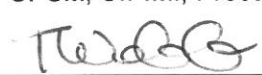


MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

RFP No. 17-1654	DATE POSTED MC ^x 1/12/18 DS _____ BCC _____
PROCUREMENT REPRESENTATIVE Monica Sell, x3042	DATE CONTRACT SHALL BE AWARDED Fiscal Year 2018
DEPARTMENT Public Works	AUTHORIZED BY DATE Theresa Webb, CPPO, CPPB, CPSM, C.P.M., Procurement Official  1/12/2018

NOTICE OF INTENT TO NEGOTIATE

For RFP No. 17-1654: Integrated Vehicle Location System with Avail Technologies.

ENABLING/REGULATING AUTHORITY

Manatee County Procurement Ordinance, Sec 2-26.

BACKGROUND/DISCUSSION

The Public Works/Transit Division requires the development and implementation of an integrated vehicle location technology system (IVLTS) for the Transit Division's fixed-route service. The purpose of this RFP is to obtain proposals from qualified firms, indicating their experience and qualifications to develop and implement (IVLTS) that will enhance the bus rider experience through improved service reliability, consistency as well as through the availability of real-time bus location information.

The RFP was advertised on the Manatee County website, and DemandStar, it was also provided to the Manatee County Chamber of Commerce for release of its members. The following four proposals were received:

- | | |
|------------------------------------|-----------------------------|
| 1. Municipal Agenda Software, Inc. | Wesley Chapel, Florida |
| 2. Avail Technologies, Inc. | State College, Pennsylvania |
| 3. DoubleMap | Indianapolis, Indiana |
| 4. Syncromatics Corporation | Los Angeles, California |

EVALUATION COMMITTEE MEMBERS:

- Monica Sell Meeting Facilitator, Contract Negotiator, Procurement, Financial Management Department (non-voting member)
- Chad Butzow Deputy Director, Public Works Department
- Noel Lopez Technical Lead, Information Technology Department
- Sage Kimya Deputy Director, Public Works Department

EVALUATION RESULTS SUMMARY:

The Evaluation Committee first convened on Monday, October 16, 2017 and conducted technical evaluations of the four (4) proposals received. Integration of any proposed software with the County's Trapeze™ scheduling software was an important element of the evaluation of proposals for this project. Avail Technologies, had verified projects where integration with the Trapeze™ software scheduling system was successful (for both fixed route transit and paratransit scheduling). The Evaluation Committee elected to invite the highest ranked firm, Avail Technologies to presentations to demonstrate its software. The Committee also agreed that if Syncomatics could validate it had previously completed a successful integration of the OpenMDT Plus software it proposed with the Trapeze™ scheduling software, to invite Syncomatics to interview with the committee. Procurement contacted Syncomatics and confirmed that to date, Syncomatics had not previously integrated the OpenMDT Plus software with the Trapeze scheduling software system. On December 5, 2017 Avail Technologies completed an all-day demonstration/presentation of their Integrated Technology System with the Evaluation Committee. The Evaluation Committee met on December 18, 2017 for final technical evaluations and unanimously voted to recommend award to Avail Technologies.

TECHNICAL EVALUATIONS**• Avail Technologies | State College, Pennsylvania**

Avail Technologies was established in 1999 headquartered in State College, Pennsylvania. Avail offers an option for either in-house servers or a hosted "cloud" solution. They have experienced staff that understand the transit industry and they have separate teams that engineer, program, install, train and maintain the CAD/AVL/Real Time Bus Arrival operating systems for the duration of any agreement. Avail's presentation demonstrated to the Evaluation Committee their extensive experience with successful onboard operating (i.e., farebox, destination signage, radio, and passenger counting), and scheduling software integrations. They have a strong customer service support functions that are delineated by disciplines and executed by subject matter expertise/professionals. The project manager demonstrated understanding for this specific project from 'discovery' to 'system acceptance.' Avail offers a pilot program testing for both fixed and paratransit systems, in-person, face-to-face training, and a train-the-trainer program for transit operations/supervisory staff. They also offer a platform for mobile ticketing software, should the County need this functionality in the future. The committee unanimously voted to recommend award the CAD/AVL/Real Time Bus Arrival Transit Technology contract to Avail Technologies and is prepared to commence negotiations. Avail scored an average of 92 points based on evaluation criteria schedule.

• DoubleMap | Indianapolis, Indiana

DoubleMap has been in business since 2009 and has 40 employees, located in Indianapolis, Indiana. After an in-depth review of DoubleMap the committee found that a large percentage of their client base were universities. They required VPN: internal integration and references in addition to university clients were cited "upon request." The evaluation committee noted that because of their minimal detail on System Capabilities and Specifications there are concerns with that component and their ability to integrate with the current County system. They also did not elaborate on their overall plan for expansion capabilities, training, warranty/support and only provided minor details on the project schedule/benchmarks. DoubleMap scored an average of 65 points based on the evaluation criteria schedule.

• Syncromatics Corporation | Indianapolis, Indiana

The evaluation committee noted that this would be a cloud based only program. There was also the concern that integration with the current system has never been completed successfully by proposer. They suggested

a possible solution to the integration struggle would be for the County to purchase a software and dispose of the current Trapeze system. This option is not a viable one for the County it was also not part of the RFP scope. They had a very limiting one-port and tablet option. They did have a large volume of experience in transit systems. Syncromatics scored an average of 79 points based on the evaluation criteria schedule.

• Municipal Agenda Software, Inc. | Wesley Chapel, Florida

This proposer did not submit a proposal that met the RFP requirements but instead submitted a proposal indicating that they could develop a transit system for the County. They did not fulfil the RFP requirements: they failed to provide a valid warranty & maintenance agreement that was designed for the County but instead indicated that they would provide it so long as “the college uses our product.” They did not provide a detailed training plan for system users; they did not provide schedule benchmarks. There were severe deficiencies with this proposal and they were unable to demonstrate their experience in providing this type of system to the County. Municipal Agenda Software, Inc. did not score points for this proposal.

Upon completion of the Evaluation Committee meeting on December 18, 2017 the Committee unanimously recommends award to the County Administrator and requests authorization to negotiate with the following firm:

1. Avail Technologies, Inc. State College, Pennsylvania

<p>ATTACHMENTS (List in order of attached)</p>	<ul style="list-style-type: none"> • N/A 	<p>NAME OF FUNDING SOURCE</p>	<p>FDOT Grand Funded</p>
<p>COST</p>	<p>\$1M + annual maintenance</p>	<p>FUNDS VERIFIED</p>	<p>Yes</p>