



Elizabeth Unger
Purchasing Agent

City of Cambridge

PURCHASING DEPARTMENT

SHUO WANG
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Goods & Services

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Assistant Purchasing Agent for
Design & Construction

TO: All Bidders

FROM: City of Cambridge

DATE: December 5, 2023

**RE: File No. 11294 – HVAC Maintenance and Repair at Various Locations -
Addendum No. 1**

This addendum is comprised of the following:

1. Questions and Answers

The following questions were asked and answered:

Question 1. The current maintenance provider

Answer: Associated Mechanical Services, Inc

Question 2. The previous bid result and the lowest bidder's breakdown

Answer: See Attached

Question 3. How will this bid be determined as the lowest bidder?

Answer: The City shall award the contract to the lowest responsible and eligible bidder.

Question 4. Will the proposed contract price corresponding the full 3 years total price consider as lowest bidder or is it based off only on Year 1 total pricing?

Answer: Year 1 total pricing.

Question 5: Can you kindly email me the MBE Forms, it was not included in the IFB package but it was noted in the IFB bid checklist.

Answer: MBE forms are not required for this bid.

All other details remain the same.

Elizabeth Unger
Purchasing Agent

Addendum No. 1



00009489 - HVAC Maintenance and Repair at Various Locations 12/21/2020

HVAC

Name of Bidder	Base Value	Alt No. 1	Alt No. 2	Alt No. 3	Alt No. 4
Associated Mechanical Services 4 Cedar Street Woburn , MA 01801 Addendums: Comments: AWARDED	\$1,067,175.00	\$0.00	\$0.00	\$0.00	\$0.00
N.B. Kenney Company 68 Barnum Road Devens, MA 01434 Addendums: Comments:	\$1,093,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Cooling & Heating Specialists Inc 151A California Street Newton, MA 02458 Addendums: Comments:	\$1,148,250.00	\$0.00	\$0.00	\$0.00	\$0.00

Price Proposal – Year One

Quantities below are estimates. Contractor shall be paid for actual quantities.

(1) Regular Hours

\$ 103.00 /Hour x 8,000 hours/year = \$ 824,000.00

(2) Overtime (M-F, 5:00 PM – 7:00 AM, Saturdays, Sundays & Holidays)

\$ 154.50 /Hour x 150 hours/year = \$ 23,175.00

(3) Materials & Mark Up

Supplier's actual cost plus 10 % x \$200,000.00 = \$ 220,000.00
(i.e., for a materials markup of 5%, multiply 1.05 x \$200,000 to equal \$210,000.)

Proposed price shall be calculated as the sum of (1) Regular hours worked, (2) Overtime hours worked and (3) Materials & Mark Up total.

Year One Total Price: \$ 1,067,175.00

Year One Total Price in Words:

\$ One million, sixty-seven thousand, one hundred, seventy-five dollars.

Name of Bidder: Associated Mechanical Services, Inc.

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Price Proposal – Year Two (Optional)

(1) Regular Hours

\$ 106.00 /Hour* 8,000 hours/year = \$ 848,000.00

(2) Overtime (M-F, 5:00 PM – 7:00 AM, Saturdays, Sundays & Holidays)

\$ 159.00 /Hour*150 hours/year = \$ 16,695.00

(3) Materials & Mark Up

Supplier's actual cost plus 10 % x \$200,000.00 = \$ 220,000.00
(i.e., for a materials markup of 5%, multiply 1.05 x \$200,000 to equal \$210,000.)

Proposed price shall be calculated as the sum of (1) Regular hours worked, (2) Overtime hours worked and (3) Materials & Mark Up total.

Year Two Total Price: \$ 1,084,695.00

Year Two Total Price in Words:

\$One million, eighty-four thousand, six hundred, ninety-five dollars.

Price Proposal – Year Three (Optional)

(1) Regular Hours

\$ 109.00 /Hour* 8,000 hours/year = \$ 872,000.00

(2) Overtime (M-F, 5:00 PM – 7:00 AM, Saturdays, Sundays & Holidays)

\$ 163.50 /Hour*150 hours/year = \$ 24,525.00

(3) Materials & Mark Up

Supplier's actual cost plus 10 % x \$200,000.00 = \$ 220,000.00
(i.e., for a materials markup of 5%, multiply 1.05 x \$200,000 to equal \$210,000.)

Proposed price shall be calculated as the sum of (1) Regular hours worked, (2) Overtime hours worked and (3) Materials & Mark Up total.

Year Three Total Price: \$ 1,116,525.00

Year Three Total Price in Words: \$One million, one hundred sixteen thousand, five hundred, twenty-five dollars.

Name of Bidder: Associated Mechanical Services, Inc.

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