



STAFF REPORT

CITY COUNCIL OF THE CITY OF SAUSALITO

AGENDA TITLE

Award of Parking and Revenue Control Systems (PARCS) Equipment Contract for City Parking Lots 1, 2, 3 and 4

RECOMMENDED MOTION

Adopt a Resolution of the City Council of the City of Sausalito Awarding a Contract for Replacement of Parking and Revenue Control Systems (PARCS) Equipment in City Parking Lots 1, 2, 3 and 4 Invited with Resolution No. 5091 to _____, and Authorizing the City Manager to Execute Said Contract

SUMMARY

The City desires to replace much of the parking equipment associated with its existing lots, ticket and payment machines, gates, and the hardware and software used to register sales and facilitate enforcement. The City's objective is higher quality, reliability, security and flexibility to better leverage the skills and expertise of parking staff and result in an optimum balance between revenue generation and the public interest.

With Resolution No. 4996 of January 27, 2009 the City Council approved a professional services agreement with Walker Parking Consultants to provide parking and revenue control systems (PARCS) consulting services to help identify and prepare the drawings and technical specifications necessary for the procurement and installation of new parking equipment, to be implemented first in Lots 1 and 3. In its final report under that scope, Walker concluded that while the existing system has provided a relatively high level of service to parking patrons, particularly during the peak weekend exiting periods, it is extremely labor intensive and costly to operate. Walker recommended installation of a multi-space meter (MSM) replacement system because it would allow vehicles to exit the lots at a faster rate, improving not only the efficiency of the exits, but also the vehicular circulation for entering traffic, as congestion and cross-traffic between entering and exiting vehicles would be reduced. User groups such as Yacht Club members and Sausalito residents would still receive discounted parking rates; however, it may be possible to use the Smart Card issued to these individuals to debit a prepaid account directly for parking charges and avoid sending invoices each month. At a future time, an MSM system would also be able to integrate the on-street parking management by providing integrated financial, management, bank reconciliation, maintenance and enforcement reports for the entire parking system, provided that the existing SSM system is replaced with MSMs.

Item: 60B

Meeting Date: March 16, 2010

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As Council was advised during the course of its September 15, 2009 meeting, Walker Parking completed preparation of Bid Documents for the furnishing and installation of the recommended equipment. With Council Resolution No. 5066 of that date, Council approved the details of the bid documents and authorized the release of an invitation to bid to furnish and install the specified equipment and related elements.

With Resolution 5091 of December 8, 2009, Council rejected the bids received and direct Staff and Walker Parking to clarify the bid documents to provide a reasonable opportunity for the non-responsive bidders to make their bids responsive, and to re-advertise the procurement to provide adequate time for the bidders and vendors that did not bid to prepare responsive bids. Three bids were received and opened February 10, 2010 at the appointed hour of noon. Based on the bids received, two bidders, APARC and Ventek are considered qualified, their bids have been found to comply with the prescribed requirements, and alternates and unit prices responsively provided as requested in Bid Forms. Further, Staff and Walker have evaluated expected operating costs, maintenance considerations, performance data and guarantees of materials and equipment based on the bids. A bid evaluation table prepared by Walker is attached. On the basis of the bids, Staff and Walker preliminarily recommend award to APARC; however, a list of questions has been prepared for the two bidders before Staff makes its final recommendation of award (see attached). In order to address those questions, APARC and Ventek have been invited to bring and demonstrate their proposed equipment, and provide responses to the questions from Staff, Council and the public. On the basis of the presentations and responses to questions, Staff will recommend award to Council.

ISSUES

None identified. Staff finds that this Project is exempt from CEQA pursuant to 14 CCR § 15302, Replacement or Reconstruction, inasmuch as it consists of the replacement of existing equipment with substantially the same size, purpose and capacity and 14 CCR § 15303, New Construction or Conversion of Small Structures, which applies to the installation of small new equipment. Further, Staff finds that as a maintenance project which will not appreciably change the appearance of the area, the Project is exempt from Design Review as provided for in 10 SMC § 54.50.13.

FISCAL IMPACT

None at this time. The approved budget for FY2009-10 includes \$500,000 for replacement of machinery and equipment (Fund 220-420-7000-740). The base APARC bid is less than the budgeted amount. Anticipated annual operating costs are higher than those incurred with the existing equipment, but will be more than offset by the increased expected revenues associated with the new equipment as affirmed by Staff, Walker and by Council in its authorization to solicit bids for this equipment.

STAFF RECOMMENDATION

Adopt a Resolution of the City Council of the City of Sausalito Awarding a Contract for Replacement of Parking and Revenue Control Systems (PARCS) Equipment in City Parking Lots 1, 2, 3 and 4 Invited with Resolution No. 5091 to _____, and Authorizing the City Manager to Execute Said Contract

ATTACHMENTS

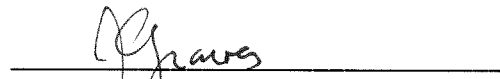
- Bid Tabulation
- List of Questions
- A Resolution of the City Council of the City of Sausalito Awarding a Contract for Replacement of Parking and Revenue Control Systems (PARCS) Equipment in City Parking Lots 1, 2, 3 and 4 Invited with Resolution No. 5091 to _____, and Authorizing the City Manager to Execute Said Contract

PREPARED BY:



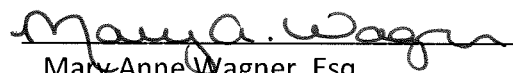
Jonathon Goldman
Director of Public Works

REVIEWED BY:



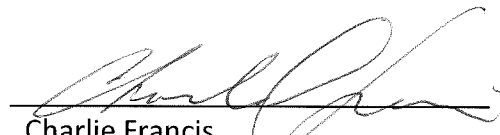
Jeremy Graves
Community Development Director

REVIEWED BY:



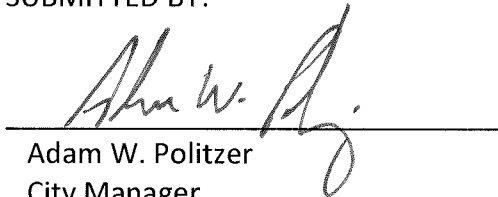
Mary-Anne Wagner, Esq.
City Attorney

REVIEWED BY:



Charlie Francis
Administrative Services Director/Treasurer

SUBMITTED BY:



Adam W. Politzer
City Manager

RESOLUTION No. _____

**RESOLUTION OF THE CITY COUNCIL OF THE CITY OF SAUSALITO AWARDING
A CONTRACT FOR REPLACEMENT OF PARKING AND REVENUE CONTROL
SYSTEMS (PARCS) EQUIPMENT IN CITY PARKING LOTS 1, 2, 3 AND 4 INVITED
WITH RESOLUTION NO. 5091 TO _____, AND AUTHORIZING THE CITY
MANAGER TO EXECUTE SAID CONTRACT**

WHEREAS, with Resolution No. 5091, adopted at its regular meeting on the 8th day of December, 2009, the City Council authorized issuance of revised invitations to bid for REPLACEMENT PARKING ACCESS AND REVENUE CONTROL SYSTEM ("PARCS") FOR CITY-OWNED PARKING FACILITIES; and

WHEREAS, the revised Bid Documents, dated December, 2009, were issued to interested vendors, posted on the City's website, and notices published in conformance with Sausalito Municipal Code for formal bids for equipment; and

WHEREAS, a pre-bid conference was held January 6, 2010 here in City Hall; and

WHEREAS, prospective bidders were copied on questions asked and answered during the bid period, one addendum was issued, and bids received were opened and read aloud at the appointed hour of noon on Wednesday, February 10, 2010; and

WHEREAS, the bids received before the appointed hour were evaluated by Walker Parking and Staff and determined to be from responsible bidders, but only two were found responsive to the Bid Documents; and

WHEREAS, the bids found responsive have base bid amounts of \$489,670 (APARC) and \$665,042 (Ventek), and total estimated purchase and five-year operating costs of \$1,028,430 (APARC) and \$1,151,275 (Ventek); and

WHEREAS, the budgeted amount for the purchase of the replacement PARCS equipment is \$500,000; and

WHEREAS, the award of the contract and installation of the parking equipment is exempt from the application of the California Environmental Quality Act (California Public Resources Code Section 21000, et seq., "CEQA"), pursuant to Section 15302 (Class 2 Categorical Exemption) and Section 15303 (Class 3 Categorical Exemption 0 of the State CEQA Guidelines (Title 14, California Code of Regulations Section 15000, et seq.).

WHEREAS, Staff recommended that Council consider the attached and incorporated by reference bid evaluation, and list of questions and entertain presentations from the two finalists prior to accepting Staff's final recommendation for award.

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Sausalito:

1. The City Council hereby finds that the award of the contract and installation of the equipment are exempt from the application of CEQA pursuant to Section 15302 (Class 2 Categorical Exemption) and Section 15303 (Class Categorical Exemption)

of the State CEQA Guidelines and the City Clerk, or her designee, is directed to cause Notices of Exemption to be posted in accordance with CEQA.

2. Rejects the bid received February 10, 2010 from Bay Cities Automatic Gates as insufficiently responsive.
3. Accepts Staff's preliminary recommendations based on the attached bid evaluation and accepts the list of questions.
4. Having heard presentations from Ventek and APARC Systems, and Staff's final recommendation, awards the contract for REPLACEMENT PARKING ACCESS AND REVENUE CONTROL SYSTEM ("PARCS") FOR CITY-OWNED PARKING FACILITIES to _____.
5. Authorizes the City Manager to Execute a Contract in an Amount Not to Exceed \$ _____ with _____ for Provision of the Specified Equipment.

PASSED AND ADOPTED at a regular meeting of the City Council of the City of Sausalito on the 16th day of March, 2010 by the following vote:

AYES: Councilmembers:
NOES: Councilmembers:
ABSTAIN: Councilmembers:
ABSENT: Councilmembers:

MAYOR OF THE CITY OF SAUSALITO

ATTEST:

CITY CLERK

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PARCS BID EVALUATION

City of Sausalito

Sausalito, CA

PARKING ACCESS AND REVENUE CONTROL SYSTEM

Prepared by: AJK

BID TABULATION

	BIDDER #1	BIDDER #2	BIDDER #3
Bidder Name	Bay Cities Automatic Gates	Aparc Systems	VenTek International
Proposed MSM Manufacturer	Parkeon	Siemens	VenTek International
Citation Issuing/Processing	T2 Systems	Aparc Systems	iparq
Wireless Sensor Manufacturer	StreetSmart	Streetline	Banner Engineering
BID PRICING			
1 Base Bid	\$334,100.00	\$489,670.00	\$665,042.00
2 Alternate A - 5 year Maintenance	Not Provided	\$248,000.00	\$113,808.00
3 Alternate B - Post Mounted Space # Signs	Not Provided	\$195.00	\$111.00
4 Alternate C - MSM with Banknote Acceptor	\$13,833.00	Not Provided	Included
5 Alternate D - MSM Advertising Frame	N/A	\$14,280.00	N/A
Alternate A - Maintenance Agreement			
Year One (Included in Base Bid)	\$0.00	\$0.00	\$0.00
Year Two	Not Provided	\$62,000.00	\$28,452.00
Year Three	Not Provided	\$62,000.00	\$28,452.00
Year Four	Not Provided	\$62,000.00	\$28,452.00
Year Five	Not Provided	\$62,000.00	\$28,452.00
Total Alternate A*	\$0.00	\$248,000.00	\$113,808.00
Percent of Base Bid	0.0%	10.1%	3.4%
Operating Costs			
Year 1	\$17,766.00	\$58,152.00	\$26,065.00
Year 2	\$211,446.00	\$120,152.00	\$54,517.00
Year 3	\$211,446.00	\$120,152.00	\$54,517.00
Year 4	\$211,446.00	\$120,152.00	\$54,517.00
Year 5	\$211,446.00	\$120,152.00	\$296,617.00
5 Year Operating Costs	\$863,550.00	\$538,760.00	\$486,233.00
Base Bid & 5 Year Operating Costs	\$1,197,650.00	\$1,028,430.00	\$1,151,275.00
UNIT PRICING			
Multi Space Meter	\$14,385.00	\$12,880.00	\$14,635.00
Multi Space Meter / With Bill Acceptor	\$18,996.00	Not Provided	Included
Wireless Space Sensor	\$0.00	\$305.00	\$466.00
Space Designation Sign with Mounting Post	Not Provided	\$195.00	\$111.00
Handheld Enforcement / Printer	\$6,360.00	\$7,500.00	\$9,375.00
Verrus Mobile Phone/SMS Capability Monthly	\$5.50	\$0.00	\$0.00
Smart Card Encoder	\$10,245.00	\$0.00	\$0.00
Sensor Monitoring Cost (Per Space/Month)	\$30.00	\$6.00	\$0.12
Multi Space Meter Web FMS Access Fee (Mo	\$60.00	\$68.00	\$45.00
Handheld Enforcement Device Access Fee (N	\$21.00	\$38.00	\$55.00
Multi Space Meter Wireless Communication F	Not Provided	Included	\$30.00

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PARCS BID EVALUATION

City of Sausalito

Sausalito, CA

PARKING ACCESS AND REVENUE CONTROL SYSTEM

Prepared by: AJK

BID TABULATION

	BIDDER #1	BIDDER #2	BIDDER #3
Bidder Name	Bay Cities Automatic Gates	Aparc Systems	VenTek International
Proposed MSM Manufacturer	Parkeon	Siemens	VenTek International
Citation Issuing/Processing	T2 Systems	Aparc Systems	iparq
Wireless Sensor Manufacturer	StreetSmart	Streetline	Banner Engineering
SECTION 4100 - BID FORM REQUIREMENTS			
Part 1.C.1 Addenda	Acknowledged	Acknowledged	Acknowledged
Part 1.2.E Bidder Information	Information Provided	Information Provided	Information Provided
Part 1.4.C Liquidated Damages	Not Accepted	Accepted	Accepted
Part 2 Material & Equipment Alternates			
Part 3 Time Alternate	S.C.120 Days, F.C. 160 Days	S.C.120 Days, F.C. 160 Days	S.C.120 Days, F.C. 160 Days
Part 4 Attachments			
Part 4A Bid Security	Bid Bond	Certified Check	Cashier's Check
Part 4C Equipment Suppliers	Yes	Yes	Yes
Part 4D - List of Alternates	Yes	Yes	Yes
Part 4E List of Unit Prices	Yes	Yes	Yes
Part 4F Non-Collusion Affidavit	Not Provided	Yes	Yes
Part 5 Signatures	Yes	Yes	Yes
OTHER BID PRICING AND NOTES			
References	Yes	Yes	Yes
Installation Schedule	Yes	Yes	Yes
BIDDER INFORMATION			
Contact Name	Peter D. Hartzell	Robert Ziola	Gary Catt
Company	Bay Cities Automatic Gates	APARC Systems	VenTek International
Address1	P.O. Box 1412	One Market Street, 36th Floor	424 Payran Street, Suite D
Address2	San Carlos, CA 94070	San Francisco, CA 94105	Petaluma, CA 94952
Telephone Number	650-595-4283	415-293-8025	707-773-3373
Email		robert@aparcsystems.com	

NOTES and EXCEPTIONS:

	Bidder #1	Bidder #2	Bidder #3
* Annual Increase Tied to CPI Index	Extended Warranty pricing not included in bid.	If space sensors are surface mounted cost is reduced by \$25/sensor. Deduct \$13,450.00 from Base Bid.	Sensor monitoring fee does not include replacement costs. 5 year replacement costs will be in excess of \$230,000.
	Wireless communication devices not included in base bid. Left up to City to procure provider. 70 megabyte data plan could be as much as \$70.00 per device per month.	Monthly sensor monitoring costs includes the cost of replacement at no additional cost. No call necessary from City, Streetline initiates replacement when sensor fails.	According to Banner, no current installation exists in the US that utilizes the space sensors in a manner described in the RFP.
		Street Line has 8500 space sensors installed in SF as part of the SFPark project.	

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City of Sausalito

Sausalito, CA

PARKING ACCESS AND REVENUE CONTROL SYSTEM

Prepared by: AJK

Operating Costs

Recurring Costs	Bidder #1				
	Year 1	Year 2	Year 3	Year 4	Year 5
Multi Space Meter Web-FMS Access Fee	\$15,120.00	\$15,120.00	\$15,120.00	\$15,120.00	\$15,120.00
Enforcement Handheld Device Access Fee	\$1,260.00	\$1,260.00	\$1,260.00	\$1,260.00	\$1,260.00
Verrus Mobile Phone/SMS Capability Monthly/Unit	\$1,386.00	\$1,386.00	\$1,386.00	\$1,386.00	\$1,386.00
Multi Space Meter Wireless Communication Fee	Not Provided	Not Provided	Not Provided	Not Provided	Not Provided
Space Sensor Monitoring Fee	\$0.00	\$193,680.00	\$193,680.00	\$193,680.00	\$193,680.00
Sensor Replacement Costs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Extended Warranty	Not Provided	Not Provided	Not Provided	Not Provided	Not Provided
Other Fee's	Not Provided	Not Provided	Not Provided	Not Provided	Not Provided
Total's per year	\$17,766.00	\$211,446.00	\$211,446.00	\$211,446.00	\$211,446.00

Recurring Costs	Bidder #2				
	Year 1	Year 2	Year 3	Year 4	Year 5
Multi Space Meter Web-FMS Access Fee	\$17,136.00	\$17,136.00	\$17,136.00	\$17,136.00	\$17,136.00
Enforcement Handheld Device Access Fee	\$2,280.00	\$2,280.00	\$2,280.00	\$2,280.00	\$2,280.00
Verrus Mobile Phone/SMS Capability Monthly/Unit	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Multi Space Meter Wireless Communication Fee	Included	Included	Included	Included	Included
Space Sensor Monitoring Fee	\$38,736.00	\$38,736.00	\$38,736.00	\$38,736.00	\$38,736.00
Sensor Replacement Costs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Extended Warranty	\$0.00	\$62,000.00	\$62,000.00	\$62,000.00	\$62,000.00
Other Fee's	None	None	None	None	None
Total's per year	\$58,152.00	\$120,152.00	\$120,152.00	\$120,152.00	\$120,152.00

Recurring Costs	Bidder #3				
	Year 1	Year 2	Year 3	Year 4	Year 5
Multi Space Meter Web-FMS Access Fee	\$11,340.00	\$11,340.00	\$11,340.00	\$11,340.00	\$11,340.00
Enforcement Handheld Device Access Fee	\$3,300.00	\$3,300.00	\$3,300.00	\$3,300.00	\$3,300.00
Verrus Mobile Phone/SMS Capability Monthly/Unit	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Multi Space Meter Wireless Communication Fee	\$7,560.00	\$7,560.00	\$7,560.00	\$7,560.00	\$7,560.00
Space Sensor Monitoring Fee	\$780.00	\$780.00	\$780.00	\$780.00	\$780.00
Sensor Replacement Costs	\$0.00	\$0.00	\$0.00	\$0.00	\$242,100.00
Extended Warranty	\$0.00	\$28,452.00	\$28,452.00	\$28,452.00	\$28,452.00
Other Fee's	\$3,085.00	\$3,085.00	\$3,085.00	\$3,085.00	\$3,085.00
Total's per year	\$26,065.00	\$54,517.00	\$54,517.00	\$54,517.00	\$296,617.00

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MEMORANDUM

INTERVIEW QUESTIONS



WALKER
PARKING CONSULTANTS

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135 Main Street, Suite 1030
San Francisco, CA 94105

DATE: MARCH 10, 2010

TO: JONATHON GOLDMAN

Voice: 415.644.0630

Fax: 415.644.0637

COMPANY: CITY OF SAUSALITO

www.walkerparking.com

ADDRESS: 420 LITHO STREET

CITY/STATE: SAUSALITO/CA

CC:

HARD COPY TO FOLLOW:

No

FROM:

Andy Kapeghian

PROJECT NAME: THE CITY OF SAUSALITO PARCS RFP

PROJECT NUMBER: 33-1618.00

SUBJECT: SUGGESTED INTERVIEW QUESTIONS

SAUSALITO QUESTIONS

PAY-STATIONS:

- 1.) The specifications require the Multi Space Meter be constructed of 100% stainless steel due to Sausalito's coastal environment.
 - a. Are you able to demonstrate this today?
 - b. What is your largest deployment of this type of meter being proposed?
- 2.) It was requested to have a separate security access point for coins.
 - a. How is this demonstrated in your equipment?
- 3.) We have requested the Multi Space Meters be solar powered.
 - a. Can you show us the solar power on your proposed unit?
 - b. What is your largest installation of this type of solar powered Pay-Stations along the west coast (ie. similar environment)?
- 4.) Are you able to accept payments for parking violations at the Pay-Station?
 - a. Can you demonstrate how this process works?
- 5.) On your Smart Card, are customers able to refund unused time back onto the Smart Card?

MEMORANDUM

INTERVIEW QUESTIONS



WALKER
PARKING CONSULTANTS

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- 6.) Does the printer in your Multi Space Meter have the capability of printing logo messages onto the ticket or receipt?
 - a. Can you show us a sample?
- 7.) Is there a coin shutter door, which serves to prevent both the entry of the elements as well as vandalism? (ie. entry of foreign objects)
- 8.) In regards to monthly communication costs, what is the expected amount of data to be wirelessly communicated, per month per pay-station?
 - a. Is this data plan amount included in your monthly fee?
- 9.) Of this specific model that you're presenting, what is your largest installation on the west coast? This would include solar power, networked pay by space, completely integrated with the handheld enforcement solution being proposed.

ENFORCEMENT:

- 1.) What is your largest deployment of the enforcement solution in North America in a wireless real-time solution as being proposed?
- 2.) Have your handhelds been integrated to the pay-stations?
 - a. What other cities are using this solution?
- 3.) Can you demonstrate in this presentation how the sensor information and pay-station information is sent to the handhelds for our enforcement officers?
- 4.) Where are your local support offices?
 - a. Is this your company's office or the office of a third party?

SENSORS:

- 1.) Is your system field-upgradeable?
 - a. Can it be done remotely?
- 2.) What is your largest deployment of space monitoring sensors?
 - a. How long have they been in the field?
- 3.) What accuracy rate have you attained and over how large a sample of parking events?

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MEMORANDUM

INTERVIEW QUESTIONS



WALKER
PARKING CONSULTANTS

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- 4.) What's the maximum range between your sensors and the nearest piece of networking equipment?
 - a. What's the maximum range between your sensors and the nearest powered network device (i.e., a gateway)?
- 5.) What applications do you provide to support enforcement?
 - a. Describe capabilities to optimize enforcement productivity and results from real-world testing.
- 6.) How long does it take to install per space?
 - a. Please describe the process.
- 7.) What data can your system provide about parking utilization to inform City decisions?
- 8.) Describe how your system would scale up to larger deployments.
- 9.) Can your data provide a parking availability application for consumers?

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