



CITY OF NOVI CITY COUNCIL
APRIL 7, 2025

SUBJECT: Approval to purchase an automated GPS athletic field painter from Tiny Mobile Robots in the amount of \$49,005 and amend the budget.

SUBMITTING DEPARTMENT: Integrated Solutions – Parks & Municipal Grounds Maintenance (P&MGM)

KEY HIGHLIGHTS:

- Purchasing an automated GPS athletic field painter for use on athletic fields.
- Environmentally friendly, battery-powered, and GPS-guided unit.
- Staff will monitor the field painter while performing other duties within the park.
- Purchase reimbursed through an equipment rebate voucher provided by the Energy Efficiency and Conservation Block Grant (EECBG).

FINANCIAL IMPACT

| General Fund | FY 24/25 | Total |
|---|------------------|------------------|
| EXPENDITURE REQUIRED | \$ 49,005 | \$ 49,005 |
| BUDGET | | |
| 1. EECBG CEMS State Revenue 101-000.00-540.100 | \$49,005 | \$ 49,005 |
| 2. Robotic Field Painter (Expense) 101-265.10-982.091 | \$49,005 | \$ 49,005 |
| APPROPRIATION REQUIRED | \$ 0 | \$ 0 |
| FUND BALANCE IMPACT | \$ 0 | \$ 0 |
| Six years of cellular GPS service is included in the price. | | |

BACKGROUND INFORMATION:

The Novi parks system currently features 30 soccer fields, 3 flag football fields, 2 lacrosse fields, and 18 baseball/softball fields. These fields require lining and painting one to two times per week during the athletic season. Each soccer field requires three staff members to measure, set up, and paint it accurately. This process takes approximately two hours using current methods with a manual gas-powered field painter.

Technology has evolved, and automated machines can precisely measure and paint any athletic field layout utilizing GPS guidance and pre-loaded templates in 25 minutes. Additionally, the unit is battery-powered and utilizes modern spraying techniques to minimize paint consumption. Paint usage savings are estimated to be 40% - 60% less per field.

The P&MGM team has been researching this technology for four years. A component of this research was a mandatory onsite demo of the manufacturer's GPS field painter. Only two vendors met this final criterion—each conducting demonstrations on our fields with our P&MGM team present. Our team recommended the GPS field painter from Tiny Mobile Robots. Additionally, this GPS field painter is used by several universities, including the University of Michigan.

This request is to purchase one robotic GPS field painter, which would enable staff to attend to other park needs. An additional benefit is that this painter is fully electric and rechargeable, which lowers fuel costs and adds to our growing sustainable fleet. This unit has a one-year warranty and six years of online technical support. Funds from this purchase will be reimbursed via equipment rebates and the Energy Efficiency and Conservation Block Grant.

RECOMMENDED ACTION: Approval to purchase an automated GPS athletic field painter from Tiny Mobile Robots in the amount of \$49,005, and amend the budget

RESOLUTION

NOW, THEREFORE BE IT RESOLVED that the following
Budget Amendment for the Robotic Field Painter is authorized:

| | INCREASE (DECREASE) |
|--|------------------------|
| GENERAL FUND | |
| REVENUES | |
| State Sources | 49,005 |
| TOTAL REVENUES | \$ 49,005 |
| APPROPRIATIONS | |
| Capital Outlay | 49,005 |
| TOTAL APPROPRIATIONS | \$ 49,005 |
| Net Increase (Decrease) to Fund Balance | \$ - |

I hereby certify that the foregoing is a true and complete copy of a
resolution adopted by the City Council of the City of Novi
at a regular meeting held on April 7, 2025

Cortney Hanson
City Clerk

TinyMobileRobots®

[MI] CITY OF NOVI

#20250312-123924297

Issued

March 12, 2025

Expires

September 30, 2025

TinyMobileRobots

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Kennesaw, Georgia 30152
United States

Richard Jones
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+13172896799

Prepared for

[MI] City of Novi

47175 Ten Mile RD
Novi, MI 48375
United States

Marc Tolsdorf
work leader
mtolsdorf@cityofnovi.org
248-361-5803



| Products & Services | Item # | Quantity | Unit price | Price |
|---|-------------|----------|-------------|--------------------|
| TinyMobileRobots Pro X | 100-1151-21 | 1 | \$37,750.00 | \$37,750.00 |
| Battery-36V-17400-3pol-w/Handle 36V-17400-3pol with Handle | 420-1001-01 | 1 | \$1,380.00 | \$1,380.00 |
| Template Custom Designs | 110-1017-01 | 1 | \$2,035.00 | \$2,035.00 |
| Installation, Configuration, & Training Fee | 120-1036-01 | 1 | \$1,900.00 | \$1,900.00 |
| 1 Year Subscription; RTK, Technical On-Line Support, 2 SIM RTK, Technical On-Line Support, 2 SIM | 120-1027-01 | 6 | \$1,990.00 | \$11,940.00 |
| One-time subtotal | | | | \$55,005.00 |
| Discount | | | | (\$6,000.00) |
| Total | | | | \$49,005.00 |
| Total contract value | | | | \$49,005.00 |

Comments

Shipping & Billing Information

Please notify Richard Jones if any Shipping or Billing information changes are needed

Tax Exempt Status:

Public or Private:

Shipping Information

Contact Name:

Contact Phone Number:

Contact Email:

Shipping Address:

Billing Information

Contact Name:

Contact Phone Number:

Contact Email:

Shipping Address:

Warranty

To view TinyMobileRobots' Warranty Policy, please refer to [this link](#).

Sales Contract

To view TinyMobileRobots' Sales Contract, please refer to [this link](#).

Terms & Conditions

To view TinyMobileRobots' Terms & Conditions, please refer to [this link](#).

End User License Agreement

To view TinyMobileRobots' End User License Agreement, please refer to [this link](#).

W-9

To view TinyMobileRobots' W-9, please refer to [this link](#).



TURF TANK®

[MI] Novi Parks and Recreation – Turf tank 2 pro Outright Purchase

[MI] Novi Parks and Recreation

45175 West 10 Mile Road

Novi, MI 48375

United States

Reference: 20250312-111958429

Quote created: March 12, 2025

Quote expires: May 11, 2025

Quote created by: Kyle Winkler

Regional Territory Manager

kyle.winkler@turftank.com

Marc Tolsdorf

Manager

mtolsdorf@cityofnovi.org

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Products & Services

| Item & Description | SKU | Quantity | Unit Price | Total |
|--|-----|----------|------------|------------|
| US – Turf Tank Two Pro Package – Upfront Implementation Cost | | 1 | \$1,700.00 | \$1,700.00 |
| Includes: | | | | |
| – Configuration & Shipping of Robot | | | | |
| – Secure Inventory & Lock in Installation Date | | | | |
| – Product Training & Online Resources | | | | |

| Item & Description | SKU | Quantity | Unit Price | Total |
|---|-----|----------|-------------------|-------------------|
| US - Turf Tank Two Pro Package - Outright Purchase | | 1 | \$61,000.00 | \$61,000.00 |
| Includes: | | | | |
| - GPS Paint Robot + GPS Package (Includes Android Tablet) | | | | |
| - Continuous Software Improvements | | | | |
| - Free Form Text Creation | | | | |
| - (1) Custom Logo | | | | |
| - Standard Geometry Package | | | | |
| - Extended Geometry Package | | | | |
| - Paint: \$3,000 Allotment of Paint (White) | | | | |
| - (2) Robot Batteries | | | | |
| - Customer Support: 24/7 Monday-Sunday | | | | |
| - Hardware Warranty: Pro (See warranty document) | | | | |
| - Paint System Service Kit: (Includes: 1-Solenoid, 1-Pump, 1- Suction rod assembly, 1- tubing set.) | | | | |
| - (2) 5.5 Gallon Paint Container for Robot | | | | |
| - (2) 2.5 Gallon Empty Paint Containers | | | | |
| - Customized Robot Wrapping | | | | |
| - (2) Maintenance & Training Visits/Per Year | | | | |
| - Courtesy Robot (If necessary) | | | | |
| US - Turf Tank Two Pro Package - Customer Care Plan | | 1 | \$4,999.00 / year | \$4,999.00 / year |
| Includes: | | | | |
| - Customer Support: 24/7 Monday-Sunday | | | | |
| - Hardware Warranty: Pro (See warranty document) | | | | |
| - Continuous Software Improvements | | | | |
| - \$3,000 Allotment of Paint (White) | | | | |
| Annual subtotal | | | | \$4,999.00 |
| One-time subtotal | | | | \$62,700.00 |
| Total | | | | \$67,699.00 |

Purchase terms & Comments

| <u>Invoice</u> | <u>Invoice Details</u> |
|--|---|
| Implementation Fee Invoice & First Invoice | Implementation Fee & Subscription or Purchase Invoice will be issued at date of shipment with net 18 payment terms. The invoice will be emailed to the billing contact on file and will be from billing@turftank.com . |
| Renewal Invoices | Subscription Renewal Invoices will be emailed to the billing contact on file 30-days prior to the subscription date with net 30 payment terms. |

*****Sales Tax** is not included in the above quote. If you are not tax-exempt you will be subject to sales tax on your invoices. If you are tax-exempt, we will need to collect and validate your tax-exempt certificate.

SUBSCRIPTION WARRANTY



| Subscription Type | Basic | The Gridiron | Plus | Pro |
|--|-----------------|-----------------|-----------------|---------|
| Major Components | | | | |
| Rover | ✓ | ✓ | ✓ | ✓ |
| Base Station | ✓ | ✓ | ✓ | ✓ |
| Control Unit | ✓ | ✓ | ✓ | ✓ |
| Harness | ✓ | ✓ | ✓ | ✓ |
| Robot Chassis | ✓ | ✓ | ✓ | ✓ |
| Complete Rear Wheel Mount | ✓ | ✓ | ✓ | ✓ |
| Battery Holder | ✓ | ✓ | ✓ | ✓ |
| GNSS Antenna | ✓ | ✓ | ✓ | ✓ |
| Actuator | ✓ | ✓ | ✓ | ✓ |
| Wheel Motor Set | ✓ | ✓ | ✓ | ✓ |
| Shell | ✓ | ✓ | ✓ | ✓ |
| Complete Rack & Pinion Holder | ✓ | ✓ | ✓ | ✓ |
| Control Panel | ✓ | ✓ | ✓ | ✓ |
| Disc Lift System | ✓ | ✓ | ✓ | ✓ |
| Robot Battery Charger | ✓ | ✓ | ✓ | ✓ |
| Complete Front Bumper | ✓ | ✓ | ✓ | ✓ |
| Complete Rear Bumper | ✓ | ✓ | ✓ | ✓ |
| Robot Battery | ✓ | ✓ | ✓ | ✓ |
| Tablet | ✓ | ✓ | ✓ | ✓ |
| Warranty Benefits & Coverage | | | | |
| Annual Site Visits | \$750/per visit | \$750/per visit | \$750/per visit | 2x/year |
| Annual Service Kit | ✗ | ✗ | ✗ | 1x/year |
| Wear & Tear Parts | 30 days | 60 days | 60 days | 90 days |
| Discount on Major Components | ✗ | ✗ | 20% | 40% |
| Discount on Wear & Tear Parts | ✗ | ✗ | 20% | 40% |
| Upon Delivery of Robot* (Wear & Tear Components) | ✓ | ✓ | ✓ | ✓ |

All major components of the robot are covered under the standard subscription warranty. You shall promptly notify us of any defect or issue related to the Equipment covered by Warranty and Turf Tank will, at our option, and as our sole and exclusive liability and your sole and exclusive remedy, either repair the defect or issue, or replace the Equipment. **The Warranty does not apply to any Equipment that has been:** (i) subject to (a) abuse, misuse, neglect, accident, (b) improper testing, installation, storage, or handling, (c) abnormal physical stress, environmental conditions or use contrary to any instructions issued by us; (ii) reconstructed, repaired or altered by any party other than Turf Tank; (iii) used with any third-party product(s), hardware or product that has been authorized in writing by Turf Tank; or (iv) damaged or destroyed due to an event beyond your or our reasonable control.

* Upon delivery and training of the robot, each robot regardless of subscription type or robot type will be equipped with a new pump, valves, and tubes.

- **Standard Ground Shipping:** Covered by Turf Tank on warranty parts.
- **Overnight/Express Shipping:** Covered by customers at cost.
- **Service Kit:** Includes 1x Solenoid, 1x Suction Rod Assembly, 1x Tubing Set, 1x Pump.
- Warranty components will be invoiced upon shipment, and then credited or cancelled immediately upon return of the defective component back to Turf Tank.
- Warranty does not cover **labor cost**.
- Use of **non-approved paint** will void warranty on paint system: Pump, Suction Rod assembly, Solenoid, Tubing.
- **Custom Modifications** of Turf Tank robot will void warranty.
- Above Warranty does not cover **breakdowns and general repairs** directly caused by the owner/operator neglect, accidental damage, abuse or misuse, including inadequate cleaning and improper storage.
- All parts not mentioned on the list above is considered **Wear & Tear**.

Signature

Signature

Date

Printed name

Questions? Contact me



Kyle Winkler
Regional Territory Manager
kyle.winkler@turftank.com

Turf Tank
1110 Allgood Industrial Ct
Marietta, GA 30066
United States



The image shows a white, three-wheeled robot on a green field. To the left of the robot, there is a list of sports and their corresponding durations, each preceded by a small icon: a football for 'Football 2 Hours', a soccer ball for 'Soccer (11v11) 22 Minutes', a lacrosse stick for 'Lacrosse 20 Minutes', and a field hockey stick for 'Field Hockey 26 Minutes'. The robot itself has 'TinyMobileRobots' printed on its side. At the bottom, the brand name 'TinyMobileRobots®' is displayed in a large, white, sans-serif font.

Football
2 Hours

Soccer (11v11)
22 Minutes

Lacrosse
20 Minutes

Field Hockey
26 Minutes

TinyMobileRobots®

