

CITY OF SANTA ROSA  
CITY COUNCIL

TO: MAYOR AND CITY COUNCIL  
FROM: CHUCK MCBRIDE, ASSISTANT CITY MANAGER/CHIEF  
FINANCIAL OFFICER  
FINANCE DEPARTMENT  
KIM NADEAU, PARKING MANAGER  
BRANDALYN TRAMEL, PURCHASING AGENT  
SUBJECT: CONTRACT AWARD- DESIGN/BUILD PARKING ACCESS AND  
REVENUE CONTROL SYSTEM FOR PARKING GARAGES

AGENDA ACTION: RESOLUTION

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RECOMMENDATION

It is recommended by the Finance Department that the Council, by resolution 1) award a Design-Build Contract for removal and installation of the City's current Parking Access and Revenue Control System; and 2) approve an Agreement for the Purchase, Implementation, and Maintenance of a Parking Access and Revenue Control System Between the City of Santa Rosa and SkiData, Inc. in an amount not to exceed \$2,082,876. The source of funds is the Parking Fund. No City General Fund money is included in this project.

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EXECUTIVE SUMMARY

The current Parking Access and Revenue Control System (PARCS) was installed in 2001 and is beyond its useful life. A comprehensive proposal solicitation and review process has been completed and it was determined that Sentry Control Systems, Inc., which later merged with surviving corporation SkiData, Inc. (SkiData, Inc.) offers the best value to the City for the removal and replacement of the PARCS in all five of the City's parking garages.

The Agreement being approved with SkiData, Inc. includes all hardware, equipment, software, implementation and configuration, training, support, maintenance, and related professional services for an initial two-year term with maximum compensation amount not to exceed \$2,082,876. The contract price includes a two-year warranty. After that, there is an option to purchase an extended warranty for up to eight years. The contract price also includes a two-year software license. After that, the City is required to pay \$43,442 per year, every year the City continues to use the software.

BACKGROUND

On September 9, 2018, Request for Proposals (RFP) 18-117, was issued by the City of Santa Rosa seeking design-build proposals for PARCS replacement in the City parking garages. The current PARCS system is beyond its useful life and new technology is now available that will improve the operational efficiency of the garages, and offer advanced features to customers, such as on-line permit management, and on-line merchant validation accounts.

PRIOR CITY COUNCIL REVIEW

On January 14, 2014, the City Council adopted Ordinance 4021, which established regulations for the award, use and evaluation of design-build contracts.

On August 14, 2018, the City Council, by Resolution No. RES-2018-141, authorized issuance of a Request for Proposals for the design-build procurement for the removal and replacement of the PARCS in the City's five garages.

ANALYSIS

On September 9, 2018, Request for Proposals (RFP) 18-117, was opened by the City of Santa Rosa seeking design-build proposals for PARCS replacement. Six proposals were received, all offers were considered responsive to the solicitation and are listed below:

<b><u>Proposer</u></b>	<b><u>Location</u></b>
*Sentry Control Systems, Inc. (Proposal named entity SkiData, Inc. the surviving corporation of a merger with Sentry Control Systems, Inc.)	Van Nuys, CA
Amano McGann, Inc.	San Leandro, CA
Scheidt & Bachmann USA, Inc.	Lowell, MA
T2 Systems, Inc.	(physical address not provided)
Tech Control, Systems, Inc.	South san Francisco, CA
WPS USA Corp.	(physical address not provided)

\*Successful proposer; others in no apparent order.

A six-member evaluation panel consisting of a Council member, Parking and Information Technology Department staff carefully evaluated and scored all proposals based on the selection criteria specified in the RFP, to establish top tier proposals and identify competitive range. Vendors ranked 4, 5 and 6 were removed from the process after the evaluation of the technical proposals and pricing review. Vendors ranked 1,2

and 3 were then invited to give presentations and under went further evaluation for consideration on November 28, 2018.

After completion of the panel review and evaluation of proposals received, the evaluation panel identified the top proposal as SkiData, Inc. and was selected to move forward with a best and final offer and contract negotiation.

SkiData, Inc. was determined to offer the best value to the City for the following reasons:

- Innovative technology, software and equipment
- Demonstrated knowledge and experience providing products and services to agencies similar to the City of Santa Rosa.
- Highly knowledgeable and experienced trained staff to provide demolition, installation and ongoing support services.
- Very responsive to the requirements of the RFP, including a well-prepared and comprehensive proposal.

The contract is for an amount not to exceed \$2,082,876. This amount includes a contingency request of \$176,956 for miscellaneous services and construction change orders, which may be approved throughout the term of the design build contract, and purchase of a software license in year one for \$75,619 and year two for \$43,442. After year two, the City will pay SkiData, Inc. \$43,442 every year that it continues to use the software. The contract price includes a two-year warranty. The contract provides the City with four different options of extended warranties, which range from \$45,508 to \$136,524 per year, for up to eight years.

### FISCAL IMPACT

Funds for this project were appropriated in Fiscal Year 2017-18 adopted Parking Fund budget. Ongoing maintenance and software costs will be approved as part of future Parking Fund budgets. Approval of this action does not have a fiscal impact on the General Fund.

### ENVIRONMENTAL IMPACT

This project is Categorically Exempt pursuant to CEQA Guideline Section 15301 because it consists of the repair and minor alteration of an existing public facility involving no expansion of an existing use.

### BOARD/COMMISSION/COMMITTEE REVIEW AND RECOMMENDATIONS

Not applicable.

NOTIFICATION

Not applicable.

ATTACHMENTS

- Resolution / Exhibit A - Agreement for the Purchase, Implementation, and Maintenance of a Parking Access and Revenue Control System Between the City of Santa Rosa and SkiData, Inc.

CONTACT

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