

Purchasing Summary

EVENT # 4203	TITLE: Global Positioning System/AVL	COST: \$116,424.00
TYPE OF PROCUREMENT: RFP	ANNUAL CONTRACT <input checked="" type="checkbox"/> ANNUAL MAINTENANCE AGREEMENT <input type="checkbox"/>	ONE TIME PURCHASE <input type="checkbox"/>

CONTRACT TERM (IF APPLICABLE)
March 15, 2018 – March 14, 2019

M/WBE (IF APPLICABLE)

No numerical MWBE goals were established for this project, but proposers were encouraged to achieve the highest possible MWBE participation and were allotted a maximum of 10 points in the evaluation criteria if the firm submitted the participation of a combination of prime and sub-contractors. Proposers submitting less than the highest participation were then scored on a prorated scale based on the submitted percentage of participation compared to the highest percentage submitted. The recommended proposer provided MBE participation of 20.9% using Drops Mobile Electronics^(C).

MATRIX (IF APPLICABLE)

Proposers	Qualifications & Experience (20 points)	Meets Scope/Requirements (25 points)	Phase One Timeframe (10 points)	Fees (20 points)	References (10 points)	MWBE Participation (10 points)	Local Vendor Participation (5 points)	Total (100 points)
CalAmp*	19.38	21.88	10	14.28	5	6	0	76.54
MotionLink	18.25	22.63	10	19.09	8	0	0	77.97
Synovia Solutions	19.63	23.88	10	13.43	8	0	0	74.94
Cellco Partnership dba Verizon Wireless	18	18	10	14.39	8	0	5	73.39
Fleet Analytics	18.13	18.13	10	20	5	0	0	71.26
goFleet	19.38	22.38	10	10.37	8	0	0	70.13
Zonar Systems	16.38	17.5	10	16.86	8	0	0	68.74
Air Automatic Tracking	17.25	18.63	10	13.62	8	0	0	67.5

NOTES

Recommend approval to renew an annual contract for global positioning systems and automatic vehicle locators with CalAmp in the amount of \$116,424.00. This contract provides reports and maps to track and document vehicle activity in different service jurisdictions, and to assist in officer deployment management in daily and critical operations for the Savannah Police Department. The contract includes guaranteed pricing for five years as follows:

Year 1	\$ 207,034.00
Year 2	116,424.00
Year 3	116,424.00
Year 4	116,424.00
Year 5	<u>116,424.00</u>
Five Year Total Cost	\$ 672,730.00

The method used for this procurement was the request for proposal, which evaluates criteria in addition to cost. Proposals were evaluated by a selection committee including staff from the City and Chatham County on the basis of qualifications and experience, scope and requirements, time frame completion, references, M/WBE participation, local participation, and fees. The contract was originally awarded to MotionLink on August 4, 2016; however, after the award was made, the vendor informed the City that it could not fulfill the contract due to licensing issues with a third party and time constraints related to the vendor changing its software platform. Therefore, the contract was awarded to CalAmp, the second highest ranked proposer on September 29, 2016. This is the second year of a five-year contract. Delivery: As needed. Terms: Net 30 days. The vendors were:

B.P. CalAmp (Torrance, CA) ^(D)	\$672,730.00**
MotionLink (Atlanta, GA) ^(D)	\$503,154.00**
Synovia Solutions (Indianapolis, IN) ^(D)	\$715,695.00**
Cellco Partnership dba Verizon Wireless (Savannah, GA) ^(B)	\$667,890.00**
Fleet Analytics (Suwanee, GA) ^(D)	\$480,480.00**
goFleet (Manhattan, NY) ^(D)	\$926,818.00**
Zonar Systems (Seattle, WA) ^(D)	\$569,885.00**
Air Automatic Tracking (AAT) (Valley Cottage, NY) ^(D)	\$705,428.00**

A pre-proposal meeting was not held conducted as this is an annual contract renewal. (B) Indicates local, non-minority owned business. (C) Indicates non-local, minority-owned business. (D) Indicates non-local, non-minority owned business. (*) Indicates second highest scorer. (**) Indicates total pricing for five years. Recommend approval.

Local Available: Yes

MWBE Available: Yes

Total Sent: 229

MWBE Sent: 12

Total Received: 8

MWBE Received: 1

Vendor Federally Debarred/Suspended: No