

MANATEE COUNTY GOVERNMENT

SOURCE SELECTION

SUBJECT	Furnish and Install Security Equipment in Revenue Vehicles	DATE POSTED	September 22, 2009
PURCHASING REPRESENTATIVE	Blair C. Getz x 3053	DATE CONTRACT SHALL BE AWARDED	TO be determined after Negotiations
DEPARTMENT	Financial Management, Purchasing Division	CONSEQUENCES IF DEFERRED	Delay in acceleration of projects
SOURCE RECOMMENDATION	Request for Proposals #09-1898BG	AUTHORIZED BY	R.C. Cuthbert, CPM, CPPO
		DATE	September 22, 2009

ACTION DESIRED

Authorization to enter into negotiations with the top ranked firm Apollo Video Technology, of Woodinville WA. to provide the Furnish and Install of Security Equipment in Revenue Vehicles.

ENABLING/REGULATING AUTHORITY

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

Manatee County Purchasing ordinance Chapter 2-26; Article IV, Source Selection; Section 2-26-40, Policies

BACKGROUND/DISCUSSION

- Manatee County has identified a need for Mobile Surveillance Equipment for Approximately sixty (60) Transit Vehicles to assist in the review of any incident or accident, for use as a training tool for new and current transit operators and supervisors, to utilize video as evidence in Risk Management and Legal action proceedings, to monitor passenger and operator behavior. The visibility of this equipment will also provide added passenger and operator security and assist in the protection and monitoring of County assets.
- Funding Source: **FTA Grant Funds**
- Background / Discussion is continued on Page 2 .

SUMMARY

RESULTS Authorization to enter into negotiations with the top ranked firm Apollo Video Technology, of Woodinville WA. to provide the Furnish and Install of Security Equipment in Revenue Vehicles.

ATTACHMENTS: (List in order as attached)

N/A

INSTRUCTIONS TO BOARD RECORDS:

N/A

COST To be determined through Negotiations

SOURCE (ACCT# & NAME) FTA Grant Funds #4369008919-54700

COMMENTS N/A

AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)

N/A

7/8/09 – 7/27/09 appropriate proposal procedures were followed. The Request For Proposal (RFP) was broadcast to one thousand ten (1,210) prospective proposers and suppliers. Eighteen (18) firms requested proposal documents and three (3) submitted Proposals.

In an effort to inform local Manatee vendors the RFP was advertized locally in the Bradenton Herald, Tempo news, posted on the County's website mymanatee.org, and provided to the Manatee County Chamber of Commerce. However, no Manatee County firms submitted proposals.

8/12/09 a Selection Committee Meeting was held to review and short-list firms from the three (3) proposals received. The voting members of the Selection Committee were Fred Loveland (Community Services Director), Ralf Heseler (Transit Division Manager), and Blair Getz (Purchasing Division Contracts Negotiator). Three (3) firms that provided proposals were short-listed to provide oral presentations and are alphabetically listed as follows:

- | | |
|---------------------------|----------------------|
| o Apollo Video Technology | Woodinville, WA |
| o Charno's Custom Rides | Pompano Beach, FL |
| o Seon Design, Inc. | Coquitlam, BC Canada |

8/18/09 oral presentations took place from the selected firms after the last presenter, the Selection Committee held a meeting to discuss what firms would bring the most value and expertise to the project. After deliberation, the Committee ranked the firms as follows for the purpose of negotiating a contract with the top ranked firm:

Ranked #1- Apollo Video Technology, demonstrated exceptional qualifications and an excellent understanding of the means and methods required to deliver the product and installation successfully and in an acceptable time frame to the County. The firm's team members were present, competent and knowledgeable about the product. A local installation firm will be contracted by Apollo to perform the installation with full time Apollo Supervision. Apollo's local representative is based in Dade City, Florida.

Ranked #2- Seon Mobile Surveillance of Coquitlam BC, Canada- No equipment was provided for review. The firm lacked the product knowledge desired by the Selection Committee. The Power Point presentation intermittently functioned leaving the presenter lacking the means to proceed demonstrating their product. The software was not user friendly; they presented a video that was extremely difficult to view. The firm has no local representative which would result in working directly with Canadian Headquarters.

Ranked #3- Charno's Custom Rides of Pompano Beach, FL, the number three (3) ranked firm had little to no experience in supplying/installing the required project equipment. No representative samples were provided for comparison. This firm was proposing equipment from several different manufactures that when assembled would complete the project. The Selection Committee had concerns of obtaining equipment warranties from several manufacturers and the Challenge that this would represent when warranty issues came to light.

- This project will be managed by Manatee County Area Transit.