

July 20, 2018

**Proposal Evaluation Summary**

**Bus Camera System – RFP #PUR0318-157**

**Proposals opened May 30, 2018**

**Evaluators:** Brad DeBrower, Transit Operations Manager; Sergio Hill and Bob Rose, Transit Operations Supervisors

**Proposals received (in alphabetical order):**

Firm Name	Location	Financial Proposal
AngelTrax	Dothan, AL	\$ 136,573.14
Apollo Video Technology	Bothell, WA	\$ 147,517.00
Fortress Mobile	Charlotte, NC	\$ 77,100.00
Gatekeeper Systems	Abbotsford, B.C., Canada	\$ 83,827.86
REI	Omaha, NE	\$ 112,800.00
Safe Fleet / Mobile View / SEON	Coquitlam, B.C., Canada	\$ 160,812.20
Safety Vision	Houston, TX	\$ 110,335.60
Zen-tinel	Indiana, PA	\$ 105,600.00

**Top four ranked firms:**

**1. Safety Vision**

Criteria	Points
Qualifications and Experience (30%)	300.00
Financial Proposal (20%)	139.76
Responsiveness (20%)	200.00
Features/Functionality (30%)	290.00
Total Evaluation Points	929.76

**Facts:**

- 100% focus on mobile surveillance with extensive experience and dedicated account manager solely focused on mass transit
- System is a Hybrid Video Recorder that supports up to 12 cameras; proposal includes 7 AHD and 2 IP cameras; video records on both hard drive and SD card for redundancy
- Multiple alarm types based on panic button and up to 8 customizable event sensors for speed, acceleration, video loss, temperature, etc.
- System uses built in GPS for time/date, vehicle speed, mapping data, etc.
- License-free software, all software updates, installation, training, and ongoing support are included
- Clear understanding of project with detailed timeline and proven success on similar projects
- Competitive financial proposal

**2. AngelTrax**

Criteria	Points
Qualifications and Experience (30%)	270.00
Financial Proposal (20%)	112.91
Responsiveness (20%)	200.00
Features/Functionality (30%)	260.00
Total Evaluation Points	842.91

**Facts:**

- 100% focus on mobile surveillance with extensive experience with mass transit applications
- System is a Network Video Recorder that supports up to 12 cameras; modular with patented slide-rail technology; proposal includes 9 cameras; video records on both hard drive and SD card for redundancy

- Alerts triggered by panic button or up to 8 configurable alarms
- Live mapping within unit so system does not depend on Google Maps; system uses GPS for time/date, vehicle speed, mapping data, etc.
- License-free software, all software updates, installation, training, and ongoing support are included
- Clear understanding of project with detailed timeline and proven success on similar projects
- Financial proposal at high end of competitive range

### 3. Gatekeeper Systems

Criteria	Points
Qualifications and Experience (30%)	2200.00
Financial Proposal (20%)	183.95
Responsiveness (20%)	160.00
Features/Functionality (30%)	230.00
Total Evaluation Points	793.95

Facts:

- Focus on mobile surveillance with extensive experience with mass transit applications
- System is a Hybrid Video Recorder that supports up to 12 cameras; proposal includes 6 interior and 2 exterior AHD cameras and one IP windshield mount camera; includes 500GB storage with option to upgrade to 1 or 2 TB; video records on both hard drive and SD card for redundancy
- 8 input sensors for alerts
- Includes internal GPS with external GPS antenna puck for time/date, vehicle speed, mapping data, etc.
- License-free software, all software updates, installation, training, and ongoing support are included
- Clear understanding of project with timeline and proven success on similar projects
- Very competitive financial proposal

### 4. Apollo Video Technology

Criteria	Points
Qualifications and Experience (30%)	240.00
Financial Proposal (20%)	104.53
Responsiveness (20%)	166.67
Features/Functionality (30%)	230.00
Total Evaluation Points	741.20

Facts:

- Focus on mobile surveillance with extensive experience with mass transit applications
- System is a Hybrid Video Recorder that supports up to 12 cameras; proposal includes 7 interior and 2 exterior cameras; video records on both hard drive and SD card for redundancy
- 4 input sensors for alarms
- System uses GPS for time/date, vehicle speed, mapping data, etc.
- License-free software, 2 years of software updates, installation, and training are included; remote technical support at no charge during warranty period; service contracts available for additional cost
- Clear understanding of project with timeline and proven success on similar projects
- Financial proposal at high end of competitive range

### Recommendation for Award:

The evaluation team scored the top ranked proposals and Safety Vision was rated as the top proposal. A resolution will be presented to the City Council on Tuesday, August 14, 2018 recommending that the contract be awarded to Safety Vision.