

MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

SUBJECT	Sarasota-Manatee Regional Traffic Management Center (RTMC) Traveler Information Website	DATE POSTED	MC <u>XSE 8/3/17</u> DS <u>XSE 8/13/17</u> CC <u>N/A</u>
PURCHASING REPRESENTATIVE	Abigail Jenkins 941-749-3062	DATE CONTRACT SHALL BE AWARDED	Upon Completion of Successful Negotiations
DEPARTMENT	Public Works	CONSEQUENCES IF DEFERRED	None <i>Melissa M. Wendel</i>
SOLICITATION	RFP #17-0272GD	AUTHORIZED BY DATE	Melissa M. Wendel, for CPPO

NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with Skyline Technology Solutions Glen Burnie, MD

ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws

BACKGROUND/DISCUSSION

PROJECT BACKGROUND:

Manatee County issued a Request for Proposal to provide a **Sarasota-Manatee Traffic Management Center Traveler Information Website**. The Sarasota-Manatee Regional Traffic Management Center (RTMC) Traveler Information Website will provide for aggregation and seamless dissemination of traveler information such as travel time, congestion, traffic incidents, Dynamic Message Signs (DMS), messages and live video streams from the Closed Circuit Television (CCTV) cameras. The scope includes, but is not limited to, supply and install a video distribution server, web server, website domain name registration and website design. The website shall be effectively and efficiently integrated with all of the current RTMC systems.

SOLICITATIONS:

The RFP was released on mymanatee.org and Demand Star and also provided to the Manatee County Chamber of Commerce for release to its members. Five (5) Sealed proposals were received on April 19, 2017 from:

- Civic Connect - Los Angeles, California
- DevCare Solutions - Columbus, Ohio
- IBI Group (Florida) Inc. – Pompano Beach, Florida
- Parallel Public Works – Burien, Washington
- Skyline Technology Solutions – Glen Burnie, Maryland

Manatee County Firms that were directly solicited:

None

Manatee County Firms that submitted proposals:

None

Local firms that submitted proposals include:

None

ATTACHMENTS (List in order of attached)	FUNDING SOURCE (Acct Number & Name)	Term Agreement <input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
COST \$300,000.00 FDOT Grant	AMT/FREQ OF RECURRING COSTS (Attach Fiscal Impact Statement)	N/A

EVALUATION COMMITTEE (VOTING) MEMBERS:

Fabio Capillo Manager, Regional Traffic Management Center, Public Works Department
 Michael Hotaling Senior Manager, Information Technology Department
 Greg Davis Chair, Contract Negotiator, Financial Management Department, Procurement Division

Non-voting Members:

Vishal Kakkad Traffic Engineering Division Manager, Public Works Department
 Trieu H. Nguyen Business Services Manager, Public Works Department -Transit Division
 Monica Sell Contract Negotiator, Financial Management Department, Procurement Division

EVALUATION RESULTS:

The Evaluation Committee (Committee) convened in May 2017 and reviewed procedural guidelines and responsibilities. Committee members began discussions on the five (5) proposals received in response to the formal solicitation announcement. The Committee proceeded to discuss the qualifications presented in the Civic Connect, DevCare, IBI Group, Parallel Public Works and Skyline Technology proposals against the evaluative criteria defined in the RFP.

- **CivicConnect** located in Los Angeles, CA was founded in 1999. CivicConnect provides a wide range of IT services to public service agencies. CivicConnect is headquarters in Los Angeles, CA with offices in Silicon Valley and Dublin Ireland employing approximately 50 full-time and 5 part-time employees. CivicConnect provided several client references for NextGen 511, as well Fort Lauderdale Intelligent Transportation Information System & CivicAR Mobile App.

CivicConnect RFP response evaluation:

- Demonstrated previous traffic & 911 system experience
- Offered cloud based solution based on Amazon Web Services (AWS)
- Provided good summary table of technical requirements
- Limited experience with streaming live-video stream
- Provided 5 years maintenance, but the pricing for video distribution was high and not clear
- Offered only a 30 day warranty plus 20 hours then it was billed at a per hour rate

- **DevCare Solutions**, located in Columbus, OH has been providing a range of IT services since 2012. DevCare RFP stated they were ranked by Columbus Business First amongst the 50 fastest growing private companies in Columbus. DevCare RFP response only indicated a staff of 3 employees.

DevCare RFP response evaluation:

- Significant deficiencies in providing responses to RFP requirements
- Did not follow structure of the RFP
- Difficult to comprehend their proposal
- Their responses were vague & provided insufficient answers
- **IBI Group (Florida) Inc.** is located in Pompano, FL. IBI Group was established in 1974 and over the past 43 years has provided globally integrated architecture, planning, engineering, and technology solutions. IBI Group has 64 offices throughout United States, Canada, Europe, Asia and Middle East employing over 2,500 professionals and support staff. IBI Group consists of three (3) sectors: Intelligence, Buildings and Infrastructure. IBI Group has solutions for traveler information, traffic management, and tolling.

IBIGroup RFP response evaluation:

- Offer cloud based solutions
- Strong company especially on the project management side
- Implemented FDOT 511 and NYDOT 511
- Not enough experience with Counties & Cities—mostly interstate highway
- Did not provide specifics of live-video stream stated not fit within allocated budget and would work with County to design a solution

- Training minimal information provided
 - Highest bid Cost with live video stream implementation
- **Parallel Public Works** is located in Burien, WA. Parallel Public Works was established in 1999 and specializes in the creation of web applications, mobile apps, and software products specifically for governments, non-profits and the public sector. Parallel Public Works has a staff of six (6) full time and two (2) part time employees with over 30 years combined experience working in web development and media.

Parallel Public Works RFP response evaluation:

- Proposed open source solution with Amazon Web Services for cloud
 - Offered 6 month warranty beyond go-live date
 - Concern with staff size being able to adequately support requirements.
 - Cost hard to follow and assess
 - Incomplete answers throughout the RFP
- **Skyline Technology Solutions** is located in Glen Burnie, MD. Skyline was established in 2004 focused on providing technology solutions to solve client needs. Skyline has over the past six (6) years become a Department of Transportation (DOT) leader in providing live streaming video sharing systems. They support eight (8) State DOT's utilizing their video sharing and four (4) of these States are fully hosted solutions.

Skyline RFP response evaluation:

- Well written response referencing relevant Traffic website experience and live-video example references
- Good mapping to RFP requirements
- Provided Appendix on workload for Projects 2013 thru 2017
- Offered 3 year warranty
- Offer a hosted solution on installed Hardware & Software with 24/7/365 support (offered to provide cloud based if desired)
- Training estimate seemed high compared to other Proposers

Based on the content of the written proposals submitted the Committee felt it had adequate information to proceed to a vote. The Committee voted unanimously to recommend engaging in negotiations with **Skyline Technology Solutions**.

The resulting agreement will be managed by the Public Works Department.

ESTIMATED COST OF SERVICES: \$300,000.00 FDOT grant funding additional future year funding to be requested from FDOT.

Public Works Department, Account Key 3046086361-531000

The above justifications are a generalized summary of major observations intended only to provide a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.