

April 12, 2019

Proposal Evaluation Summary

GPS Vehicle Tracking System – RFP #PUR0618-195

Proposals opened September 28, 2018

Evaluators: Joy Huber, Fleet Manager; Justin Koller, Sewer Superintendent; Mike Duffy, Streets Superintendent; Mark Jones, Solid Waste Superintendent; Bill Miller, Water Distribution Manager; Russ Camp, IT GIS Manager

Proposals received in alphabetical order:

Firm Name	Location	Financial Proposal	Total Score
Cypress Solutions	Burnaby, B.C.	\$70,000-\$80,000	870
LB Technology	Memphis, TN	\$35,000-\$45,000	755
MarshallGIS	Boise, ID	\$147,615	650
Synovia Solutions	Indianapolis, IN	\$45,000-\$55,000	740

Proposals were also received from: AmeriTrak, AT&T, Cal/Amp, CDW Government LLC, DataRemote, Digital-Ally, Electronic Engineering, Fleet Analytics, GoFleet, GPS Insight, LLC, MasTrack, NexTraq, PCS Mobile, Razor Tracking, Ride Systems, SkyHawk Telematics, Sprint, Verizon Connect, Zonar

Top four ranked firms:

1. Cypress Solutions

Criteria	Points
Qualifications and Experience (30%)	260
Financial Proposal (10%)	80
Responsiveness (60%)	530
Total Evaluation Points	870

Facts:

- Firm possesses all required experience regarding technical background and skill set
- Extensive experience with a complete solution including using ESRI Goevent and integrating with Force America
- Robust dashboard easy to navigate and adjust per individual user
- No canned reports but will build all reports according to specific needs
- Financial proposal is within competitive range
- Addressed all requirements in proposal and the presentation

2. LB Technology

Criteria	Points
Qualifications and Experience (30%)	215
Financial Proposal (10%)	90
Responsiveness (60%)	450
Total Evaluation Points	755

Facts:

- Firm possesses required qualifications and experience
- Extensive experience integrating a complete solution including advanced hardware components
- Not as experienced with integration with ESRI Goevent and Force America
- Advanced reports features will work for the City's needs
- Financial proposal is within competitive range
- Addressed requirements in both the proposal and the presentation

3. Synovia Solutions

Criteria	Points
Qualifications and Experience (30%)	200
Financial Proposal (10%)	100
Responsiveness (60%)	440
Total Evaluation Points	740

Facts:

- Firm possesses required qualifications and experience
- Not as much industry experience with a complete solution
- Reports have a lot of layers to get specific information, large reports errored on too much data during presentation
- Financial proposal is on the low side
- Addressed requirements in both the proposal and presentation

4. MarshallGIS

Criteria	Points
Qualifications and Experience (30%)	190
Financial Proposal (10%)	70
Responsiveness (60%)	390
Total Evaluation Points	650

Facts:

- Firm possesses required qualifications and experience
- Not as much industry experience with a complete solution
- Standard report features
- Solution is event based and not time based
- Financial proposal is on the higher side
- Addressed requirements in the proposal, presentation was hard to follow

Recommendation for Award:

The evaluation team short listed to four Vendors to provide demonstrations and Cypress Solutions was rated as the top proposal. Pending a successful pilot program, a resolution will be presented to the City Council recommending that the contract be awarded to Cypress Solutions.