

**Empiric Solutions, Inc (Bid Manager)**  
**2016 VoIP Wiring Project RFP Responses**  
**RECOMMENDATION**

**\*RECOMMENED contract be awarded to low bidder**

September 5, 2016

**\*Total Communications Services (TCS)**

RANKED: #1 (Lowest Bidder)  
Bid: \$13,990  
Disclosure : ESI has worked with this contractor and had no negative experiences.  
Met RFP Requires: YES - Bid was complete and met the terms of the RFP  
Duration: 3 weeks  
Comments: Contractor is geographically the closest to Otsego County.  
Included projected start date as early as 1 week if required.

**Feyen Zylstra**

RANKED: #2  
Bid: \$17,775  
Prior Experience: ESI has worked with this contractor and had no negative experiences.  
Met RFP Requires: YES - with exception (see comments)  
Duration: 2.5 weeks  
Comments: Did not provide Hubbell Certification. Last ESI was aware this vendor was not Hubbell Certified.

**Master Electric**

RANKED: #3  
Bid: \$28,975.99  
Prior Experience: ESI has no prior experience with this contractor.  
Met RFP Requires: YES - Bid was complete and met the terms of the RFP  
Duration: 26 Working days (Longest of all respondents)  
Comments: Easily readable proposal with itemized materials list

**Amcomm**

RANKED: #4  
Bid: \$31,985 (Highest Bid)  
Prior Experience: ESI has no prior experience with this contractor.  
Met RFP Requires: YES  
Duration: Not defined  
Comments: Easily readable proposal with itemized materials list and impressive references.  
Contractor estimated high on the cabling materials by approximately 30% more cabling than bidders #1 and #2. However their price is still disproportionately higher than bidders #1 and #2.

Summarized by:

Eric D Seelye / 231-348-1035

Empiric Solutions, Inc.