledo, & Cleveland metro areas)	\$230.40
Oklahoma (using Oklahoma City & Tulsa metro areas)	\$230.40

Oregon (using Portland & Eugene metro areas)	\$252.96
Pennsylvania (using Pittsburgh & Philadelphia metro areas)	\$252.96
Rhode Island (using metro area of Providence)	\$252.96
South Carolina (using Columbia & Charleston metro areas)	\$230.40
South Dakota (using Rapid City & Sioux Falls metro areas)	\$230.40
Tennessee (Other than Metro Nashville)	\$230.40
Texas (using Dallas, Ft. Worth, Austin, & San Antonio metro)	\$252.96
Utah (using metro area of Salt Lake City)	\$230.40
Vermont (using metro area of Burlington)	\$252.96
Virginia (using Fairfax, Richmond, & Norfolk metro areas)	\$252.96
Washington (using Seattle & Spokane metro areas)	\$287.36
West Virginia (using metro area of Charleston)	\$230.40
Wisconsin (using Milwaukee, Madison, & Green Bay metro)	\$230.40
Wyoming (using metro area of Casper)	\$230.40

RFQ#894517 Repair & Callback Rates for Elevators, Escalators, & Chair/Platform Lifts

Exhibit C - Bid Form

All yellow highlighted fields should be completed to be considered in the evaluation to award. Failure to follow these instructions could deem your company non-responsive to this request for proposal.

Pricing Description	Unit Amount	Unit	Estimated Annual Quantity	Extended Total
Certified Technician Rate - Normal Hours (7:00 AM to 5:00 PM, Monday-Friday)	\$ 160.00	Hourly Rate	500	\$ 80,000.00
Certified Technician Rate - Outside Normal Hours (including weekends)	\$ 320.00	Hourly Rate	250	\$ 80,000.00
Certified Technician Rate - Emergency Call Out	\$ 320.00	Hourly Rate	100	\$ 32,000.00
Certified Technician Rate - Holiday Hours	\$ 320.00	Hourly Rate	50	\$ 16,000.00
Helper Technician - Normal Hours (7:00 AM to 5:00 PM, Monday-Friday)	\$ 120.00	Hourly Rate	500	\$ 60,000.00
Helper Technician - Outside Normal Hours (including weekends)	\$ 240.00	Hourly Rate	250	\$ 60,000.00
Helper Technician - Emergency Call Out	\$ 240.00	Hourly Rate	100	\$ 24,000.00
Helper Technician - Holiday Hours	\$ 240.00	Hourly Rate	50	\$ 12,000.00
Preventative Maintenance Rate	\$ 160.00	Hourly Rate	1000	\$ 160,000.00
TOTAL ANNUAL LABOR AMOUNT				\$ 524,000.00
Percentage discount off MSRP pricing for Elevator Equipment Parts (Documentation of Offeror's cost will be required, when applicable)	No discount to be offered. A 15% increase for profit	Percentage Discount	\$ 100,000.00	\$ 100,000.00
TOTAL ANNUAL PARTS AMOUNT				\$ 100,000.00
TOTAL ANNUAL BID AMOUNT				\$ 624,000.00

Note: The Hourly Rates should be all-inclusive of labor, travel, and any additional fees of service.
Note: The Estimated Quantities listed in Column D are estimates only used for evaluation purposes of this solicitation. Metro does not guarantee any minimum or maximum amount of hours or dollar value of parts/materials under this contract.
Note: If awarded a contract, Offeror will be required to submit itemized invoicing for Metro jobs performed. These invoices will correlate to the given pricing above, including the percentage discount for parts and materials.

Escalation/De-escalation Enter in the total Maximum Percentage of Escalation that may apply to your Hourly Rates provided in the table above. Otherwise, leaving the Maximum Percentage of Escalation at 0.00% will assume that your Hourly Rates will remain the same over the 5-year term of the contract and the Offeror will not be able to change the price if awarded a contract. For evaluation purposes, the Maximum Percentage of Escalation entered by the Offeror will be applied for Years 2-5 to reach a Total Maximum Contract Value. This Total Maximum Contract Value is the amount that all Offerors will be evaluated against. Note: Pricing on this Bid Form shall remain as bid for the first 12- months from the filing date for the contract and then may be subject to Escalation requests not to exceed the Maximum Percentage of Escalation as identified herein and in accordance with the Escalation/De-escalation clause within the Contract Terms and Conditions.	Maximum Percentage of Escalation		5.00%
	Year	Escalation Increase on Hourly Rates	Total Annual Bid Amount with Maximum % of Escalation
	2	\$ 168.00	\$655,200.00
	3	\$ 176.40	\$687,960.00
	4	\$ 185.22	\$722,358.00
	5	\$ 194.48	\$758,475.90
	TOTAL MAXIMUM CONTRACT VALUE (for evaluation purposes only)		\$ 3,447,993.90

Note: The Total Maximum Contract Value is for evaluation purposes only and does not represent the actual contract value that may be awarded. Metro does not guarantee any minimum or maximum amount of hours or dollar value of parts/materials under this contract.

On-Site Response Times	Hours/Minutes
State guaranteed on-site response time for service calls during <i>normal business hours</i> .	2
State guaranteed on-site response time for service calls <i>outside normal business hours</i> .	4
State guaranteed on-site response time for service calls during <i>holiday hours</i> .	4
State guaranteed on-site response time for EMERGENCY service calls from Metro during <i>normal business hours</i> .	1
State guaranteed on-site response time for EMERGENCY service calls from Metro <i>outside normal business hours</i> .	2
State guaranteed on-site response time for EMERGENCY service calls from Metro during <i>holiday hours</i> .	2

Note: Each Offeror must meet the minimum requirement of 1-hour response times for correspondence to any call from Metro. The response times listed in the table to the left should be reflective of the guaranteed on-site response times.

Additional Pricing Information	
Provide details of and propose additional discounts for volume orders, special manufacturer's offers, minimum order quantity, free goods programs, total annual spend, etc. (Use additional pages if necessary) To be determined based on final contract terms.	On Material Discounts : Otis does not provide discounts for material. Instead, our material price will include an increase of 15% to cover profit and overhead. Annual Price Escalation : The contract price will be adjusted on each annual anniversary date of this agreement and will reflect increases and decreases associated with the labor rate adjustment under Otis' contract with the International Union of Elevator Constructors (IUEC Contract) and the index of the "Produce Commodity Prices for Metals and Metal Products" published by the U.S. Department of Labor, Bureau of Statistics. Ten percent (10%) of the original Contract Price will be increased or decreased by the percent increase or decrease shown by the index of Producer Commodity Prices for Metals and Metal Products compared with the index on 2/1/2016 which was 188.10 . Ninety percent (90%) of the original Contract Price will be increased or decreased by the percent increase or decrease in the straight time hourly labor cost under the IUED contract on 1/1/2016 which was 72.856. The phrase "straight time hourly labor cost" means the sum of the straight time hourly rate plus the hourly cost of fringe benefits paid to elevator examiners in the locality where the equipment is maintained.
Ordering Methods	

<p>Describe available ordering methods - online ordering, order tracking, search options, order history, etc.</p>	<p>Otis provides multiple means by which its customers can keep track of the work being performed. The first of which is eService, which is an online reporting tool that keeps a record of any activity that occurs with your elevators. It will also send out event driven emails, should any key members of Metro rather receive those than access the website. We also have our Otisline 24/7 emergency line that the customer can call to place service calls, check in-status calls, make specific building notes and information, etc. Information on both of these services can be found in the bid documents accompanying this bid form.</p>
<p>Warranty Information</p> <p>Describe any warranty information on work and service. If no warranty applies, please state that in the yellow box provided.</p>	<p>Below is the Otis standard language for any service work completed under this contract. All Otis New Equipment and modernization installations completed by Otis have a one year warranty from acceptance date. All Otis upgrade and repair work will warrant that any equipment provided shall be free from defects in workmanship and material. Any defects found in the components of the equipment worked on shall be given to us by you within ninety (90) days after the completion of work. Please note any warranties can be updated on a case by case basis upon award.</p>
<p>Holiday Schedule</p> <p>Define your holiday schedule in the yellow box provided.</p>	<p>Our Holiday Schedule: New Year's Day, Memorial Day, Independence Day, Labor Day, Veteran's Day, Thanksgiving Day, Day After Thanksgiving, Christmas Day.</p>

RFQ#894517 Replacement & New Installation for Elevators, Escalators, & Chair/Platform Lifts

Exhibit D - Bid Form

All yellow highlighted fields should be completed to be considered in the evaluation to award. Failure to follow these instructions could deem your company non-responsive to this request for proposal.

Pricing Description	Unit Amount	Unit	Estimated Annual Quantity	Extended Total
Certified Technician Rate - Normal Hours (7:00 AM to 5:00 PM, Monday-Friday)	\$ 160.00	Hourly Rate	500	\$ 80,000.00
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Helper Technician - Emergency Call Out	\$ 240.00	Hourly Rate	100	\$ 24,000.00
Helper Technician - Holiday Hours	\$ 240.00	Hourly Rate	50	\$ 12,000.00
Preventative Maintenance Rate	\$ 160.00	Hourly Rate	1000	\$ 160,000.00
TOTAL ANNUAL LABOR AMOUNT				\$ 524,000.00
Percentage discount off MSRP pricing for Elevator Equipment Parts (Documentation of Offeror's cost will be required, when applicable)	No discount to be offered. A 15% increase for profit	Percentage Discount	\$ 150,000.00	\$ 150,000.00
TOTAL ANNUAL PARTS AMOUNT				\$ 150,000.00
TOTAL ANNUAL BID AMOUNT				\$ 674,000.00

Note: The Hourly Rates should be all-inclusive of labor, travel, and any additional fees of service.
Note: The Estimated Quantities listed in Column D are estimates only used for evaluation purposes of this solicitation. Metro does not guarantee any minimum or maximum amount of hours or dollar value of parts/materials under this contract.
Note: If awarded a contract, Offeror will be required to submit itemized invoicing for Metro jobs performed. These invoices will correlate to the given pricing above, including the percentage discount for parts and materials.

Escalation/De-escalation Enter in the total Maximum Percentage of Escalation that may apply to your Hourly Rates provided in the table above. Otherwise, leaving the Maximum Percentage of Escalation at 0.00% will assume that your Hourly Rates will remain the same over the 5-year term of the contract and the Offeror will not be able to change the price if awarded a contract. For evaluation purposes, the Maximum Percentage of Escalation entered by the Offeror will be applied for Years 2-5 to reach a Total Maximum Contract Value. This Total Maximum Contract Value is the amount that all Offerors will be evaluated against. Note: Pricing on this Bid Form shall remain as bid for the first 12- months from the filing date for the contract and then may be subject to Escalation requests not to exceed the Maximum Percentage of Escalation as identified herein and in accordance with the Escalation/De-escalation clause within the Contract Terms and Conditions.	Maximum Percentage of Escalation		5.00%
	Year	Escalation Increase on Hourly Rates	Total Annual Bid Amount with Maximum % of Escalation
	2	\$ 168.00	\$707,700.00
	3	\$ 176.40	\$743,085.00
	4	\$ 185.22	\$780,239.25
	5	\$ 194.48	\$819,251.21
	TOTAL MAXIMUM CONTRACT VALUE (for evaluation purposes only)		\$ 3,724,275.46

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On-Site Response Times	Hours/Minutes
State guaranteed on-site response time for service calls during <i>normal business hours</i> .	2
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State guaranteed on-site response time for service calls during <i>holiday hours</i> .	4
State guaranteed on-site response time for EMERGENCY service calls from Metro during <i>normal business hours</i> .	1
State guaranteed on-site response time for EMERGENCY service calls from Metro <i>outside normal business hours</i> .	2
State guaranteed on-site response time for EMERGENCY service calls from Metro during <i>holiday hours</i> .	2

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