

Vendor's Offer

Form 201-B (RFP)

Return this Section with your Response

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name: <u>KSK Electric, Inc.</u>
Company Mailing Address: <u>6125 S. Ash Ave., Suite B-1</u>
City: <u>Tempe</u> State: <u>AZ</u> Zip: <u>85283</u>
Contact Person: <u>Tom Vogt</u> Title: <u>Regional Service Manager</u>
Phone No.: <u>(480) 831-1454</u> FAX: <u>(480) 831-8636</u> E-mail: <u>tvogt@kskelectric.com</u>
Company Tax Information:
Arizona Transaction Privilege (Sales) Tax No.: <u>07-425721-L</u> or
Arizona Use Tax No.: _____
Federal I.D. No.: <u>86-0683866</u>
City & State Where Sales Tax is Paid: <u>Tempe</u> , <u>AZ</u>
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.: <u>39882</u>

THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (TYPE OR PRINT IN INK) Tom Vogt

Title of Authorized Individual (TYPE OR PRINT IN INK) Regional Service Manager

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Vendor's Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal response will be considered nonresponsive and rejected.


Signature of Authorized Offeror

8/15/11
Date

(H:/RFP 3-2008)

Proposal Questionnaire

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Bidder shall submit answers to the following questions. Response will be utilized in determination of contract award. The city of Tempe may consider other information, whether or not specifically provided by the bidder in response to this RFP.

1. Provide the address of the facility that will supply service the City of Tempe account.
The address of the facility that will supply service is 6125 S. Ash Avenue, Suite B-1 Tempe, AZ 85283.

2. Describe your company and its history – include information about years you have been in business.
PLEASE SEE ATTACHED

3. If submitting for restoration/rehabilitation of historic buildings and structures -- provide complete information about your specialization in this area and procedures you would follow to insure compliance with guideline in this area.

N/A

4. Please provide contact information for the primary account representative and a backup contact for the City of Tempe – name, phone, cell phone and e-mail information.

	Name	Phone	Cell Phone	Email
Primary Account Rep.	Tom Vogt	480-831-1454 x.103	602-541-6470	tvogt@kskelectric.com
Backup Contact	Jill Dixon	480-831-1454 X.118	602-309-2708	jdixon@kskelectric.com

5. Can you provide services to the City 24-hour per day? If so, provide your 24-hour phone number.
Yes, KSK can provide services 24 hours per day, our phone number is 480-831-1454.

6. List current, valid, State of Arizona contractors licenses applicable to each Trade Group you are submitting for. A copy of each license must be included with your response.

License Number	Type	State	Expiration
093326	Electrical (Class L-11)	AZ	3/31/2012
107145	Electrical & Transmission Lines (Class A-17)	AZ	4/30/2013

7. Do you intend to utilize sub-contractors?

Yes _____ No X

If Yes, list firm name, address, name of principal, phone number and service they will perform.

PROPOSAL QUESTIONNAIRE

2. Describe your company and its history – include information about years you have been in business.

KSK History and Qualifications:

KSK Electric, Inc. has been a service-oriented company based in Tempe since 1987. During our first years in business KSK was primarily providing “round-the-clock” electrical services to TRW Automotive in the East Valley. TRW was thriving at the time and depended on KSK to keep their operations running efficiently. By providing high quality, consistent service we added customers and grew steadily. Our portfolio of customers has grown to include a wide variety of commercial, industrial, municipal and government entities. Over the years we have expanded our business to include a well-established, loyal base of repeat customers. KSK is the recipient of many contracting awards including 2010 Top Electrical Contractor, and 2010 and 2011 Ranking Arizona Top Ten Electrical Contractors.

At KSK we see partnering or “win-win” as the ideal business scenario. If awarded a contract we will work in partnership with the City of Tempe to provide the expertise you expect from a trusted electrical contractor. By providing **Qualified Manpower, Timely Performance and Flexibility** we are able to achieve successful outcomes for our customers.

We provide **Qualified Manpower** by staffing a fleet of trucks and vans with over 35 of the best electricians in the field. Our electricians are selected carefully and must pass stringent pre-employment screening, including physical fitness, safety, drug and background screening, and driving record checks. Our professional field staff is comfortable working in a public environment where the safety and comfort of citizens and employees is a prime concern. KSK complies with all state and federal Equal Opportunity, Immigration and Affirmative Action requirements.

Timely Performance is achieved through proper planning and conscientious allocation of resources. We utilize our partnering skills to work with our customers to establish schedules and determine priorities. We understand that down time can be devastating and a quick turn-around is often required.

We recognize that fulfilling customers’ needs often requires **Flexibility** when requirements change. As a “medium-sized” company we have advantages typical of smaller companies while avoiding the pitfalls of very large organizations. Our experienced staff of field personnel and project managers allows for depth and flexibility while the relatively small size of KSK allows us to address the needs of each customer and project individually.

Safety is our top priority. We are proud of our extensive safety program and our exemplary safety record. Our Safety Manual is updated annually to assure compliance with all current guidelines and regulations. A copy is available for your review upon request. Each employee is tested on the contents of the Safety Manual and participates in weekly job-site safety training sessions. Our reputation as a highly qualified electrical contractor is important to us. We stand behind our warranty on parts and services. We promptly address any warranty issues that may arise. Our strong relationships with suppliers and subcontractors make it easy for us to provide the needed materials or services when warranty issues occur.

KSK has achieved a level of financial stability unique in these difficult economic times. Our Dun & Bradstreet Paydex rating of 78 shows a history of on-time payments to our subs and suppliers. Our financial status ensures that cash is available to mobilize customer projects and pay all suppliers and subcontractors in a timely manner. KSK is highly qualified to meet the City’s electrical contracting needs. Our 22 years of experience in Tempe, a well-trained staff and strong partnering skills have worked together to make KSK a top electrical contractor in Arizona.

8. Will you comply with or exceed the two-year warranty provision as requested by the City?

Yes X No _____

If Yes, what warranty will you provide:

KSK agrees to make good by replacement and/or repair, at its sole expense and at no cost to the City of Tempe, any defects in materials or workmanship for a period of two years.

If No, please explain:

9. The City will not process payments through its AP system for charges under \$1,000. Will you accept payment by Procurement Card (Credit Card).

Yes X No _____

Will you accept payments for amounts in excess of \$1,000

Yes X No _____

If Yes, indicate amount you are willing to accept.

\$10,000.00

10. Does your billing invoice meet the requirements of the City of Tempe and have you included a copy for evaluation purposes?

Yes X No _____

11. Do you agree to the Terms and Conditions of the IFB?

Yes X No _____

If No, please explain:

12. List three (3) governmental or large corporate references for which you currently provide similar services.

Firm	Contact	Number
Rogers Corporation	Don Clayton	(480) 917-6219
Maricopa Workforce Connection	Terry Farrell	(602) 372-9748
Kyrene School District	Dave Wheeler	(480) 783-4200

Group 8 - HVAC					
	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time			\$	\$	\$
Weekdays - Overtime			\$	\$	\$
Weekends – Straight Time			\$	\$	\$
Weekends - Overtime			\$	\$	\$
Holidays – Straight Time			\$	\$	\$
Holidays - Overtime			\$	\$	\$
Markup on direct cost of parts and materials				%	

Group 9 – Plumbing and Plumbing Repair Work					
	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time			\$	\$	\$
Weekdays - Overtime			\$	\$	\$
Weekends – Straight Time			\$	\$	\$
Weekends - Overtime			\$	\$	\$
Holidays – Straight Time			\$	\$	\$
Holidays - Overtime			\$	\$	\$
Markup on direct cost of parts and materials				%	

Group 10 – Sewer Maintenance, Pumping and Repair					
	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time			\$	\$	\$
Weekdays - Overtime			\$	\$	\$
Weekends – Straight Time			\$	\$	\$
Weekends - Overtime			\$	\$	\$
Holidays – Straight Time			\$	\$	\$
Holidays - Overtime			\$	\$	\$
Markup on direct cost of parts and materials				%	
Specific Services Requested					
Description	Cost	Note			
Pumping – per gallon (must include all costs – pumping, hauling, disposal, etc.)	\$				
Root Treatment – per Foot	\$				
Line locating and cameraing – per hour	\$				

Group 11 - Electrical					
	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time	6 am	4 pm	\$36.00	\$45.00	\$50.00
Weekdays - Overtime	4 pm	6 am	\$52.00	\$66.00	\$73.00
Weekends – Straight Time	n/a	n/a	\$	\$	\$
Weekends - Overtime	12 am	12 am	\$52.00	\$66.00	\$73.00
Holidays – Straight Time	n/a	n/a	\$	\$	\$
Holidays - Overtime	12 am	12 am	\$69.00	\$86.00	\$95.00
Markup on direct cost of parts and materials				15%	