



**Bid Synopsis  
For  
Vehicle Hoist Purchase and Installation**

RFP Issued & Publicly Posted: 05/18/2023	Public Postings: Livingston Co. Website (livgov.com) BidNet (bidnetdirect.com/mitn)
Solicitation: RFP-LC-23-13	
RFP Due Date: 06/15/2023	Proposals Received: 2

The purpose of this project is to replace the current vehicle hoist at the LETS maintenance garage which is beyond its useful life and requires replacement.

The Evaluation Committee has completed evaluation of the proposals received for the Request for Proposals referenced above. Both bidders submitted their responses within the timeframe outlined in the RFP. Below is a recap of the bid evaluation.

The RFP was publicly posted. Two responses were received as follows:

1. Allied, Inc.
2. Equipment Distributors, Inc.

A summary of the Evaluation Committee review follows:

Allied, Inc. – Allied has the most years in business, the most experience, and a very good reputation with both commercial and municipal repair facilities. They employ approximately 23 staff, and they utilize subcontractors when necessary. Allied’s primary vendor is Rotary Lift, which is preferred. They provided a very detailed company profile, including a description of their safety program and employee certification program by the National Automotive Lift Institute. The proposal includes Rotary SM-18L lift and requested accessories, shipping charges, and all items necessary for installation including electrical and air connections. The proposal also includes removal and disposal of the existing hoist. Allied also provides training to customer staff that will be using the equipment. Stated warranties include 5 year structural, which was not offered by the other bidder; 2 year parts, and 1 year labor. Allied addressed the geographic areas of the state where they can provide service to the CoPro+ Program. Allied offered a shorter timeline than the other bidder, since they can deliver and install the hoist a full month sooner. Allied’s total price is \$34,810 which includes accessories, installation, and removal of the existing hoist. Allied will waive the labor cost for removal of the old hoist.

Equipment Distributors, Inc. – EDI has been in business since 1991, but not as long as the other bidder. They have 25 employees, which is comparable. They provided the required company profile and executive summary, but it was not very thorough. The EDI proposal includes Rotary SM-18L lift and requested accessories, shipping charges, and all items necessary for installation including electrical and air connections. The proposal also includes removal and disposal of existing hoist. Stated warranties include 2-year parts and 1 year labor, which is the same as the other bidder. No structural warranty noted in proposal. EDI failed to address the geographic areas of the state that they can service for the CoPro+ Program. EDI’s timeline is a month longer for delivery and installation. EDI’s total price is \$31,298 which includes accessories, installation, and removal of the existing hoist.

While EDI has the lowest cost quote, Allied provided the most thorough, comprehensive proposal response. EDI is based out of St. Clair, and the evaluation committee expressed concern about how quickly service could be provided to our location. Allied is based out of Ann Arbor and provides fast response. Although the site visit was optional, Allied was the only bidder to attend.



Based on the above, Allied's excellent training offered to County staff, and their ability to have the new hoist installed 30 days sooner than EDI, the evaluation committee recommends award to Allied, Inc. pending Board of Commissioners approval. The contract will also be hosted by Livingston County for the Michigan Association of Counties CoPro+ Program and made available through the program to all Michigan governmental entities, public schools, colleges and universities.