

# Memorandum



**Date:** February 12, 2015

**To:** Gary Hartfield, Division Director  
Internal Services Department, Small Business Development

**From:** Milton L. Collins, Associate Director *MLC*  
Miami-Dade Aviation Dept., Minority Affairs Division

**Subject:** Request for Proposals for Parking Access & Revenue Control System (PARCS)  
Project No. RFP MDAD-13-14

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## **REVISED RECOMMENDATION:**

This is a request for the Small Business Development (SBD) Division to approve the attached Request for Proposals for a Small Business Enterprise (SBE) Contract Measure in order for the Department to proceed with the advertisement of bids for the **Request for Proposals for Parking Access & Revenue Control System (PARCS), Project No. RFP MDAD-13-14.**

The term of this agreement is anticipated to be between (three-hundred and sixty days) 360 to (five-hundred and forty days) 540 days which will become effective on the approved commencement date and shall continue for an initial term of five (5) years from the commencement date and shall remain in effect thereafter until completed. Please note: the term of this Agreement commences upon execution hereof by the County and Contractor and shall terminate upon the expiration of the Warranty period following Final Acceptance, except when a provision of this Agreement survives such Termination.

The estimated contract amount is \$10,000,000.00. Funding will be in two parts: Six (6) million from Revenue Funds and Four (4) million from User Group Funding source.

The Minority Affairs Division staff has evaluated the subject project and recommends an **SBE-Goods & Services No Measure Goal and 3% SBE-Construction as the contract measures.** Attached are the MDAD's Contract Measures Analysis Worksheet and other supporting documents.

The reason the goal for goods and services is 0% (No Measure) is because all PARCS systems are deemed proprietary in that the company awarded the contract has equipment/software that is unique to them and not operable or maintained by others. These companies provide project management and installation largely with their own personnel. They do contract for electrical work such as things as detection loops (which we do not anticipate being replaced) and hookup of some equipment such as lane equipment. Since this project is largely replacement in kind from the old to the new equipment that work is limited. The parking guidance system component does require the installation of new equipment and signage. Until the successful proposer is determined, and the equipment, means, and methods are determined, a value cannot be placed on that portion of the work.

## **BACKGROUND:**

Miami International Airport requires the services of one qualified firm to design/build and install a replacement Parking Access and Revenue Control System ("PARCS") to replace the current (legacy) parking system.

The legacy system was installed circa 2004 by ASCOM. Later revisions by ACS introduced the addition of Park 6 surface lot circa 2007. ACS/Xerox commenced upgrading the system circa 2009 for PCI (Payment Card Industry) compliance and the inclusion of the SunPass. The latter projects, at the writing of this document, have not been closed out.

The legacy equipment is beyond its useful life and increasingly subject to product obsolescence. The software, though somewhat functional, remains an unfriendly user system, which is partially analog, partially digital and partially web based. Though reportedly PCI compliant, certification has not been demonstrated, given the inability to close-out the former projects.

### **SCOPE OF SERVICES:**

This not-to-exceed, turn-key solution, will improve customer service, support the Parking Operator's management of the facility, improve efficiency and reduce reoccurring operating cost, and enhance revenue opportunities while enhancing revenue security as elaborated and specified in the Technical Manual. Contractor shall provide all hardware, software, tools, equipment, materials, labor, supervision, project management and all other items necessary or proper for, or incidental to, installing and maintaining an integrated PARCS at MIA in accordance with the Technical Manual at Miami International Airport ("MIA"). All documents generated as a result of this Project are subordinate in precedence to the Technical Manual.

The Contractor warrants, for a period of one (1) year from the County's Final System Acceptance, that the Solution and all related components provided by the Contractor under the performance of this Agreement shall:

- i. Be free from defects in material and workmanship under normal use and remain in good working order, wear and tear excepted;
- ii. Function properly and in conformity with the warranties in this Agreement;
- iii. Meet the performance standards set forth in the Technical Manual and the original Equipment Manufacturer's published specifications.

During the Warranty Period, Contractor shall enforce the manufacturer's warranty and maintenance obligations relating to the Equipment and related Software it provides.

In the event the Software does not satisfy the conditions of performance set forth in the Technical Manual, and Contractor's proposal, the Contractor's obligation is to provide a Fix or a Work Around at the Contractor's cost and expense, or to provide different equipment, software and services required to attain the performance requirements set forth in the Scope of Services, Solicitation, and Contractor's proposal, in the sole discretion of the County. Failure by the Contractor to comply with warranty provisions hereof may be deemed by the County as a breach of the Contractor's obligations hereof.

During the Post Warranty Maintenance Period, Contractor agrees to use all reasonable efforts and resources to provide to the County all corrections and/or modifications necessary to correct problems with the Equipment provided by the Contractor that are reported to the Contractor, at no additional cost to the price identified in the Post Warranty Maintenance Compensation.

**MINIMUM QUALIFICATIONS:**

The Proposer must complete the below (Appendix A) to evidence that it meets the following minimum qualifications:

1. The successful proposer is capable of demonstrating proven ability to perform a change-over of a PARCS system in a live operating environment, at an airport comparable in size and complexity to MIA during the last ten years.
2. If the Proposer is an individual or partnership, the individual and/or the partner, who shall be responsible for the operation of the Agreement, should have met the specified minimum qualifications. If the Proposer is a Joint Venture, then at least one (1) of the Joint Venture Partners should satisfy all of the foregoing Minimum Qualifications. A Proposer, whether a Joint Venture or otherwise, may proffer the experience of its corporate parent, sister, or subsidiary ("an affiliated company") in meeting these minimum qualifications. However, given the unique nature of individual corporate relationships. Proposers seeking to rely on the experience of an affiliated company should be advised that the Selection Committee shall have the discretion to determine what weight if any, it wishes to give such proffered experience on a case-by case basis, and may base such decision on the relationship between the Proposer and the affiliate, as evidenced by whatever documentation is provided in the proposal submission or otherwise presented at the request of the Selection Committee.
3. Must be authorized to do business in the State of Florida by the time of award.
4. Proposers who are less qualified than is suggested above may be considered for award. However, such Proposers may receive less points or no points from the Selection Committee, or may be found non-responsible.

If there are questions regarding this recommendation, please contact me at (304) 876-7221 or C. Corrales at (305) 876-7991.

Attachments

cc: R. Diaz, MDAD  
J. Gonzales, MDAD  
M. Clark-Vincent, MDAD  
L. Allen-Johnson, MDAD  
L. Johnson, SBD  
C. Taylor, SBD  
V. Walters, SBD  
C. Corrales, MDAD  
Project File

**REVISED MDAD's CONTRACT MEASURES AND ANALYSIS WORKSHEET**

**To:** Gary Hartfield, Division Director  
Internal Services Department, Small Business Division

**From:** Milton L. Collins, Associate Director  
Miami-Dade Aviation Department  
Minority Affairs Division



**PROJECT/CONTRACT TITLE:** Request for Proposals for Parking Access  
& Revenue Control System ("PARCS")

**PROJECT/CONTRACT NUMBER:** RFP MDAD-13-14

**DEPARTMENT:** Miami Dade Aviation Department

**ESTIMATED PROJECT COST:** \$10,000,000.00

The total Electrical Work is estimated to be \$577,756.00 of which \$288,878.00 is recommended to be the SBE amount to be placed as the contract measure.

**FUNDING SOURCE:** Funding will be in two parts: Six (6) Million from Revenue Funds and Four (4) million from User Group Funding Source

**DESCRIPTION OF PROJECT/BID:**

This not-to-exceed, turn-key solution, will improve customer service, support the Parking Operator's management of the facility, improve efficiency and reduce reoccurring operating cost, and enhance revenue opportunities while enhancing revenue security as elaborated and specified in the Technical Manual. Contractor shall provide all hardware, software, tools, equipment, materials, labor, supervision, project management and all other items necessary or proper for, or incidental to, installing and maintaining an integrated PARCS at MIA in accordance with the Technical Manual at Miami International Airport ("MIA"). All documents generated as a result of this Project are subordinate in precedence to the Technical Manual.

**CONTRACT MEASURES RECOMMENDATION:**

Measures 3% SBE-Construction Program  
SBE-Goods & Services No Measure

**REASONS FOR RECOMMENDATION:**

Analysis of the factors contained in implementing Order #3-22 indicates that an SBE-Construction and Implementing Order #3-41 for SBE Goods & Services Programs are appropriate for this contract.

MIA PARCS Replacement Value Estimate by CSI Division

CSI Division	CSI Description	Total Price	Cost %	CSBE Gross	Total Cost	Sub-participation Amount
Division 01	General Requirements	\$843,640	8%		8%	
Division 02	Site Construction	\$0			0%	
Division 03	Concrete	\$0			0%	
Division 04	Masonry	\$0			0%	
Division 05	Metals	\$0			0%	
Division 06	Wood and Plastics	\$0			0%	
Division 07	Thermal and Moisture Protection	\$0			0%	
Division 08	Doors and Windows	\$0			0%	
Division 09	Finishes	\$0			0%	
Division 10	Specialties	\$0			0%	
Division 11	Equipment (Hardware & Software)	\$6,639,744	66%		66%	
Division 12	Furnishings	\$0			0%	
Division 13	Special Construction	\$0			0%	
Division 14	Conveying Systems	\$0			0%	
Division 15	Mechanical	\$0			0%	
Division 16	Electrical	\$177,758	3%	3%	6%	\$288,378
<b>Sub Total</b>		<b>\$8,061,140</b>				
	5 Year Maintenance	\$1,100,000	11%		11%	
	Contingency	\$916,114	9%		9%	
<b>Total</b>		<b>\$10,077,254</b>	<b>97%</b>	<b>3%</b>	<b>100%</b>	