

DEPARTMENTAL INPUT
CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION

☐ New ☐ OTR ☐ Sole Source ☒ Bid Waiver ☐ Emergency Previous Contract/Project No. n/a

☐ Contract ☐ Re-Bid ☐ Other LIVING WAGE APPLIES: ☐ YES ☒ NO

Requisition No./Project No.: RQMT1800021/CP-9978-MT TERM OF CONTRACT 0 YEAR(S) WITH 0 YEAR(S) OTR

Requisition /Project Title: Special Transportation Service Safety and Communication Equipment

Description: Confirmation Purchase (one time purchase) of GPS, security cameras, voice recorders, destination signs, and mobile app setup for 32 minibuses owned by Transportation America. See attachment.

Issuing Department: DTPW Contact Person: Julian Guevara Phone: 786-469-5133

Estimate Cost: 152,082.88 GENERAL FEDERAL OTHER

Funding Source: Operating

ANALYSIS

Commodity Codes:	84082	80375		
Contract/Project History of previous purchases three (3) years Check here <input checked="" type="checkbox"/> if this is a new contract/purchase with no previous history.				
	<u>EXISTING</u>	<u>2ND YEAR</u>	<u>3RD YEAR</u>	
Contractor:				
Small Business Enterprise:				
Contract Value:	\$	\$	\$	
Comments:				
Continued on another page (s): <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO				

RECOMMENDATIONS

	Set-aside	Sub-contractor goal	Bid preference	Selection factor
SBE				
Basis of recommendation: 				
Signed: Brian Webster		Date sent to SBD: 05/23/2018		
		Date returned to DPM: 		

Justification/Input Document for Non-Competitive Acquisition

It is the policy of Miami-Dade County to consistently purchase goods and services using full and open competition. The citizens of Miami-Dade County are best served when we make sound business decisions based on competitive bids or proposals. Early acquisition planning that includes consultation with Internal Service Department's procurement staff can help avoid delays and facilitates effective market research. However, there may be instances when other than full and open competition may be justified. When a user department(s) determines that other than full and open competition is necessary or in the best interest of the County, appropriate justification for that course of action must be submitted to ISD for approval and execution in order to waive the competitive bid/proposal process.

Please provide the information requested below to support the need and feasibility for waiving the competitive bid/proposal process:

Department:	Department of Transportation and Public Works		
Contact Person:	Julian Guevara	Phone Number:	305-773-3218
Requisition No.:		Estimated Value:	\$152,082.88
Proposed Vendor:	Limousines of South Florida, Inc. DBA Transportation America		
Previous Contract Number:		Previous Contract Value:	

Purpose of the Purchase

Please describe your minimum requirements and the benefits of making the acquisition.

On June 6, 2017, the Board of County Commissioners (Board) approved Resolution No. R-611-17, authorizing the accessing of a City of Miami (City) Contract (Limousines of South Florida, Inc. (LSF), doing business as Transportation America, Inc. , Contract No.18483) for the provision of public transit services for the Miami-Dade County (County) Department of Transportation and Public Works (DTPW) on 14 existing low-ridership routes (route numbers 1, 29, 46, 82, 101, 202, 211, 212, 246, 254, 267, 272, 286, and 344), at the rate of \$45.09 per bus revenue hour. This hourly rate did not include fuel or safety and communications equipment for vehicles (GPS, Destination Signs, Modems, etc...).

LSF provided 32 vehicles to enable the operation of the 14 routes. Upon inspection of vehicles by DTPW, it was noticed that installation of County owned safety and communications equipment (typically installed in County buses) including but not limited to GPS tracking, destination signs and cameras would require the significant retrofitting of contractor owned minibuses as this equipment is designed for DTPW's existing fleet (30 feet buses or larger), while the contractor's vehicles are 25 feet cutaway vehicles. Additionally, the contractor's minibuses did not have the power supply required by the County owned equipment. Thus, requiring further updates to the contractor's minibuses.

The safety and communication equipment required in every minibus includes the following:

- Global Positioning Systems (GPS) Tracking
- SIM Card
- Security Cameras
- Mobile Digital Video Recorder (MDVR)

- Digital Destination Signs
- Mobile application interoperability setup

LSF provided DTPW with an offer to furnish all outsourced vehicles with the required safety and communications equipment (except Digital Destination Signs) without having to retrofit the vehicles. This offer entailed LSF acquiring and installing the equipment, with the understanding that DTPW would reimburse LSF for the capital cost of the equipment upon installation and that the County would be the owner of said equipment. In addition to the listed equipment, a monthly recurring fee for data communication services is also required in connection to the equipment.

DTPW authorized the installation of the safety and communications equipment in order to ensure the prompt deployment of service and avoid retrofitting the contractor's vehicles.

Best Interest of the County / Uniqueness of Product

Please provide a detailed description as to why a waiver of formal bidding is in the County's best interest (e.g., product standardization, compatibility, proprietary access or distributorship, how vendor is uniquely qualified to provide the needed product or service, etc.). Please note that a lack of advance planning is not an acceptable justification for a non-competitive acquisition.

It was in the best interest of the County to move forward with the installation of the safety and communications equipment by LSF in order to meet ADA and monitoring requirements and to be able to deploy the outsourced service in a timely fashion, while avoiding the retrofitting of the contractor's owned vehicles.

Market Research

Please describe your market research and the results thereof. This should include a description of other, similar sources or products available in the market if any and why they are not acceptable.

DTPW has an existing contract with Clever Devices Ltd (RFP 808 CAD/AVL) that includes vehicle communications equipment including GPS tracking, WI-FI and monitors among other parts. DTPW normally furnishes Miami-Dade County buses using Clever Devices equipment, including all items listed above with the exception of the Digital Destination Signs, MDVR and cameras which typically come as an original part of the buses.

Additionally, the Facilities Division of DTPW typically gets proposals from different vendors prior to making a purchase of equipment not provided by Clever Devices, such as safety cameras and MDVRs.

The pricing provided by LSF for safety and communications equipment is significantly lower than the pricing provided in the RFP 808 for similar equipment. For example, while LSF quoted DTPW \$475.00 per GPS Tracking Unit, Clever Devices RFP 808 provides a pricing of \$3,709.76 for the two components required to enable the GPS Tracking on County buses (Mobile Data Terminal and Vehicle Logic Unit). Furthermore, in a recent independent cost estimate, the Facilities Division of DTPW received quotes of \$3,897.42 on average per MDVR and \$486.00 per video camera. LSF quoted DTPW \$2,600 for a package of one MDVR and three video cameras.

It is important to note that pricing provided in RFP 808 CAD/AVL is for bulk purchase. Prices are subject to change based on the amount of parts ordered. Additionally, the prices included in RFP 808 are based on DTPW's existing fleet of vehicles, 30 feet or bigger in size. In addition to the contractor's vehicle requiring retrofitting in order to be able to accommodate Clever Devices equipment, there would be a processing delay due to their planning and engineering procedures which can take from 3-4 months to plan and install equipment on a County vehicle. A timeline that did not promote the prompt implementation of the outsourced service. In contrast with the Clever Device timeline, LSF was able to install equipment on each vehicle within 2-5 days.

LSF provided the following equipment/parts for 32 vehicles operating in outsourced routes:

Global Positioning Systems (GPS) Tracking
SIM Card
Security Cameras & MDVR
Mobile application interoperability setup
AVL Activation

DTPW made the determination to purchased safety and communications equipment from LSF in order to comply with minimum ADA and monitoring requirements, be able to deploy the outsourced service in a timely fashion and avoid the retrofitting of contractor owned vehicles.

Proposed Actions

Please describe the actions the department will take to overcome the present barriers to competition prior to any future acquisitions of this product or service.

Pay invoices #120617, #030518, #040918 and #012518 totaling \$143,764.80 for installation and monthly fees for safety and security equipment on 32 minibuses providing transit service on outsourced Miami-Dade County bus routes 1, 29, 46, 82, 101, 202, 211, 212, 246, 254, 267, 272, 286, 344.

In addition to the reimbursement for the services rendered, it is recommended that an amount not to exceed \$8,318.08 be approved for payment of recurrent monthly fees associated to the data and communication services of the equipment for the months of May and June 2018, until DTPW transitions all equipment to its operation and infrastructure divisions.



Department Director's Approval

5-21-18

Date Approved

Limousines of South Florida (LSF) Safety and Security Equipment:

# Units	Type of Unit/Installation	Fee	Total
32	Global Positioning Systems (GPS) Tracking (per vehicle)	\$475.00	\$15,200.00
32	SIM Card Activation Fee (per unit)	\$35.00	\$1,120.00
32	Security Cameras & MDVR (3 Cameras) (per vehicle)	\$2,600.00	\$83,200.00
32	MDVR and Cameras Installation (per unit)	\$500.00	\$16,000.00
32	Recurring fee - data communication (monthly per vehicle – December 2017 to June 2018)	\$129.97	\$24,314.88 ^a
32	AVL Installation (per vehicle)	\$130.00	\$4,160.00
1	Mobile application interoperability setup (one-time fee)	\$1,200.00	\$1,200.00

Breakdown of Recurring Fee for Data Communication for devices (\$129.97):

GPS.....\$69.99

Cameras and MDVR.... \$29.99

Mobile App.....\$29.99

Capital Costs of Equipment:

32 vehicles for initial routes (GPS, Sim Card, MDVR/Cameras, plus installations fees) = \$120,880.00 + 6,888.00
 (taxes incurred by vendor) = \$127,768.00

Recurring Costs^a:

Equipment began operating in December 2017

2017 December (32 vehicles*\$129.97) = 4,159.04 – (32*29.99)^b = \$3,199.362018 January (32 vehicles*\$129.97) = 4,159.04 – (32*29.99)^b = \$3,199.362018 February (32 vehicles*\$129.97) = 4,159.04 – (32*29.99)^b = \$3,199.362018 March (32 vehicles*\$129.97) = 4,159.04 – (32*29.99)^b = \$3,199.362018 April (32 vehicles*\$129.97) = 4,159.04 – (32*29.99)^b = \$3,199.36

2018 May (32 vehicles*\$129.97) = 4,159.04

2018 June (32 vehicles*\$129.97) = 4,159.04

Cumulative Recurring Costs December 2017 to June 2018 (deductions applied) = \$24,314.88

Total Amount Owned to LSF = \$127,768.00 + \$24,314.88 = \$152,082.88^a DTPW was not able to access video feed from LSF on any of the vehicles thus service was deducted.

Limousines of South Florida, Inc. DBA Transportation America
FEIN 592564092
Contract 256244

Date: 12/6/2017

Invoice # 120617

**DTPW Contracted Routes
Optional Equipment**

10 furnished and installed of gps, sim cards mobile digital recorders and camera mobile app api.	\$ 40,752.50
22 furnished and installed of gps, sim cards, mobile digital recorders, cameras and mobile app api.	<u>\$ 87,015.50</u>

Total Due: \$ 127,768.00

Reviewed
Joel Perez, General Superintendent,
DTPW


Contractor Signature


12/6/17
Date

Limousines of South Florida, Inc. DBA Transportation America
2766 NW 62 ST Miami, FL 33147
FEIN 592564092
Contract 256244

Miami-Dade County
Department of Transportation & Public Works
701 NW 1st Court, Suite 1300
Miami, FL 33136

Date: 1/25/2018
Re submitted 5/21/18
Invoice # 012518

DTPW Contracted Routes
Optional Equipment - Reoccurring Monthly Charge

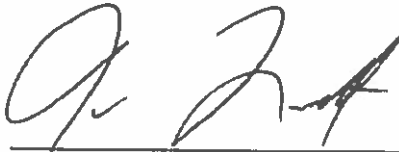
12/1/17 - Monthly Charge for data communication fee for 32 units @ \$129.97	\$	4,159.04
1/1/18 - Monthly Charge for data communication fee for 32 units @ \$129.97	\$	4,159.04

Total Due: \$ 8,318.08

12/1/17 (~~29.99~~ x 32) — 959.68

1/1/18 (~~29.99~~ x 32) — 959.68

\$ 6,398.72


 V.P.

Contractor Signature

1/25/18

Date

note: Due to problems downloading video feed from the buses, we have deducted the recurring fee of \$29.99 per bus per month for the video option.


Joel Perez
General Superintendent,
DTPW

Limousines of South Florida, Inc. DBA Transportation America
2766 NW 62 ST Miami, FL 33147
FEIN 592564092
Contract 256244

Miami-Dade County
Department of Transportation & Public Works
701 NW 1st Court, Suite 1300
Miami, FL 33136

Date: 3/5/2018
Re-submitted 5/21/18
Invoice # 030518

DTPW Contracted Routes
Optional Equipment - Reoccurring Monthly Charge

2/1/18 - Monthly Charge for data communication fee for 32 units @ \$129.97	\$ 4,159.04
3/1/18 - Monthly Charge for data communication fee for 32 units @ \$129.97	\$ 4,159.04

Total Due: \$ 8,318.08

2/1/18 (\$29.97 x 32) — 959.68

3/1/18 (\$29.97 x 32) — 959.68


~~\$~~ 6,398.72


Contractor Signature

3/5/18

Date

NOTE: Due to problems downloading video feed from the buses, we have deducted the recurring fee of \$29.99 per bus per month for the video option.


Joel Perez
General Superintendent,
DTPW

Limousines of South Florida, Inc. DBA Transportation America
2766 NW 62 ST Miami, FL 33147
FEIN 592564092
Contract 256244

Miami-Dade County
Department of Transportation & Public Works
701 NW 1st Court, Suite 1300
Miami, FL 33136

Date: 4/9/2018
Submitted 5/25/18
Invoice # 040918

DTPW Contracted Routes
Optional Equipment - Reoccurring Monthly Charge

4/1/18 - Monthly Charge for data communication fee for 32 units @ \$129.97 \$ 4,159.04

Total Due: \$ 4,159.04


(29.99 x 32) - 959.68

3,199.36


Contractor Signature

4/9/18
Date

NOTE: due to problems downloading video feed from the buses, we have deducted the recurrent fee of \$29.99 per bus per month for the video option.


Joel Perez
General Superintendent,
DTPW