
**CITY OF TEMPE
REQUEST FOR COUNCIL ACTION****Council Meeting Date: 6/27/2013
Agenda Item: 5B10**

ACTION: Award a one-year contract with four, one-year renewal options to Vigilant Solutions for mobile automated license plate recognition systems for the Police Department.

FISCAL IMPACT: Total first year cost of this contract will not exceed \$136,100. Sufficient funds have been appropriated in cost center 2222 (Police Grant and RICO Fund) for the anticipated expenditure in fiscal year 2013/2014.

RECOMMENDATION: Award the contract.

BACKGROUND INFORMATION: (RFP 13-102) The Tempe Police Department has utilized automated license plate recognition (ALPR) systems since 2005. The City recently issued a Request for Proposal (RFP) to establish a term contract for the acquisition of a variety of ALPR solutions to upgrade the department's current system. ALPR systems are comprised of a series of cameras (2, 3 or 4 cameras) that can be mobile (mounted to police cruisers) or portable (mounted within a trailer unit or stand alone). Once operational, the cameras automatically take pictures of vehicle license plates, whether in motion or stationary, and instantly compare those reads against a comprehensive data base of plates of interest to law enforcement. When the system recognizes a match, a signal alerts the Officer to proceed with further confirmation, investigation, or actions as appropriate. ALPR systems are utilized throughout the country to aid Police Departments in fighting crime, pursuing investigations and ensuring community safety.

This award recommendation includes the purchase of five 3-camera mobile systems, one portable 2-camera kit, three-year warranty, training, software/data base hosting services and the trade-in of two City-owned ALPR camera systems. Additional camera system options have been included in the pricing schedule that will be available to the City for future consideration.

Evaluation Process

A total of 43 firms were notified of this opportunity. The City received four (4) responses that were evaluated by a committee comprised of Police and Finance and Technology staff.

The offers were evaluated using the following criteria:

<u>Criteria</u>	<u>Weight</u>
Quality of ALPR Solution Offered	30%
Price	25%
Experience	15%
Inter-Agency Integration	15%
Timeline	10%
Responsiveness	5%

The matrix shown below displays the initial 4-year lump sum pricing that includes the following components:

- a) 5 – three camera systems
- b) 3-year extended warranty (1st year under Mfg. warranty)
- c) Training and installation
- d) 4-years of vendor hosting/data management services

Initial Pricing and Scores

Company	4-year Lump Sum Cost	Initial Evaluation Score (1000 max)
Vigilant Solutions	\$106,100	888.71
3M	\$109,410	856.31
ELSAG North America	\$119,950	688.63
PCS Mobile	\$150,605	675.04

The committee determined that the two highest rated firms, Vigilant and 3M, would be brought forward in the evaluation process to include interviews, product demonstrations and best and final offers. ELSAG North American and PCS Mobile were determined not susceptible for award and removed from consideration.

The following matrix displays the best and final 4-year pricing and evaluation scores for the two short listed firms.

Best and Final Pricing and Scores

Company	4-year Lump Sum Cost	Best and Final Evaluation Score (1000 max)
Vigilant Solutions	\$106,100	939.48
3M	\$101,075	823.81

After careful consideration the evaluation committee is recommending that Vigilant Solutions be awarded RFP 13-102 as the firm determined to have submitted the most advantageous proposal. Although Vigilant Solutions is slightly higher in cost, the value of the firm's extensive law enforcement data base and powerful software analytical capabilities make this firm the best choice. Additionally, Vigilant Solutions has more experience implementing and maintaining ALPR systems in a vendor hosted environment.

As mentioned, a variety of ALPR product options were also competitively bid through this solicitation and, if approved as recommended, will be available to the City for purchase. In addition to the five 3-camera ALPR systems, the Tempe Police Department is requesting that an additional \$30,000 be included in the Council approved contract value that will be used to purchase a portable 2-camera ALPR system.

ATTACHMENTS: Vigilant Solutions Proposal

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