

Boone County Purchasing

Liz Palazzolo
Senior Buyer



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NOTICE OF AWARD MEMORANDUM

TO: Melinda Bobbitt, Director and File
FROM: Liz Palazzolo, CPPO, C.P.M.
DATE: May 23, 2022
RE: RFP 08-04APR22 –Elevator Maintenance Services - Term and Supply

Request for Proposal RFP 08-04APR221 solicited proposals for Elevator Maintenance Services for the Boone County Facilities Maintenance Department. Four proposals and one “No Bid” were received:

- 1) Schindler Elevator Corporation of St. Louis, Missouri
- 2) Kone, Inc. of St. Louis, Missouri
- 3) TK Elevator Corporation of Ozark, Missouri
- 4) Otis Elevator Company of St. Louis, Missouri
- 5) McGilton Construction of Parkville, Missouri (No Bid)

The four proposals have been evaluated by an Evaluation Team consisting of the following personnel: Doug Coley, Director of the Boone County Facilities Maintenance Department; Jody Moore, Services Coordinator for the Boone County Facilities Maintenance Department; and Chuck Nichols, Senior Facilities Maintenance Technician for the Boone County Facilities Maintenance Department. The Evaluation Team met twice to conduct evaluation discussions.

One round of negotiation was pursued with all four offerors, and the Best and Final Offers were considered in the evaluation and scoring. Paragraph 4.5.4 and its subparagraphs (a) through (d) addressed the County’s ability and approach to negotiation of the proposals.

All four proposals have been evaluated for responsiveness to the mandatory terms and conditions of RFP 08-04APR22 and have been found responsive. A subjective evaluation was conducted by the Evaluation Team: Experience, Reliability, and Contractor Support was one category and it was weighted a maximum 25 points. The Method of Performance was a second subjective category and it was weighted a maximum 25 points. Cost, worth a maximum of 50 points, has been evaluated by the Purchasing Office; the cost point scores were not shared with the Evaluation Team until

after their subjective scoring was finished. It is noted for the record that Otis Elevator bid both 3% and 4% for their renewal pricing adjustment. I used 4% in the final cost evaluation in order to assess the County's maximum potential financial liability. I also reviewed Otis using 3% and it would not have changed the award outcome because it resulted in only one-half additional cost point. Since the objective of the cost evaluation is to assess maximum pricing, the 4% is what was used to compare pricing in the cost evaluation.

Subjective scores were added to cost scores and the outcome is shown below and in the attached score sheet:

Schindler receives 100 total evaluation points followed by Kone with 95 total points, then Otis with 88, and TK Elevator with 82 total points. Total points are computed by adding subjective scores with objective cost points. The attached Scoring Sheet shows actual scores.

The Evaluation Report and the Cost Evaluation, along with the Scoring Sheet follow this memo.

The award of contract will be made to Schindler Elevator Corporation of St. Louis, Missouri. The contract period will run 06/01/22 through 05/31/23 with four renewal options.

This is a Term and Supply contract. Payments for services will reference 6100 – Facilities Maintenance Building Maintenance/60050 – Equipment Services Contract: with \$8,555.00 budgeted; and 2705 – 911/Emergency Management Facilities Maintenance Building Maintenance/60050 - Equipment Services Contract: with \$2,160.00 budgeted.

Attachments

/lp

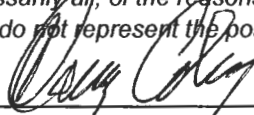
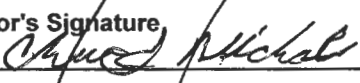
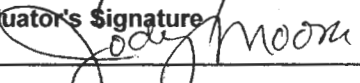
EVALUATION SCORING FORM

PURCHASING DEPARTMENT - BOONE COUNTY - MISSOURI

REQUEST FOR PROPOSAL 08-04APR22 - Elevator Maintenance Services - Term & Supply

	NAME OF OFFEROR	Experience/Reliability/ Contractor Support (25Points)	Proposed Method of Performance (25points)	TOTAL SUBJECTIVE POINTS (50 points)	For Purchasing Use Only	
					COST POINTS (50 points)	TOTAL POINTS (Max 100 points)
1	TK Elevator	21	25	46	36	82
2	Otis	24	25	49	39	88
3	Kone	23	25	48	47	95
4	Schindler	25	25	50	50	100 ✓

We hereby attest that the subjective points assigned to each offeror above were scored pursuant to the established evaluation criteria and represent our best judgement of the subjective areas of the offerors' proposals. We have attached a brief narrative which highlights some, but not necessarily all, of the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent our opinions only and do not represent the position of the Purchasing Department of Boone County, Missouri, or any other party.

	Doug Coley	Director	Fac. Maintenance
Evaluator's Signature	Evaluator Printed Name	Title	Dept.
	Chuck Nichols	Seri. Tech.	FM
Evaluator's Signature	Evaluator Printed Name	Title	Dept.
	Jody Moore	Service Coordinator	FM Admin
Evaluator's Signature	Evaluator Printed Name	Title	Dept.

Evaluation Report RFP 08-04APR22 – Elevator Services, Term & Supply

OFFEROR #1: Schindler

- The proposal from Schindler is deemed responsive to the mandatory terms and conditions of the RFP.

EXPERIENCE, RELIABILITY and CONTRACTOR SUPPORT: SCORE 25 of 25

Strengths:

- Schindler can trace its elevator business roots back to 1874
- Schindler is both manufacturer and maintenance/repair provider for elevators
- References include St. Mary's Health Center (Jefferson City, Mo); the State of Missouri Office of Administration (Jefferson City, Mo); and Boone Hospital Center (Columbia, Mo) – local references – large complexes – covers several elevators including renovations as well as routine maintenance and repair
- Supportive reference information provided by Boone Hospital Center
- No subcontracted work
- Primary service technician assigned to the County has 23+ years' experience, and previously served the County – favorable experience
- Named back-up technicians to primary service technician – experienced back-up staff being offered ranging from 5 to 28 years' experience servicing and repairing elevators

Concerns:

- None

METHOD OF PERFORMANCE: SCORE 25 of 25

Strengths:

- Single point of contact identified for the County's account – actually 2 – Matt Kenning and Ed Barfield – available Mondays-Fridays, 8AM-5PM
- Local branch in St. Louis but have local office in Columbia Missouri
- Service technician deploys from reasonable distance to County buildings
- Have detailed approach to routine scheduled service as well as other preventative diagnostics and checks done at certain intervals throughout year
- Emergency dispatch center operates 24x7, 800# provided
- Additional support is their preventative monthly maintenance plans – Maintenance Control Plans, 24/7 Dispatch Center

Concerns:

- Additional terms to County's Standard Terms and Conditions – satisfactorily addressed in BAFO Response

OFFEROR #2: Otis Elevator

- The proposal from Otis Elevator is deemed responsive to the mandatory terms and conditions of the RFP.

EXPERIENCE, RELIABILITY and CONTRACTOR SUPPORT: SCORE 24 of 25

Strengths:

- Otis Elevator can trace its elevator business history back to 1859 – maintains 2.1 million units – has 1,400 branch offices – provides services in over 200 countries
- Otis is both manufacturer and maintenance/repair provider for elevators
- References include the University of Missouri, Anheuser Busch, GSA Federal Center, Chase Park Plaza, Ameristar Casino & Hotel, and the Capital Region Medical Center – renovations and full maintenance
- Primary service technician has 22+ years’ experience, state licensed, certified through the National Elevator Industry Education Program (NEIEP)

Concerns:

- None

METHOD OF PERFORMANCE: SCORE 25 of 25

Strengths:

- Single point of contact identified for County’s account – Stefani Cronley– available Mondays-Fridays, 8AM-5PM
- Technician located in Columbia
- Additional support through its local office; is known for hands-on approach with high level of supervision and emphasis on strict compliance ensuring all maintenance is performed, repeat calls are eliminated, and technical problems are identified quickly, escalated, and abated efficiently

Concerns:

- Additional terms to County’s Standard Terms and Conditions – satisfactorily addressed in BAFO Response

OFFEROR #3: Kone

- The proposal from Kone is deemed responsive to the mandatory terms and conditions of the RFP.

EXPERIENCE, RELIABILITY and CONTRACTOR SUPPORT: SCORE 23 of 25

Strengths:

- Kone can trace its elevator business back 127 years – has been doing business as Kone since 2000
- Kone is both manufacturer and maintenance/repair provider for elevators
- References include Truman State University (Kirksville, Mo), and Madison County Government (IL) doing maintenance and repair
- Currently provide service to the Missouri Secretary of State
- Boone County’s current contractor; service has improved since new service technician assigned to County account; previous service sometimes deficient and poorly communicated
- Primary service technician has 30+ years’ experience, state licensed – a known, reliable performer for the County

Concerns:

- The County has relied on Kone for elevator maintenance and service for the past 4+ years with mixed results. Currently service is acceptable but service in the past required repeat service visits to complete repair and incomplete communication about status.
- Kone’s standardized reporting leaves the customer with questions about actual work performed or status of repair/parts replacement

METHOD OF PERFORMANCE: SCORE 25 of 25

Strengths:

- Single point of contact identified for County’s account – Taylor Besic – available Mondays-Fridays, 8AM-5PM
- Left detail about location of business blank but know there is an office location in St. Louis and that the primary service technician probably deploys out of Columbia or Jefferson City
- Repairs are warrantied but only for the life of the agreement (at most 4 years)
- Additional support is Kone’s industry-setting eco-efficient methods focused on satisfied customers

Concerns:

- Some details referenced in the proposal such as sample reporting and their Standard Bid Clarifications for Service were not included in the initial offer
- Confusing detail about duration of warranties: for lifetime of agreement, for 90-days, or not at all.
- Additional terms to County’s Standard Terms and Conditions – satisfactorily addressed in BAFO Response

OFFEROR #4: TK Elevator

- The proposal from TK Elevator is deemed responsive to the mandatory terms and conditions of the RFP.

EXPERIENCE, RELIABILITY and CONTRACTOR SUPPORT: SCORE 21 of 25

Strengths:

- TK Elevator has been in the elevator business for 40 years – manufacturer and repair
- TK Elevator is both manufacturer and maintenance/repair provider for elevators
- References include the Puri Group (several hotels) and Eldon Schools
- Primary service technician has 38+ years’ experience, state licensed

Concerns:

- None

METHOD OF PERFORMANCE: SCORE 25 of 25

Strengths:

- Single point of contact identified for County’s account – Dustin French – available 24/7
- Technician lives in Columbia – main office located in the Ozarks
- Additional Support is an Assigned Account Manager

Concerns:

- Additional terms to County's Standard Terms and Conditions – addressed in BAFO Response

SUMMARY:

Schindler Elevator Corporation received 25 or 25 points in the subjective area of Experience, Reliability and Contractor Support. Schindler has a long history in elevator manufacturing and maintenance. Schindler provided several local references and supportive information was provided indicating Schindler is providing reliable and satisfactory service to its customers. Schindler will provide all work directly. Its primary service technician has over 23 years' experience and has previously been the technician for Boone County when Schindler held the service contract in the past. In addition to identifying the primary service technician, Schindler identified back-up technicians by name and provided appreciable detail about their capabilities to perform service. Otis Elevator Company receives 24 or 25 points in the area of Experience, Reliability and Contractor Support. Otis like Schindler has a long history in elevator manufacturing and maintenance. Otis provided local references. Supportive information was provided indicating that Otis's customers are satisfied with the service received. Its primary service technician was identified having more than 22 years' experience and is certified by the NEIEP. The County has no direct experience with Otis Elevator Company but acknowledges that Otis Elevator Company has the capability and experience to perform required elevator maintenance service. Kone, Inc. receives 23 of 25 points. Like Schindler and Otis, Kone is a manufacturer and maintenance provider for elevators. Kone provides several local references and has been the County's contractor for elevator maintenance for the past 4+ years. While service has improved recently, past service history for the County has had episodes where repeat service calls are required to complete a repair, and communication about the repair status has been incomplete from the County's perspective. Kone's current service technician assigned to the County has over 30 years' experience and is capable of performing satisfactory service. TK Elevator receives 21 of 25 points in the area of Experience, Reliability and Contractor Support. Like Schindler, Otis, and Kone, TK Elevator is both an elevator manufacturer and maintenance provider. TK provided references that included one local reference; supportive information was provided indicating TK Elevator performs satisfactory service. TK's primary technician has over 38 years' experience. The County has no direct experience with TK Elevator but acknowledges that TK Elevator has the capability and experience to perform required elevator maintenance. In comparison to the other three offerors, TK Elevator's business history is not as long. TK Elevators has no direct experience with the County.

In the area of Method of Performance, all four offerors were judged to offer similar approaches to performing service with similar accessibility and ability to be on-site to perform both routine and emergency service on the County's elevators. All offerors provided plans for performing the technical aspects of service. All identified a single point of contact for service access. Because the offerors appear equally prepared to perform elevator maintenance services for the County, all offerors receive the maximum score of 25 points in this area of the evaluation.

Grand Total Price All Contract Periods	Total Cost - RFP 08-04APR22 - Elevator Maintenance Services			
	TK Elevator	Otis Elevator Co.	Kone Inc.	Schindler
	\$ 94,311.10	\$ 86,691.69	\$ 71,811.88	\$ 67,214.34
Cost Points = (Lowest \$ Cost/Competitor's Cost) X 50 Points	36	39	47	50

TK Elevator
p.1 of 2

Cost Evaluation: RFP 08-04APR22 - Elevator Maintenance Services												
Line Item	QTY	TK Elevator Initial - Original Contract Period	EXTENDED PRICING TK Elevator	TK Elevator First Renewal Contract Period	EXTENDED PRICING TK Elevator - First Renewal	TK Elevator Second Renewal Contract Period	EXTENDED PRICING TK Elevator - Second Renewal	TK Elevator Third Renewal Contract Period	EXTENDED PRICING TK Elevator - Third Renewal	TK Elevator Fourth Renewal Contract Period	EXTENDED PRICING TK Elevator - Fourth Renewal	GRAND TOTAL TK Elevator
<i>Renewal Percentage Adjustment</i>												
Line Item 4.10.1 Boone County Courthouse, 705 East Walnut Qty. (1) Schindler Hydraulic Passenger Elevators Serial Number: HG 82700 - Manufactured 10/28/91	4	\$ 649.98	\$ 2,599.92	\$ 682.48	\$ 2,729.92	\$ 716.60	\$ 2,866.41	\$ 752.43	\$ 3,009.73	\$ 790.05	\$ 3,160.22	
Line Item 4.10.2 Boone County Courthouse, 705 East Walnut Qty. (1) Schindler Hydraulic Passenger Elevators West Car #B43B1F Serial Number: HG 82701 - Manufactured 10/28/91	4	\$ 649.98	\$ 2,599.92	\$ 682.48	\$ 2,729.92	\$ 716.60	\$ 2,866.41	\$ 752.43	\$ 3,009.73	\$ 790.05	\$ 3,160.22	
Line Item 4.10.3 Boone County Courthouse, 705 East Walnut Qty. (1) Schindler Hydraulic Passenger Elevators East Car #B43B1F-3 Serial	4	\$ 649.98	\$ 2,599.92	\$ 682.48	\$ 2,729.92	\$ 716.60	\$ 2,866.41	\$ 752.43	\$ 3,009.73	\$ 790.05	\$ 3,160.22	
Line Item 4.10.4 Boone County Government Center, 801 East Walnut Qty (1) Dover Oildraulic Passenger Elevator Serial Number: EE 5153 - Manufactured 4/6/95	4	\$ 649.98	\$ 2,599.92	\$ 682.48	\$ 2,729.92	\$ 716.60	\$ 2,866.41	\$ 752.43	\$ 3,009.73	\$ 790.05	\$ 3,160.22	
Line Item 4.10.5 Boone County Johnson Building, 601 East Walnut Qty. (1) Dover Oildraulic Passenger Elevator Serial Number: EF1971 - Manufactured 4/6/95	4	\$ 649.98	\$ 2,599.92	\$ 682.48	\$ 2,729.92	\$ 716.60	\$ 2,866.41	\$ 752.43	\$ 3,009.73	\$ 790.05	\$ 3,160.22	
Line Item 4.10.6 Boone County Emergency Communications Center, 2145 County Drive Qty. (1) ThyssenKrupp Hydraulic Passenger Elevator Serial Number: ECR0936 - Manufactured 10/31/15	4	\$ 649.98	\$ 2,599.92	\$ 682.48	\$ 2,729.92	\$ 716.60	\$ 2,866.41	\$ 752.43	\$ 3,009.73	\$ 790.05	\$ 3,160.22	

TK Elevator
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Cost Evaluation: RFP 08-04APR22 - Elevator Maintenance Services												
Line Item	QTY	TK Elevator Initial - Original Contract Period	EXTENDED PRICING TK Elevator	TK Elevator First Renewal Contract Period	EXTENDED PRICING TK Elevator - First Renewal	TK Elevator Second Renewal Contract Period	EXTENDED PRICING TK Elevator - Second Renewal	TK Elevator Third Renewal Contract Period	EXTENDED PRICING TK Elevator - Third Renewal	TK Elevator Fourth Renewal Contract Period	EXTENDED PRICING TK Elevator - Fourth Renewal	GRAND TOTAL TK Elevator
Line item 4.10.7 Hourly price for emergency repair per paragraph 3.7.2	1	\$ 245.00	\$ 245.00	\$ 257.25	\$ 257.25	\$ 270.11	\$ 270.11	\$ 283.62	\$ 283.62	\$ 297.80	\$ 297.80	
Line item 4.10.8 Hourly price for Major Repair During Normal Business Hours, 7:00 A.M. – 5:00 P.M. Mondays through Fridays	1	\$ 245.00	\$ 245.00	\$ 257.25	\$ 257.25	\$ 270.11	\$ 270.11	\$ 283.62	\$ 283.62	\$ 297.80	\$ 297.80	
Line item 4.10.9 Hourly price for Major Repair Outside Normal Business Hours and Holidays	1	\$ 345.00	\$ 345.00	\$ 362.25	\$ 362.25	\$ 380.36	\$ 380.36	\$ 399.38	\$ 399.38	\$ 419.35	\$ 419.35	
Line item 4.10.10 Major Repair Parts or Additional Parts: Using \$1,000 for Cost	Discount	30%	\$ 700.00		\$ 700.00		\$ 700.00		\$ 700.00		\$ 700.00	
Line item 4.11.11.1 First Renewal Option Percentage Adjustment		5%										
Line item 4.11.11.2 Second Renewal Option Percentage Adjustment		5%										
Line item 4.11.11.3 Third Renewal Option Percentage Adjustment		5%										
Line item 4.11.11.4 Fourth Renewal Option Percentage Adjustment		5%										
Total			\$ 17,134.52		\$ 17,956.25		\$ 18,819.06		\$ 19,725.01		\$ 20,676.26	\$ 94,311.10

and

OTIS -
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Cost Evaluation: RFP 08-04APR22 - Elevator Maintenance Services												
Line Item	QTY	Otis Elevator Co. Initial - Original Contract Period	EXTENDED PRICING Otis Elevator Co.	Otis Elevator Co. First Renewal Contract Period	EXTENDED PRICING Otis Elevator Co. - First Renewal	Otis Elevator Co. Second Renewal Contract Period	EXTENDED PRICING Otis Elevator Co. - Second Renewal	Otis Elevator Co. Third Renewal Contract Period	EXTENDED PRICING Otis Elevator Co. - Third Renewal	Otis Elevator Co. Fourth Renewal Contract Period	EXTENDED PRICING Otis Elevator Co. - Fourth Renewal	GRAND TOTAL Otis Elevator Co.
<i>Renewal Percentage Adjustment</i>												
Line Item 4.10.1 Boone County Courthouse, 705 East Walnut Qty. (1) Schindler Hydraulic Passenger Elevators Serial Number: HG 82700 - Manufactured 10/28/91	4	\$ 555.00	\$ 2,220.00	\$ 577.20	\$ 2,308.80	\$ 600.29	\$ 2,401.15	\$ 624.30	\$ 2,497.20	\$ 649.27	\$ 2,597.09	
Line Item 4.10.2 Boone County Courthouse, 705 East Walnut Qty. (1) Schindler Hydraulic Passenger Elevators West Car #B43B1F Serial Number: HG 82701 - Manufactured 10/28/91	4	\$ 555.00	\$ 2,220.00	\$ 577.20	\$ 2,308.80	\$ 600.29	\$ 2,401.15	\$ 624.30	\$ 2,497.20	\$ 649.27	\$ 2,597.09	
Line Item 4.10.3 Boone County Courthouse, 705 East Walnut Qty. (1) Schindler Hydraulic Passenger Elevators East Car #B43B1F-3 Serial Number: HG 82701 - Manufactured 10/28/91	4	\$ 555.00	\$ 2,220.00	\$ 577.20	\$ 2,308.80	\$ 600.29	\$ 2,401.15	\$ 624.30	\$ 2,497.20	\$ 649.27	\$ 2,597.09	
Line Item 4.10.4 Boone County Government Center, 801 East Walnut Qty (1) Dover Oildraulic Passenger Elevator Serial Number: EE 5153 - Manufactured 4/6/95	4	\$ 555.00	\$ 2,220.00	\$ 577.20	\$ 2,308.80	\$ 600.29	\$ 2,401.15	\$ 624.30	\$ 2,497.20	\$ 649.27	\$ 2,597.09	
Line Item 4.10.5 Boone County Johnson Building, 601 East Walnut Qty. (1) Dover Oildraulic Passenger Elevator Serial Number: EF1971 - Manufactured 4/6/95	4	\$ 555.00	\$ 2,220.00	\$ 577.20	\$ 2,308.80	\$ 600.29	\$ 2,401.15	\$ 624.30	\$ 2,497.20	\$ 649.27	\$ 2,597.09	
Line Item 4.10.6 Boone County Emergency Communications Center, 2145 County Drive Qty. (1) ThyssenKrupp Hydraulic Passenger Elevator Serial Number: ECR0936 - Manufactured 10/31/15	4	\$ 555.00	\$ 2,220.00	\$ 577.20	\$ 2,308.80	\$ 600.29	\$ 2,401.15	\$ 624.30	\$ 2,497.20	\$ 649.27	\$ 2,597.09	

OTIS -
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Cost Evaluation: RFP 08-04APR22 - Elevator Maintenance Services												
Line Item	QTY	Otis Elevator Co. Initial - Original Contract Period	EXTENDED PRICING Otis Elevator Co.	Otis Elevator Co. First Renewal Contract Period	EXTENDED PRICING Otis Elevator Co. - First Renewal	Otis Elevator Co. Second Renewal Contract Period	EXTENDED PRICING Otis Elevator Co. - Second Renewal	Otis Elevator Co. Third Renewal Contract Period	EXTENDED PRICING Otis Elevator Co. - Third Renewal	Otis Elevator Co. Fourth Renewal Contract Period	EXTENDED PRICING Otis Elevator Co. - Fourth Renewal	GRAND TOTAL Otis Elevator Co.
Line item 4.10.7 Hourly price for emergency repair per paragraph 3.7.2	1	\$ 637.50	\$ 637.50	\$ 663.00	\$ 663.00	\$ 689.52	\$ 689.52	\$ 717.10	\$ 717.10	\$ 745.78	\$ 745.78	
Line item 4.10.8 Hourly price for Major Repair During Normal Business Hours, 7:00 A.M. - 5:00 P.M. Mondays through Fridays	1	\$ 375.00	\$ 375.00	\$ 390.00	\$ 390.00	\$ 405.60	\$ 405.60	\$ 421.82	\$ 421.82	\$ 438.70	\$ 438.70	
Line item 4.10.9 Hourly price for Major Repair Outside Normal Business Hours and Holidays	1	\$ 750.00	\$ 750.00	\$ 780.00	\$ 780.00	\$ 811.20	\$ 811.20	\$ 843.65	\$ 843.65	\$ 877.39	\$ 877.39	
Line item 4.10.10 Major Repair Parts or Additional Parts: Using \$1,000 for Cost Evaluation	Discount	0%	\$ 1,000.00		\$ 1,000.00		\$ 1,000.00		\$ 1,000.00		\$ 1,000.00	
Line item 4.11.11.1 First Renewal Option Percentage Adjustment	Bid both 3% and 4% *	4%										
Line item 4.11.11.2 Second Renewal Option Percentage Adjustment	* See file memo	4%										
Line item 4.11.11.3 Third Renewal Option Percentage Adjustment		4%										
Line item 4.11.11.4 Fourth Renewal Option Percentage Adjustment		4%										
Total			\$ 16,082.50		\$ 16,685.80		\$ 17,313.23		\$ 17,965.76		\$ 18,644.39	\$ 86,691.69

86,691.69

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KONE - p 1 of 2

Cost Evaluation: RFP 08-04APR22 - Elevator Maintenance Services												
Line Item	QTY	Kone Inc. Initial - Original Contract Period	EXTENDED PRICING Kone Inc.	Kone Inc. First Renewal Contract Period	EXTENDED PRICING Kone Inc. - First Renewal	Kone Inc. Second Renewal Contract Period	EXTENDED PRICING Kone Inc. - Second Renewal	Kone Inc. Third Renewal Contract Period	EXTENDED PRICING Kone Inc. - Third Renewal	Kone Inc. Fourth Renewal Contract Period	EXTENDED PRICING Kone Inc. - Fourth Renewal	GRAND TOTAL Kone Inc.
<i>Renewal Percentage Adjustment</i>												
Line Item 4.10.1 Boone County Courthouse, 705 East Walnut Qty. (1) Schindler Hydraulic Passenger Elevators Serial Number: HG 82700 - Manufactured 10/28/91	4	\$ 456.00	\$ 1,824.00	\$ 474.24	\$ 1,896.96	\$ 493.21	\$ 1,972.84	\$ 512.94	\$ 2,051.75	\$ 533.46	\$ 2,133.82	
Line Item 4.10.2 Boone County Courthouse, 705 East Walnut Qty. (1) Schindler Hydraulic Passenger Elevators West Car #B43B1F Serial Number: HG 82701 - Manufactured 10/28/91	4	\$ 456.00	\$ 1,824.00	\$ 474.24	\$ 1,896.96	\$ 493.21	\$ 1,972.84	\$ 512.94	\$ 2,051.75	\$ 533.46	\$ 2,133.82	
Line Item 4.10.3 Boone County Courthouse, 705 East Walnut Qty. (1) Schindler Hydraulic Passenger Elevators East Car #B43B1F-3 Serial Number: HG 82701 - Manufactured 10/28/91	4	\$ 456.00	\$ 1,824.00	\$ 474.24	\$ 1,896.96	\$ 493.21	\$ 1,972.84	\$ 512.94	\$ 2,051.75	\$ 533.46	\$ 2,133.82	
Line Item 4.10.4 Boone County Government Center, 801 East Walnut Qty (1) Dover Oildraulic Passenger Elevator Serial Number: EE 5153 - Manufactured 4/6/95	4	\$ 456.00	\$ 1,824.00	\$ 474.24	\$ 1,896.96	\$ 493.21	\$ 1,972.84	\$ 512.94	\$ 2,051.75	\$ 533.46	\$ 2,133.82	
Line Item 4.10.5 Boone County Johnson Building, 601 East Walnut Qty. (1) Dover Oildraulic Passenger Elevator Serial Number: EF1971 - Manufactured 4/6/95	4	\$ 456.00	\$ 1,824.00	\$ 474.24	\$ 1,896.96	\$ 493.21	\$ 1,972.84	\$ 512.94	\$ 2,051.75	\$ 533.46	\$ 2,133.82	
Line Item 4.10.6 Boone County Emergency Communications Center, 2145 County Drive Qty. (1) ThyssenKrupp Hydraulic Passenger Elevator Serial Number: ECR0936 - Manufactured 10/31/15	4	\$ 456.00	\$ 1,824.00	\$ 474.24	\$ 1,896.96	\$ 493.21	\$ 1,972.84	\$ 512.94	\$ 2,051.75	\$ 533.46	\$ 2,133.82	

Kone - p. 2 of 2

Cost Evaluation: RFP 08-04APR22 - Elevator Maintenance Services												
Line Item	QTY	Kone Inc. Initial - Original Contract Period	EXTENDED PRICING Kone Inc.	Kone Inc. First Renewal Contract Period	EXTENDED PRICING Kone Inc. - First Renewal	Kone Inc. Second Renewal Contract Period	EXTENDED PRICING Kone Inc. - Second Renewal	Kone Inc. Third Renewal Contract Period	EXTENDED PRICING Kone Inc. - Third Renewal	Kone Inc. Fourth Renewal Contract Period	EXTENDED PRICING Kone Inc. - Fourth Renewal	GRAND TOTAL Kone Inc.
Line item 4.10.7 Hourly price for emergency repair per paragraph 3.7.2	1	\$ 310.00	\$ 310.00	\$ 322.40	\$ 322.40	\$ 335.30	\$ 335.30	\$ 348.71	\$ 348.71	\$ 362.66	\$ 362.66	
Line item 4.10.8 Hourly price for Major Repair During Normal Business Hours, 7:00 A.M. - 5:00 P.M. Mondays through Fridays	1	\$ 310.00	\$ 310.00	\$ 322.40	\$ 322.40	\$ 335.30	\$ 335.30	\$ 348.71	\$ 348.71	\$ 362.66	\$ 362.66	
Line item 4.10.9 Hourly price for Major Repair Outside Normal Business Hours and Holidays	1	\$ 540.50	\$ 540.50	\$ 562.12	\$ 562.12	\$ 584.60	\$ 584.60	\$ 607.99	\$ 607.99	\$ 632.31	\$ 632.31	
Line item 4.10.10 Major Repair Parts or Additional Parts: Using \$1,000 for Cost Evaluation	Mark-Up	25%	\$ 1,250.00		\$ 1,250.00		\$ 1,250.00		\$ 1,250.00		\$ 1,250.00	
Line item 4.11.11.1 First Renewal Option Percentage Adjustment		4%										
Line item 4.11.11.2 Second Renewal Option Percentage Adjustment		4%										
Line item 4.11.11.3 Third Renewal Option Percentage Adjustment		4%										
Line item 4.11.11.4 Fourth Renewal Option Percentage Adjustment		4%										
Total			\$ 13,354.50		\$ 13,838.68		\$ 14,342.23		\$ 14,865.92		\$ 15,410.55	\$ 71,811.88

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Cost Evaluation: RFP 08-04APR22 - Elevator Maintenance Services												
Line Item	QTY	Schindler Initial - Original Contract Period	EXTENDED PRICING Schindler	Schindler First Renewal Contract Period	EXTENDED PRICING Schindler - First Renewal	Schindler Second Renewal Contract Period	EXTENDED PRICING Schindler- Second Renewal	Schindler Third Renewal Contract Period	EXTENDED PRICING Schindler - Third Renewal	Schindler Fourth Renewal Contract Period	EXTENDED PRICING Schindler - Fourth Renewal	GRAND TOTAL Schindler
<i>Renewal Percentage Adjustment</i>												
Line Item 4.10.1 Boone County Courthouse, 705 East Walnut Qty. (1) Schindler Hydraulic Passenger Elevators Serial Number: HG 82700 - Manufactured 10/28/91	4	\$ 420.00	\$ 1,680.00	\$ 432.60	\$ 1,730.40	\$ 445.58	\$ 1,782.31	\$ 458.95	\$ 1,835.78	\$ 472.71	\$ 1,890.85	
Line Item 4.10.2 Boone County Courthouse, 705 East Walnut Qty. (1) Schindler Hydraulic Passenger Elevators West Car #B43B1F Serial Number: HG 82701 - Manufactured 10/28/91	4	\$ 420.00	\$ 1,680.00	\$ 432.60	\$ 1,730.40	\$ 445.58	\$ 1,782.31	\$ 458.95	\$ 1,835.78	\$ 472.71	\$ 1,890.85	
Line Item 4.10.3 Boone County Courthouse, 705 East Walnut Qty. (1) Schindler Hydraulic Passenger Elevators East Car #B43B1F-3 Serial Number: HG 82701 - Manufactured 10/28/91	4	\$ 420.00	\$ 1,680.00	\$ 432.60	\$ 1,730.40	\$ 445.58	\$ 1,782.31	\$ 458.95	\$ 1,835.78	\$ 472.71	\$ 1,890.85	
Line Item 4.10.4 Boone County Government Center, 801 East Walnut Qty (1) Dover Oildraulic Passenger Elevator Serial Number: EE 5153 - Manufactured 4/6/95	4	\$ 420.00	\$ 1,680.00	\$ 432.60	\$ 1,730.40	\$ 445.58	\$ 1,782.31	\$ 458.95	\$ 1,835.78	\$ 472.71	\$ 1,890.85	
Line Item 4.10.5 Boone County Johnson Building, 601 East Walnut Qty. (1) Dover Oildraulic Passenger Elevator Serial Number: EF1971 - Manufactured 4/6/95	4	\$ 420.00	\$ 1,680.00	\$ 432.60	\$ 1,730.40	\$ 445.58	\$ 1,782.31	\$ 458.95	\$ 1,835.78	\$ 472.71	\$ 1,890.85	
Line Item 4.10.6 Boone County Emergency Communications Center, 2145 County Drive Qty. (1) ThyssenKrupp Hydraulic Passenger Elevator Serial Number: ECR0936 - Manufactured 10/31/15	4	\$ 525.00	\$ 2,100.00	\$ 540.75	\$ 2,163.00	\$ 556.97	\$ 2,227.89	\$ 573.68	\$ 2,294.73	\$ 590.89	\$ 2,363.57	

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Cost Evaluation: RFP 08-04APR22 - Elevator Maintenance Services												
Line Item	QTY	Schindler Initial - Original Contract Period	EXTENDED PRICING Schindler	Schindler First Renewal Contract Period	EXTENDED PRICING Schindler - First Renewal	Schindler Second Renewal Contract Period	EXTENDED PRICING Schindler-Second Renewel	Schindler Third Renewal Contract Period	EXTENDED PRICING Schindler - Third Renewal	Schindler Fourth Renewal Contract Period	EXTENDED PRICING Schindler - Fourth Renewal	GRAND TOTAL Schindler
Line item 4.10.7 Hourly price for emergency repair per paragraph 3.7.2	1	\$ 330.00	\$ 330.00	\$ 339.90	\$ 339.90	\$ 350.10	\$ 350.10	\$ 360.60	\$ 360.60	\$ 371.42	\$ 371.42	
Line item 4.10.8 Hourly price for Major Repair During Normal Business Hours, 7:00 A.M. -- 5:00 P.M. Mondays through Fridays	1	\$ 280.00	\$ 280.00	\$ 288.40	\$ 288.40	\$ 297.05	\$ 297.05	\$ 305.96	\$ 305.96	\$ 315.14	\$ 315.14	
Line item 4.10.9 Hourly price for Major Repair Outside Normal Business Hours and Holidays	1	\$ 420.00	\$ 420.00	\$ 432.60	\$ 432.60	\$ 445.58	\$ 445.58	\$ 458.95	\$ 458.95	\$ 472.71	\$ 472.71	
Line item 4.10.10 Major Repair Parts or Additional Parts: Using \$1,000 for Cost Evaluation	Mark-Up	20%	\$ 1,200.00		\$ 1,200.00		\$ 1,200.00		\$ 1,200.00		\$ 1,200.00	
Line item 4.11.11.1 First Renewal Option Percentage Adjustment		3%										
Line item 4.11.11.2 Second Renewal Option Percentage Adjustment		3%										
Line item 4.11.11.3 Third Renewal Option Percentage Adjustment		3%										
Line item 4.11.11.4 Fourth Renewal Option Percentage Adjustment		3%										
Total			\$ 12,730.00		\$ 13,075.90		\$ 13,432.18		\$ 13,799.14		\$ 14,177.12	\$ 67,214.34

end