



City Council Report

Date: May 3, 2021
To: City Council
Through: Michael Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Matt Bauer, Procurement Administrator
Subject: Two-Year Term Contract with a One Year Renewal Option for Four Remote Observation Platforms (Additions) for the Mesa Police Department **(Citywide)**

Recommendation

Council is requested to approve the award as recommended.

A committee representing the Mesa Police Department and Purchasing evaluated responses. The evaluation committee recommends awarding the highest scored proposal response from Air Comm Corporation dba, Air Comm at \$300,000 annually, with an annual increase allowance of up to 5% or the adjusted Producer Price Index.

Background / Discussion

This contract will provide remote observation platforms. These units are entirely solar and can be positioned in any part of the City with short notice. They provide the ability for one officer to have a visual on many areas at one time. The cameras also serve as a deterrent to crime simply by their presence. This equipment has been identified as a solution to offer public protection against crime and sanitation concerns presented by the increase in the homeless population and economic concerns. This equipment will be used to increase police presence in multiple places, monitor high crime areas, and help identify a significant event versus an innocuous gathering. The recorded video will assist in researching crimes and providing evidentiary information.

The Special Projects and Research Team of the Mesa Police Department requested the initial purchase for systems (\$140,000). The Department has requested the annual contract amount of \$300,000 annually for Years 1, 2 and 3, should additional funding be identified.

The City received eleven proposal responses of which nine met the minimum qualifications. The evaluation committee evaluated the proposals in accordance with the City's established policies and procedures. The committee agreed to shortlist the top five ranked offerors and seek clarifications and request additional information with those top five vendors (Air Comm, Industrial Video, Mobile Pro, QOVO Communications, and Reconview). Considering all information provided by the five short-listed Offerors, after clarifications, the committee agreed to ask the top two ranked offerors after clarifications for a product demonstration. Air Comm, and Mobile Pro were asked to provide demonstrations. The committee completed scoring the responses against the scoring

criteria in the solicitation. Based upon the results from the proposal responses, clarifications, and demonstrations, the committee recommends award to the top-ranked firm whose proposal best meets the City's requirements.

Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2021060

Local Consideration: Policy did not apply to this procurement method

Protests Received: One protest from Industrial Video & Control was submitted by email on April 1, 2021. The protest was reviewed by the Procurement Administrator and denied on April 7, 2021. Industrial Video & Control appealed the protested response on April 13, 2021. The appeal was reviewed by the Deputy City Manager/CFO and denied on April 26, 2021. These documents are attached in Legistar.

Initial Contract Term: Two Years

Possible Renewals: Up to a maximum of one year subject to Administrative review and approval

Funding Source: Initial Purchase for four Overt Video Surveillance Trailers (\$140,000) funded by the Mesa Police Department operating budget. The Department has requested the annual contract amount of \$300,000 annually, for additional poles should additional funding be identified.

Proposal Responses

Air Comm Corporation dba Air Comm - Phoenix, AZ

Comprehensive Communication Services - Fort Worth, TX

Goserco, Inc. - Mesa, AZ

Industrial Video & Control Co., LLC - Newton, MA

LGR Technologies Inc. dba, Mobile Pro Systems - West St. Paul, MN

QOVO Communications dba, QOVO Solutions Inc. - San Jose, CA

Reconview LLC - Fort Mill, SC

Technology International, Inc. - Lake Mary, FL

W.W. Grainger dba, Grainger - Phoenix, AZ

Deemed as Non-Responsive

Malibu Communications - Glendale, AZ (Proposal response only included pricing)

Phoenix Contracting LLC - Chesterfield, MI (Proposal response only included pricing)

Final Scoring after Demonstrations

Respondent	Total Points Possible / 1,000
Air Comm Corporation dba Air Comm (Recommended)	<u>966</u>
LGR Technologies Inc. dba, Mobile Pro Systems	940