



MEMO

Engineering Department

To: Board of Public Works

From: Ashley Thiem-Menning, MLIS, Library Director
John Neumeier, Director of Public Works/City Engineer

Date: 5/4/2026

Re: **2b) Recommendation to Award Project 7-25 Kaukauna Public Library Automated Material Handling System (AMHS)**

Background information:

The library will be adding a new sorting machine as an innovative solution to help relieve some issues caused by staff shortages. In addition to the sorting machine, we are proposing to upgrade the entire automated system, including three self-checks, two sets of security gates, and replacement radio frequency identification (RFID) pads for all the service desks to be able to utilize the same technologies.

Last year we received three proposals and chose mk Solutions, Inc. as our preferred vendor. Late last year mk Solutions Inc.'s USA branch was absorbed by another company. This caused a significant setback in the project, which was due for delivery by end of year at the latest. Repeated requests for updates on the project have gone unanswered since then and our contacts at the company left mk Solutions Inc. with no communication with us.

The agreement signed with mK Solutions expired on 12/31/2025 and they have not received any payment from the City at this point. The agreement also called for \$25 per day penalty for completion after 12/31/2025, which we will attempt to collect. Staff believes that our best recourse is to formally terminate our contract with mk Solutions Inc. and pursue our second-choice proposal from last year, provided by Bibliotheca. Bibliotheca has agreed to honor their proposal from 2025. The downside of going with Bibliotheca is that the first year's annual fee is about \$3,000 more, and the recurring service fees are higher over the equipment's lifetime.

Strategic Plan: This combination of innovative improvements will help the library to complete more timely and error free work with the current staffing level. Innovation

is one of the foundational elements in our Strategic Plan, as it offers a better way of checking in, checking out, and tracking materials and improves existing processes with a reduction in errors.

Budget: Estimated AMHS project budget was \$150,000. Recommended proposal from Bibliotheca would be \$126,007.00 for 2026 with continued operational expenses to be incorporated into future budgets.

Staff Recommended Action:

- 1) Direct staff to formally terminate the agreement with mK Solutions; and
- 2) Authorize the Library Director to accept the proposal from Bibliotheca for Project 7-25 Kaukauna Public Library Automated Material Handling System with all accessories and services noted, in the amount of \$126,007.00.

April 23, 2026

Ashley Thiem-Menning, Director
Kaukauna Public Library
207 Thilmany Road
Kaukauna, WI 54130-2436

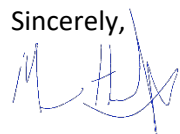
RE: Bibliotheca Solutions for Kaukauna Public Library

Dear Ms. Thiem-Menning:

Bibliotheca appreciates the opportunity to continue our longstanding partnership with Kaukauna Public Library. As a valued customer, we are pleased to confirm that Bibliotheca will honor the pricing provided in response to the Kaukauna RFID and Automated Materials Handling (AMH) Refresh RFP #7-25 For Automated Materials Handling System. Please reference the document titled “Kaukauna Public Library Post-bid Questions 3-11-2025” that was provided to the City during post-bid discussions.

We understand the importance of budget certainty during the City’s approval process and are prepared to move ahead with the project as soon as approval is received. Bibliotheca has the scale, experience, and dedicated resources required to successfully support Kaukauna Public Library’s needs, both now and in the future.

We look forward to continuing our work with Kaukauna Public Library and to delivering a successful RFID and AMH refresh project. If you have any questions about our solutions, please do not hesitate to reach out.

Sincerely,


Mason Humphrey
Commercial Director
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800-328-0067

Bibliotheca, LLC
11190 Hudson Blvd. N., Suite 300
Lake Elmo, MN 55402

Kaukauna Public Library AMHS & Accessories Selection Summary

Proposal Breakdown

	MK	Bibliotheca
AMHS with Exterior Return- 5 Bin (2 spare)	\$68,500.00	\$88,950.00
3 Self checks	\$13,500.00	\$15,237.00
Single Gate	\$6,900.00	\$4,699.00
Double Gate	\$8,500.00	\$7,539.00
RFID Pads 6	\$5,340.00	\$4,326.00
Packaging/Shipping	\$4,900.00	\$2,210.00
Installation/Training	\$6,500.00	\$1,200.00
One time setup fees	\$2,880.00	\$0.00
Annual fees	\$2,810.00	\$1,846.00
Optional Service plan past warranty	\$3,900.00	\$10,659.00
Spare Parts	\$3,000.00	\$0.00

Pros/Cons

MK Solutions		Bibliotheca	
<i>Pros</i>	<i>Cons</i>	<i>Pros</i>	<i>Cons</i>
Automatic Multi-direction barcode reader	Haven't worked with them before	Currently use them, have had good service	Patrons must scan the correct barcode themselves before the system accepts it
Removable exterior screen + printer			External Screen and printer highly recommended to be used
AMHS is smaller at 9' 3" length			AMHS is larger at 11' 7 1/4" length.
Less Expensive			More Expensive

Notes

References for both vendors indicate they love the support they receive and would order again from the same vendor. Support is not a factor due to this.

The self check, RFID pads, and gates all seem to function relatively similarly so the determining factor is the AMHS system itself.

The ability to remove the touchscreen and receipt printer should limit downtime due to less vandalism opportunities, weather degradation, or general wear that would cause those components to potentially fail.

We can use all the extra room we can get in the staff workspace, so the saved 2' 4 1/4" (difference in lengths of AMHS's) may seem small but is valued highly.

An automatic barcode reader will provide a better patron experience than manually having them scan the item itself and display an error if they do it incorrectly.

Cost Breakdown Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	TOTAL
MK Solutions (Service + software increases 2.5%)	\$122,830.00	\$2,810.00	\$6,877.75	\$7,049.69	\$7,225.94	\$7,406.58	\$7,591.75	\$7,781.54	\$7,976.08	\$8,175.48	\$185,724.82
Bibliotheca (Service alone increases 3-5% - negotiable)	\$126,007.00	\$12,505.00	\$12,824.77	\$13,154.13	\$13,493.38	\$13,842.80	\$14,202.70	\$14,573.40	\$14,955.23	\$15,348.50	\$250,906.91
Difference	\$3,177.00	\$9,695.00	\$5,947.02	\$6,104.44	\$6,267.44	\$6,436.21	\$6,610.95	\$6,791.86	\$6,979.14	\$7,173.02	\$65,182.09