

October 6, 2025

Mayor Justin Fischer and Novi City Council
City of Novi
45175 Ten Mile Road
Novi, MI 48675

RE: DLZ Request to Table the Motion to Award Architect/Engineer

Dear Mayor Fischer and Members of the Novi City Council:

We are in receipt of the October 4, 2025, letter from DLZ Michigan, Inc. ("DLZ") requesting that the City of Novi table its Motion to Award Architect/Engineer ("A/E") services for the Novi Public Safety Program. This letter summarizes the interview and scoring process by which the City of Novi Administration, the Finance and Administration Committee, and Plante Moran Realpoint ("PMR") reached a unanimous decision to recommend HED as the A/E for the Public Safety Project.

On August 18, 2025, PMR met with senior level city staff to review the proposals submitted by seven capable and well-established A/E firms. Four firms—AECOM, The Collaborative, DLZ, and HED—were shortlisted by the City and PMR for interviews moderated by PMR on August 27, 2025. That said, **the City and PMR agreed that, on paper, HED submitted the best proposal for the Public Safety Project given its significant public safety and municipal experience, as well as the team of law enforcement subject matter experts that HED brought to its design team.**

PMR and the City interviewed these four firms on August 27, 2025, and again, the City and PMR unanimously **agreed that HED was the strongest firm to provide A/E services for the Public Safety Project based on team chemistry, relevant experience (over 250 public safety and municipal projects), and interview responses.** DLZ was recommended as the #2 firm to interview with the FAC.

The FAC interviewed HED and DLZ on September 15, 2025, and again, **the consensus from the FAC was that HED was the strongest of the two firms.** There were questions pertaining to HED's fee, leading to the FAC's direction to PMR to approach both firms and determine whether there was the possibility that fees could be reduced. HED submitted a revised proposal that lowered its fee by \$450,000. Notably, DLZ did not reduce its original fee for the Public Safety Project, but provided revised fees for designing either the Public Safety Building *or* the fire station portions of the project. Based upon a percentage of the cost of work, DLZ's fees were higher than its original proposal should the design portion of the Public Safety Project be bifurcated.

Addressing DLZ's statements regarding fees, the experience, expertise, chemistry, and depth of the design team, particularly with regard to public safety projects, are factors just as critical as cost. While HED's fees are not the lowest, they are well within market expectations and the estimated budget for the project.

Based upon its revised design fee and taking into account HED's proposal and the strength of its two interviews, PMR provided a recommendation letter to City Manager Cardenas on October 2, 2025, recommending HED as the A/E for the entirety of the Novi Public Safety project. There has not been any additional information provided to PMR that changes this recommendation.

PMR and Novi's legal counsel have reviewed HED's draft contract comments and are finalizing acceptable terms and conditions. At this time, no major issues are anticipated that would prevent successful contract execution. The final contract will be executed pending legal review should City Council move forward with PMR's recommendation at its Council meeting on October 6, 2025.

As always, please reach out to myself or any member of the PMR Novi Public Safety Project Team should you have any questions.

Sincerely,

Todd Fenton
Vice President
Plante Moran Realpoint

CC: Greg VanKirk
Robert Stempien
Victor Cardenas

Attachment: HED Project References