



City Council Report

Date: December 12, 2016
To: City Council
Through: Mike Kennington, Chief Financial Officer
From: Edward Quedens, MPA, C.P.M., CPPO, Business Services Director
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator
Subject: Three-Year Term Contract for Replacement Automated Vehicle Location Equipment and Related Services for Various City Departments **(Citywide)**

Purpose and Recommendation

Council is requested to approve a Term Contract for Replacement Automated Vehicle Location (AVL) Equipment and Related Services for Various City Departments as recommended. A committee representing the Energy Resources, Engineering, Fleet Services, Transportation, Water Resources, and Information Technology Departments, and Purchasing, evaluated responses.

The evaluation committee recommends awarding the contract to the highest scored proposal from Marshall and Associates dba MarshallGIS at \$310,841.10, plus project contingency of \$30,376.05, for a combined total award of \$341,217.15.

Background / Discussion

An Automated Vehicle Location (AVL) system allows for City vehicles to be tracked utilizing a GPS system and manage City vehicles, including location, speed, idle time, and other data.

The City's contract for the existing AVL system that has been in effect since late-2011 will expire on 12/31/2016. The new solution will provide enhanced functionality including the ability to perform turn-by-turn routing, enter Commercial Driver's License (CDL) pre and post-vehicle inspections information, and integration with both the Transportation Department's work order management system and the City's GIS platform. An AVL system allows the City to pursue process improvements with both operational and cost efficiencies, as well as contribute to the safety of its employees.

The new AVL system will replace the existing, outdated AVL equipment purchased from Zonar. More than half of the current AVL units will cease to operate after December 31, 2016 due to 2G network connectivity being phased out – the contract for all units will expire without available renewals.

The City received 11 proposals of which 10 vendors met the minimum requirements. Staff from the Energy Resources, Engineering, Fleet Services, Transportation, Water Resources, and Information Technology Departments, and Purchasing evaluated the 10

proposals based on the evaluation criteria as stated in the solicitation. All vendors who did not meet a minimum score of 650 for Basic and 600 for Enhanced were deemed not reasonably susceptible for award and were not considered further (letters were sent to each vendor). Based on this, TSO Mobile, CalAmp, CompassCom, Fleet Analytics and MarshallGIS were invited to conduct demonstrations for both Basic and Enhanced AVL proposals. The evaluation team requested a Best and Final Offer from MarshallGIS.

MarshallGIS, the highest scored proposals (both Basic and Enhanced), is being recommended for award. The evaluation committee unanimously agreed on the recommendation.

Alternatives

Council may choose not to authorize the purchase and new responses will be solicited.

Fiscal Impact

This total amount of \$341,217.15 for AVL equipment and services including contingency is funded by the Department operating budgets of Energy Resources (\$5,843.42), Engineering (\$43,423.46), Transportation (\$175,481.87), Water Resources (\$110,868.40) and Information Technology – Maintenance (\$5,600.00).

Coordinated With

Energy Resources, Engineering, Fleet Services, Transportation, Water Resources, and Information Technology Departments, and Purchasing

PURCHASING INFORMATION

Action: Initial Award

Procurement Type: Request Proposals

Solicitation Number: 2016295

Vendors Registered on Bid List: ProcureAZ (139) and Vendor Self Service (24)

Advertising: Arizona Republic, Bid Net, Record Reporter, Purchasing Website

Downloads: 120

Responses: 11

Local Consideration: Not applicable as there were no Mesa responses

Protests Received: None

Initial Term: Three Years

Renewals: Two, one-year renewal options subject to future Council consideration

Pricing Available to Other Cooperative Agencies: Yes

Proposals received on October 3, 2016

CalAmp Radio Satellite Integrators - Torrance, CA

CompassCom Software Corporation - Centennial, CO

Fleet Analytics, LLC - Suwanee, GA

Marshall and Associates, Inc. - Boise, ID

Tracking Solutions Corp. dba TSO Mobile - Miami, FL

Non-Susceptible for Award

FleetMind Seon Solutions Inc. dba FleetMind Solutions - Montreal, Quebec (Canada)

GoGPS USA Inc. - Bradenton, FL

GPS Insight - Scottsdale, AZ

RVA, LLC - Minneapolis, MN

Zonar Systems, Inc. - Seattle, WA

Non-Responsive Proposal

AssetWorks LLC - Wayne, PA

No Bid Response received from

GPS Track It

Basic Preliminary Scoring

Evaluation Criteria / Points Possible	CalAmp	CompassCom	Fleet Analytics	Fleet Mind
Vendor's Qualifications & Experience in the Services & Services Proposed / 200	155.57	144.71	125.29	118.86
Vendor's Product Functionality / 500	371.43	411.71	375.29	312.57
Vendor's Price and Fees / 300	189.89	110.32	300.00	79.41
Total / 1,000	716.89	666.74	800.58	510.84

Evaluation Criteria / Points Possible	GoGPS	GPS Insight	MarshallGIS	RVA
Vendor's Qualifications & Experience in the Services & Services Proposed / 200	33.57	133.57	202.71	86.71
Vendor's Product Functionality / 500	214.43	237.86	420.86	208.43
Vendor's Price and Fees / 300	172.24	174.27	210.42	101.54
Total / 1,000	420.24	545.70	833.99	396.68

Basic Preliminary Scoring (Continued)

Evaluation Criteria / Points Possible	TSO Mobile	Zonar
Vendor's Qualifications & Experience in the Services & Services Proposed / 200	138.71	114.00
Vendor's Product Functionality / 500	410.00	319.57
Vendor's Price and Fees / 300	180.03	197.74
Total / 1,000	728.74	631.31

Enhanced Preliminary Scoring

Evaluation Criteria / Points Possible	CalAmp	CompassCom	Fleet Analytics	Fleet Mind
Vendor's Qualifications & Experience in the Services & Services Proposed / 200	127.86	146.14	103.86	122.86
Vendor's Product Functionality / 500	306.43	327.14	235.43	288.57
Vendor's Price and Fees / 300	181.44	166.84	300.00	39.94
Total / 1,000	615.73	640.12	639.29	451.37

Evaluation Criteria / Points Possible	GoGPS	GPS Insight	MarshallGIS	RVA
Vendor's Qualifications & Experience in the Services & Services Proposed / 200	33.57	147.57	209.86	115.14
Vendor's Product Functionality / 500	321.14	265.00	472.57	342.71
Vendor's Price and Fees / 300	110.40	225.36	209.95	187.86
Total / 1,000	465.11	637.93	<u>892.38</u>	645.71

Enhanced Preliminary Scoring (Continued)

Evaluation Criteria / Points Possible	TSO Mobile	Zonar
Vendor's Qualifications & Experience in the Services & Services Proposed / 200	134.43	106.86
Vendor's Product Functionality / 500	387.71	220.28
Vendor's Price and Fees / 300	186.03	182.64
Total / 1,000	708.17	509.78

Final Basic Scoring

Evaluation Criteria / Points Possible	CalAmp	CompassCom	Fleet Analytics
Vendor's Qualifications & Experience in the Services & Services Proposed / 200	155.57	144.71	125.29
Vendor's Product Functionality / 500	371.43	411.71	375.29
Vendor's Price and Fees / 300	189.89	110.32	300.00
Total / 1,000	716.89	666.74	800.58

Evaluation Criteria / Points Possible	TSO Mobile	MarshallGIS
Vendor's Qualifications & Experience in the Services & Services Proposed / 200	138.71	209.86
Vendor's Product Functionality / 500	410.00	472.57
Vendor's Price and Fees / 300	180.03	209.95
Total / 1,000	728.74	892.38

Final Enhanced Scoring

Evaluation Criteria / Points Possible	CalAmp	CompassCom	Fleet Analytics
Vendor's Qualifications & Experience in the Services & Services Proposed / 200	155.57	144.71	125.29
Vendor's Product Functionality / 500	371.43	411.71	375.29
Vendor's Price and Fees / 300	181.44	166.84	300.00
Total / 1,000	708.44	723.26	800.58

Evaluation Criteria / Points Possible	TSO Mobile	MarshallGIS
Vendor's Qualifications & Experience in the Services & Services Proposed / 200	138.71	209.86
Vendor's Product Functionality / 500	410.00	472.57
Vendor's Price and Fees / 300	186.03	209.95
Total / 1,000	734.74	892.38

AWARD RECOMMENDATION
Marshall and Associates, Inc. dba MarshallGIS
Boise, Idaho

Description	
Automated Vehicle Locator (AVL) System per Agreement No. 2016295; Exhibits – Scope of Work and Functionality / Technical Specifications, Pricing, Mesa Standard Terms and Conditions; Other Exhibits; Solicitation including any addenda; and Contractor Response	
<u>Year 1 - AVL Equipment and Software Cost</u>	
Equipment and Software Cost	\$ 34,075.00
Estimated Use Tax	\$ 1,908.20
Usage Cost Year 1	\$ <u>69,084.00</u>
Sub Total:	<u>\$105,067.20</u>
AVL Related Services Installation and Implementation:	<u>\$62,006.00</u>
<u>Years 2 and 3 - AVL Future Annual Usage Cost:</u>	<u>\$69,084 Annually</u>
<u>Years 2 and 3 - On-going AVL Services Cost:</u>	<u>\$2,800.00 Annually</u>
AVL System Sub-Total - Years 1, 2 and 3:	<u>\$310,841.10</u>
MarshallGIS Contingency for incidental items that may be needed during the installation and Implementation of the technology equipment:	<u>\$16,516.50</u>
Contingency for Purchase of RFID and Tablets for the Transportation Department:	<u>\$13,859.55</u>
Overall Project Contingency:	<u>\$30,376.05</u>
COMBINED TOTAL AWARD:	<u>\$341,217.15</u>