



## PROCUREMENT SUMMARY

**PROCUREMENT NUMBER:** 20-112-POL  
**PROCUREMENT TITLE:** Automated License Plate Reader (ALPR)

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**DATE PUBLISHED ON Bonfire (E-procurement webpage):**

March 6, 2020

**DATE CLOSED:**

May 31, 2020

**CONTRACT TYPE:**

**NUMBER OF PROPOSALS SOLICITED:** 28

**NUMBER OF RESPONSES RECEIVED:** 11

**CONTRACT TERM:**

CONTRACT TERM (5) Years. Term shall commence on the date of award and continue for a period of (1) year and may be extended for supplemental periods of up to maximum of (48) months.

**CONTRACT ANNUAL VALUE (EST.):**

Year one \$78,170.00      Total 5 Year Contract \$294,890.00

**FINANCIAL IMPLICATIONS (EST.):**

The initial expenditure is anticipated at \$78,170.00 and the annual renewal expense is \$44,000.00 and has been budgeted. Firm has offered a 2% discount for annual renewable subscription paid in advance.

**1. Number (11) responses were received in response to this procurement. The respondents were:**

- |                              |                                     |
|------------------------------|-------------------------------------|
| 1.1 CelPlan Technologies     | 1.6 Neology                         |
| 1.2 Comsonics                | 1.7 PCS Mobile                      |
| 1.3 Flock Safety             | 1.8 Quest Solution                  |
| 1.4 Jenoptik                 | 1.9 Rekor Recognition Systems, Inc. |
| 1.5 Motorola Solutions, Inc. | 1.10 SF Mobile-Vision, Inc.         |
|                              | 1.11 Turn-Key Mobile Inc.           |

- 2. Contract Intent:** The purpose of the contract(s) is to contract with a comprehensive Automated License Plate Reader (ALPR) company who can assist the Town with upgrading our current fixed ALPR locations throughout the Town. The Proposer should provide an integrated solution that allows fixed locations to run off of a common database, interface in the same analytical investigative software, provide information to officers in the patrol vehicles and to the dispatcher in the communications center, and provide technical assistance to the Town in identifying additional desirable locations for fixed ALPR for investigative purposes. Proposers must be able to integrate with existing in-car technology, which currently consists of Mobile Data Computers (MDCs), Tyler Technology CAD/RMS, e-ticketing, Automated Vehicle Locators (AVL), in-car cameras, body worn cameras, etc. The ALPR project will be completed by replacing the 13 outdated ALPR with the possibility of identifying additional desirable locations.

**3. Evaluation Committee composed of the following team members:**

|                                         |                                                 |
|-----------------------------------------|-------------------------------------------------|
| Peter Wingert - Chief of Police         | Peggy Ferrin – Procurement Coordinator          |
| Freeman Carney – Police Commander       | Michael Cole – Police Commander                 |
| Heather Beckwith – Lead Police Dispatch | William Perea – Public Safety System Analyst    |
| Andrea Ford – Crime Analyst             | Walter Wonjono – Information Technology Analyst |

4. **The responses were evaluated to select the most responsible offer whose proposal is determined in writing to be the most advantageous based on the following criteria in relative order of importance:**

- a) Project Understanding and Project Approach
- b) Cost Consideration
- c) Experience/Similar Projects
- d) Training and Ongoing Technical Support
- e) Conformation to Request for Technical Proposals

5. **In the initial evaluation the results of the evaluation scoring were as follows:**

| <b>Respondent</b>        | <b>Score</b> | <b>Respondent</b>               | <b>Score</b> |
|--------------------------|--------------|---------------------------------|--------------|
| Motorola Solutions, Inc. | 82.58        | PCS Mobile                      | 81.08        |
| Jenoptik                 | 75.58        | Flock Safety                    | 68.00        |
| Flock Safety             | 68.00        | Rekor Recognition Systems, Inc. | 65.67        |
| Quest Solution           | 63.17        | Neology                         | 63.17        |
| CelPlan Technologies     | 59.67        | Turn-Key Mobile Inc.            | 58.92        |
| Comsonics                | 58.25        | SF Mobile-Vision, Inc           | 50.75        |

6. **The Evaluation Committee shortlisted the following respondents: In the shortlist evaluation the results of the evaluation scoring were as follows:**

| <b>Respondent</b>        | <b>Score</b> | <b>Respondent</b> | <b>Score</b> |
|--------------------------|--------------|-------------------|--------------|
| Motorola Solutions, Inc. | 178.17       | PCS Mobile        | 135.83       |

7. **The Evaluation Committee found it adventitious to hold Best and Final Evaluations to clarify the cost consideration, technical requirements, preventive maintenance plans and extend the validity of the proposal timeline.**

**In the Best and Final evaluation, the results of the evaluation scoring were as follows:**

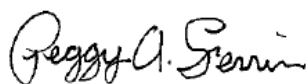
| <b>Respondent</b>        | <b>Score</b> | <b>Respondent</b> | <b>Score</b> |
|--------------------------|--------------|-------------------|--------------|
| Motorola Solutions, Inc. | 274.83       | PCS Mobile        | 208.17       |

8. **Recommendation of Contract Award: Motorola Solutions, Inc.**

Basis of Award: Highest scoring, most qualified response.

9. **Additional Comments:**

The respondent shortlist was announced on July 7, 2020. The notice requesting Best and Final Offers was sent to the shortlisted finalists on July 24, 2020.



Peggy A. Ferrin, CPPB, Procurement Coordinator

August 11, 2020

Date