

Memorandum



Date: October 5, 2021

Agenda Item No. 2(B)(4)

To: Honorable Chairman Keon Hardemon
and Members, Airports and Economic
Development Committee

From: Daniella Levine Cava
Mayor

A handwritten signature in blue ink that reads "Daniella Levine Cava".

Subject: Report on the Parking Assist Revenue Control System, Directive No. 211482

At the June 9, 2021, Airports and Economic Development Committee (AEDC) meeting, a discussion was held regarding the “Parking Access & Revenue Control System” (PARCS) Project at Miami International Airport (MIA). Subsequently, a report was requested for placement on the July 2021 AEDC committee agenda that: (i) provides an update on Contract No. MDAD-07-17, which was awarded to Designa Access Corporation (Designa) in 2019 to implement the PARCS Project, (ii) specifies the next steps in the County’s procurement process for possibly securing a replacement vendor, and (iii) includes information as to whether any other County department uses a similar payment technology as the one proposed in the PARCS Project that could be used by the Miami-Dade Aviation Department (MDAD or Aviation Department).

For the past six months, the Aviation Department has been meeting with Designa looking for a point of agreement with respect to certain contractual issues related to the provision of the network components for the PARCS Project. A mutual understanding was reached on June 15, 2021, when MDAD and Designa resolved all unsettled issues which are detailed in this report. As such, Designa has made a commitment to dedicate the workforce necessary to successfully complete both components of the PARCS Project this year, which includes the Parking Guidance System and the Parking Payment System. The Parking Guidance System, which Designa has committed to satisfactorily complete by September 15, 2021, will provide for the installation of signage at the entry of the Dolphin and Flamingo garages that displays the number of available spaces as well as signage on each garage level to guide customers to the available parking spaces. The Parking Payment System, which Designa has pledged to complete by December 31, 2021, will provide a state-of-the-art solution that manages access to and from the garage parking facilities with hardware and software controls that capture and monitor public drive-up, pre-booking parking, valet parking, taxi parking and employee parking.

Upon approval of the newly negotiated solution with Designa by AEDC Committee members, which is detailed on pages 3 and 4 of this Memorandum, the Administration will direct the Aviation Department to work with Designa to bring both components of the PARCS Project to a successful completion.

The PARCS Project - Solicitation and Non-Exclusive Agreement

Five vendors responded to the PARCS competitive solicitation issued on October 19, 2017. After four vendors (including Designa) were deemed to be responsible responsive bidders, the County’s Competitive Selection Committee scored Designa as the highest-ranked proposer. On May 7, 2019, the Board of County Commissioners (Board) awarded the PARCS Project to Designa Access Corporation (Designa) via Resolution No. R-463-19. Negotiations with Designa were finalized on June 10, 2019, and a non-exclusive agreement (Agreement) was executed between the County and

Designa that defines the project scope and the necessary work items including all hardware, software, electrical infrastructure, conduit, equipment, material, and data-wiring project requirements for the installation, integration, and maintenance of a turn-key parking payment solution at MIA. Essentially, the scope of work in the Agreement replaces MIA's existing parking access and payment system, which is considered to be obsolete, and puts into operation a modern payment processing solution that will increase revenue opportunities, lower operating costs, improve efficiency and enhance customer service levels. The scope of work also provides for the installation of a technology-driven parking guidance solution.

The Agreement is structured with an initial three-year term and a five-year option to renew with a compensation amount of \$8,031,000. The five-year renewal option will be exercised at MDAD's sole discretion for Designa to provide only maintenance and support, making for a total compensation amount of \$9,910,601. The Agreement has 75 contract deliverables, which are all currently pending.

In a letter dated October 4, 2019, the "Notice to Proceed" (NTP) was issued for both components of the PARCS Project to Designa with the same project completion date of August 15, 2022, including the one-year warranty period for the Parking Payment System. Because the Agreement has a provision for a warranty period of one year from the date of MDAD's final acceptance of the Parking Payment System, different project timelines and completion dates were subsequently developed for each project component. The project completion date for the Parking Guidance System was revised and set for February 28, 2020, and the project completion date for the Parking Payment System, which includes the one-year warranty period was revised and set for February 28, 2022.

The PARCS Project - Status Update on Contract No. MDAD-07-17

Designa started work on the Parking Guidance System in April 2021 and the project is making progress, however, work on the Parking Payment System has not yet begun. The delay, which has been resolved, was caused by a difference of opinion (between the County and Designa) with respect to certain language in the solicitation and in the Agreement that relates to the provision of the network components that connect the hardware to MDAD's Enterprise Network. This disagreement has led to a series of discussions, which have focused on which party, the County or Designa, is responsible for the provision of the network components. Designa alleged that certain technical language in the solicitation and in the Agreement is misleading and that the County is the responsible party, and the County maintained that Designa is the responsible party. Designa refers to MDAD's responses to questions asked by potential proposers in Addendum No. 2 of the PARCS solicitation, attached as Exhibit A. In Addendum 2, MDAD staff does indicate multiple times that "MDAD is responsible for the network" when responding to questions asked about the technical components needed for the communication network including but not limited to switches, power supplies, communication conduit cabling, and any conduit recommended for replacements. However, it should be noted that Designa had the option not to enter into this Agreement with the County but elected to do so even though the Negotiations Committee denied Designa's request during the negotiations process to delete certain language in the Agreement related to the provision of the network components that gave rise to their concerns.

Another factor that contributed to the delay of the PARCS project is the emergence of the COVID-19 virus, which impacted businesses worldwide and challenged firms to change their standard business practices. In this regard, because of the potential spread of the virus, until recently, the Designa team was not able to meet with MDAD staff in person to verify certain infrastructure conditions and complete walkthroughs of MIA's garage parking facilities with MDAD staff.

The PARCS Project – Revised Project Design

On June 15, 2021, a meeting was held with Designa in which MDAD staff and the Designa team reached a consensus to work together and to expedite the completion of both project components of the PARCS Project. In addition, both parties agreed to revise the project design to provide for more advanced technologies since time had passed since issuance of the NTP, and because MDAD was looking to provide MIA’s customers with an advanced no-cash parking payment solution.

As part of the PARCS Project, the original design included: (i) cashier terminals at the exits of the Flamingo and the Dolphin parking garages, and (ii) integration with the Florida Department of Transportation’s (FDOT) SunPass System and 12 kiosks with “Find-My-Car” locators that help customers find their cars in parking garages. The garage exit processing delays and billing issues associated with FDOT’s SunPass System coupled with the Department’s desire to implement a cashless system resulted in Designa and MDAD agreeing to a design change that deletes the SunPass component and installs a “Pay-On-Foot System”, which is a user-friendly alternative with a compact design that allows for easy installations in small spaces. In the proposed project design, 16 “Pay-On-Foot” Systems will be installed (instead of 12 kiosks with Find-My-Car” locators) in centralized areas throughout the Dolphin and Flamingo parking garages combined with the “Find-My-Car” vehicle locating functionality. When customers enter the parking garage, they will take a ticket and keep it, before customers return to their cars, they will proceed to one of the pay stations and use either credit cards, debit cards or mobile pay (Apple Pay, Samsung Pay and Google Wallet) to make the payment. The proposed design change also provides software for a “Loyalty Program” that awards points to frequent customers, and a two-way video intercom that allows customers to interact with a live person should assistance be required at time of exit from the parking garage.

The PARCS Project - Revised Contract Value

The PARCS Project’s contract value excluding contingencies and fees totals \$7,281,923.00. With the proposed design change, the contract value increases by \$756,691.22. However, because the revision deletes the project requirements for the cashier terminals, FDOT’s SunPass System, and the “Find-My-Car” kiosks, a credit is being issued in the amount of \$265,657.00. Additionally, although the change in the project design adds four additional locations for the Pay-On-Foot” Systems, Designa is providing MDAD with a network credit in the amount of \$179,617.00 for the associated equipment and installation costs of those systems, making for a total credit amount of \$445,274.00. This credit amount reduces the increase in the contract value, from \$756,691.22 to \$311,417.22, of which, \$207,611.55 will be paid from the PARCS Project’s 10 percent contingency account, and the balance of \$103,805.67 will be absorbed by Designa.

Additionally, at no cost to MDAD, Designa will provide additional equipment in the amount of \$96,000.00 for a “Test Room”, which is a dedicated room that will contain one unit of each type of equipment being provided by Designa for MDAD to use for testing and training purposes.


Upon approval of this newly negotiated solution (the project design change) by AEDC Committee members, Designa will issue a work order for each of the 75 contract deliverables that are currently pending detailing the work that needs to be performed with timelines for each of the deliverables.

Next Steps in the County’s Procurement Process for Possibly Securing a Replacement Vendor and Similar Payment Technologies Being Used by Other County Departments

The Administration's number one priority is to implement a solution that expedites the provision of modern-day parking payment services and parking guidance services to MIA's passengers, visitors, and employees. In that regard, MDAD staff has reached an agreement with Designa that enables the County to achieve successful completion of both components of the PARCS Project in 2021. Although there are other options available for consideration at this point, it should be noted that the alternatives would not achieve project completion this year. Below is a listing of the alternative courses of action.

1. Direct the Administration to terminate for convenience the Agreement with Designa and negotiate a designated purchase agreement with the next highest ranked responsive and responsible vendor under RFP No. MDAD-07-17. This option is estimated to take between eight months to one year from the time the vendor is vetted for responsiveness and responsibility to the time negotiations are completed and an award recommendation for a non-competitive contract is approved by the Board.
2. Direct the Administration to reject the newly negotiated solution with Designa, terminate for convenience the Agreement with Designa and initiate work on an accelerated replacement competitive solicitation, which is estimated to take up to 18 months, from the time the solicitation is advertised to the time of award by Board members.
3. Direct the Administration to access another County contract with similar technology. At this time, only RFP No. 01453 entitled: "Parking Access and Revenue Management Solution" for the Information Technology Department (on behalf of the Seaport Department) is a possibility. It is currently under the Cone of Silence and is estimated to be placed on a Board agenda for approval in November 2021. After the contract is awarded, MDAD could present a scope of work and implementation timelines, and negotiate a non-competitive contract for Board approval, if the vendor can provide the technologies needed. This option is estimated to take up to one year.

We look forward to discussing these options with AEDC Committee members. The Administration is prepared to proceed as directed.



Jimmy Morales
Chief Operations Officer

- C: Geri Bonzon-Keenan, County Attorney
Gerald Sanchez, First Assistant County Attorney
Jess McCarty, Executive Assistant County Attorney
Office of the Mayor Senior Staff
Ralph Cutie, Interim Aviation Director, Miami-Dade Aviation Department
Melissa Adames, Director, Clerk of the Board
Jennifer Moon, Chief, Office of Policy and Budgetary Affairs
Yinka Majekodunmi, CPA, Commission Auditor
Eugene Love, Agenda Coordinator

EXHIBIT A

Addendum # 2

PROJECT NAME: Request for Proposals for Parking Access and Revenue Control System at Miami International Airport

DUE DATE: Wednesday, November 22, 2017 at 2:00 p.m. RFP No. MDAD-07-17
(Local Time)

TO ALL PROPOSERS:

This addendum is issued to clarify and/or modify the previously issued Request for Proposals (RFP) documents, and is hereby made a part of the Request for Proposals documents. Please attach this addendum to the documents in your possession and acknowledge receipt of this addendum in the space provided in the Acknowledgment of Addenda form as Appendix C of the Request for Proposals.

I. Please note the following revisions in the Request for Proposals documents:

A. Please insert the attached exhibit to this Addendum No. 2, titled “Surety Performance and Payment Bond”, in Section 5, Form of Agreement, Exhibit F.

II. Questions from HUB Parking Technology USA Inc.

Q1 The Excel document “Miami-Attachment A2_PARCS Compliance Matrix (03-09-2016)-10-23-17” has 2 sheets, please confirm which of the 2 sheets need to be completed as they contain the same or similar information.

A1. Please complete the Excel document “Attachment A2_PARCS Deliverables Matrix (03-09-2016).”

Q2. Section 16.3.3 Page 127 – is MDAD supplying the Cisco 2960/8 switches for this project?

A2. MDAD is responsible for the network.

Q3. Page 121 Section 15.3.1 describes the MIA Badging System. Will the Airport provide the specification for this system?

A3. The Successful Proposer shall be provided with details subsequent to post award.

Q4. Page 173 Section 21.2.7 is provided as a section number but there is no writing at this place in the document. What is intended for this item?

A4. Please refer to index on page vii. Section 21, has four (4) sub categories pertaining to Warranty Services. Also, please refer to A1 above.

Q5. Section 2.2.16 Page 19 – Is the PARCS network design available for review by the prospective PARCS contractors before the proposal date?

A5. The Successful Proposer should recommend the best PCI solution for the operation in addition to their own network design/diagram.

- Q6. Section 2.2.17 Page 19 – Is MDAD’s fiber optic standards available for review before the proposal date?
- A6. MDAD is responsible for the network.**
- Q7. Section 2.3.2 Page 20 – Who will bear the cost for the replacement of any existing power supplies, communication conduit/cabling components and conduit that the contractor recommends for replacement?
- A7. If it pertains to the network, MDAD is responsible. Otherwise, it is part of the project costs.**
- Q8. Section 2.18.5.III Page 31 – Since MDAD Maintenance-Engineering will not be able to access the solution until after the proposal is submitted, will a change order be issued for the cost of any X-Rays deemed to be required by MDAD Maintenance-Engineering?
- A8. Project/Proposer must account for X-Rays of applicable areas inclusive of applicable costs and provide Maintenance Engineering the X-Rays and there penetration specs for approvals prior to any penetration occurring.**
- Q9. Section 4.9.5 Page 64 – Please confirm that all network components supplied by MDAD will meet this requirement.
- A9. MDAD is responsible for the network.**
- Q10. Section 16.3.2 Page 126 – Please clarify this section. Will MDAD be supplying an isolated VLAN on the existing network or will the PARCS contractor need to supply a new PARCS network?
- A10. MDAD is responsible for the network.**
- Q11. Section 16.18.1 and 16.18.2 Page 136 – State “The CDMS shall communicate with all PARCS equipment supplied under this contract via MDAD’s fiber optic network” and “The Contractor shall provide exact cabling specifications to MDAD. It shall be the Contractor’s responsibility to provide and make the connection of the fiber optic cabling to their equipment”. These two sections imply that the fiber optic network to the parking equipment is existing or that the fiber will be supplied and installed by MDAD, with the contractor supplying the terminations and connections to the equipment. Is this correct?
- A11. MDAD is responsible for the network.**
- Q12. Section 9.3.9.A – States that the PGS will send the space count information for each level of the MIA garages to the PARCS space count system every five (5) minutes, but this is also listed as an alternate bid item – 3.1.4. Is this a requirement or an alternate only?
- A12. The space count system is a requirement. If the proprietary system does not have an interface for a PGS solution, the Successful Proposer must prepare an alternate bid to develop the interface. An appropriate response would be included in the Matrix noted in A1 above.**

III. Questions from TIBA Parking Systems

Q13. Will MDAD accept a traditional exit station and fee computer in lieu of the booth panel specified?

A13. No.

Q14. What company provides the current valet revenue control system?

A14. CVPS.

Q15. Is this a security access control system directly opening the PARCS gate (by passing the PARCS)? Or is it a validated data push from the MIA access controls system?

A15. Validated Data Push.

Q16. Can we get information on Propworks API, SDK? Is there a specification for the interface?

A16. No. The Successful Proposer shall be provided with details subsequent to post award.

Q17. Are there technical specifications available for the MDAD mobile app?

A17. No. The Successful Proposer shall be provided with details subsequent to post award.

Q18. Are there technical specifications available for the MDAD Management Business Intelligence Dashboards (Tableau)?

A18. Details can be found at Tableau's web site. The Successful Proposer shall be provided with details subsequent to post award.

Q19. Is this an existing MDAD parking reservation system? If yes, are there technical specifications available?

A19. No.

Q20. Can you be more specific as to what the Airport is providing in the way of required network infrastructure for PARCS, LPR, VOIP/Video? What specifically is the contractor responsible to provide?

A20. The Successful Proposer should recommend the best PCI solution for the operation in addition to their own network design/diagram.

Q21. What is the purpose of the magnetic strip reader? We assume that it is separate from the bank card terminal?

A21. It should not be separate from the bankcard terminal.

Q22. What is the "heads-up" display exactly and it's functions?

A22. It displays user transaction information from the POS.

Q23. Is it possible for site walk to see the communications closets and enclosures?

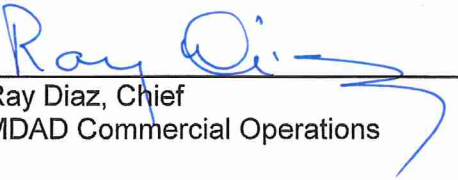
A23. No.

Q24. Who is MDAD preferred payment processor? i.e. First Data, TYSYS, Chase Paymentech, Elavon, Heartland?

A24. Monetra

All other provisions of the original Request for Proposals remain unchanged.

Recommended: 
Pedro J. Betancourt
Aviation Sr. Procurement
Contracting Officer

Approved: 
Ray Diaz, Chief
MDAD Commercial Operations

Date: **November 15, 2017**

Attachments: Surety Performance and Payment Bond

cc: All companies receiving Request for Proposals documents, Clerk of the Board, Small Business Development, MDAD Commercial Operations, MDAD Minority Affairs, Office of County Attorney, MDAD Contracts Administration.