



March 24, 2026

Mr. Sailor

michael.sailor@lansingschools.net

RE: CEAM Services Pricing

Dear Mr. Sailor,

As requested, Corporate Elevator Asset Management (CEAM) is proud to provide Lansing Schools with service options and pricing based on the information provided in your portfolio that we believe best fit your needs.

Corporate Elevator Asset Management (CEAM) offers a range of services. Please see below for our OMNIA pricing.

OMNIA Discounted Hourly Rate - \$285 / hour

Elevator Audits - \$800 / elevator

Modernization - \$18,250 / elevator

Elevator Repair & Upgrade Management - \$500 / elevator

New Construction - \$18,250 / elevator

Maintenance Contract Management - \$600 / elevator

Expert Testimony Services - \$8,250 / elevator

Premier Service Package - \$25,750 / year - \$128,750 / 5-year term

(Recommend a five (5) year term to ensure you have full support through the ASME A7.3 Code enforcement compliance term.)

(The Premier Service Package can be invoiced annually or in full. If paid in full, CEAM would apply a 3% discount.)

With the known eight (8) elevators requiring modernization (\$146,000), your team would have significant savings by choosing our Premier Service Package, which includes all of our services listed. We have found that our education facilities have chosen this package for ease of budgeting.



Premier Service (includes the following)

- Assist Lansing Public Schools with a bid selection for elevator-related projects.
 - Proposal Reviews.
 - Project final punch out based on specifications or agreed scope of work.
 - Bid review with Lansing Public Schools as necessary.
- Assist Lansing Public Schools with invoice and proposal reviews
 - This will ensure that the elevator vendors are not overbilling for items included in their contracts.
 - This includes all elevator vendors and their scopes of work.
 - CEAM has an email address dedicated to reviewing invoices for extra work outside of normal contract invoices.
 - Dedicated hours as needed for reviews of the entire Portfolio.
 - Review the action board for any actions necessary.
- Meetings with Lansing Public Schools
 - CEAM will be available for meetings within the Lansing Public Schools Facility Services to help with any and all elevator-related problems that may arise.
 - CEAM will be available for maintenance review meetings as needed.
 - CEAM may elect to meet remotely on occasion, depending upon any scheduling conflicts that may occur.
 - Dedicated hours as needed for up to 2 meetings per month for service-related issues.
 - Assist the elevator service company with any problems in parts procurement.
 - Assist the Lansing Public Schools team in acquiring and interpreting elevator KPI's
 - QBR sessions, if required, with Lansing Public Schools