Condensed Title:

Request For Approval To Award A Contract To Aware Digital Inc. Pursuant To Invitation To Bid 24-10/11, For Maintenance And Repair Of Video Monitoring Equipment For City Parking Garages, In The Estimated Annual Amount Of $36,000.

Key Intended Outcome Supported:

Supporting Data (Surveys, Environmental Scan, etc.):

Issue:

Shall the City Commission Approve The Award of Contract?

Item Summary/Recommendation:

On August 8, 2011, the ITB #24-10/11 was issued with an opening date of September 8, 2011. A Pre-bid conference to provide information to prospective bidders was held on August 18, 2011.

The City notified 14 local contractors via e-mail, which resulted in the receipt of seven (7) bids. On September 22, 2011 an email was received from the President of American One Corp, stating that he would not be able to continue with the bidding process and therefore, withdrew their bid from consideration.

On November 15, 2011, the Technical Review Panel (the "Panel") convened to review the responsive bidders' qualifications, experience, capability, and performance evaluations. After the Panel's review of the six (6) bids, it was determined that further evaluation was necessary. Therefore, the Panel reconvened on November 30, 2011 to exercise all due diligence by conducting 30 minute interviews of the companies' key personnel.

The Panel concluded that it would be in the best interest of the City to recommend Aware Digital, Inc. as the primary vendor, and Gisnet Telecom, Inc. as the secondary vendor.

The Administration recommends Approving the Award.

Advisory Board Recommendation:

N/A

Financial Information:

Source of Funds:		Amount	Account
	1	$36,000	Parking Operations No. 480-0463-000325
	2		
OBPI	Total		

Financial Impact Summary: N/A

City Clerk's Office Legislative Tracking:

Gus Lopez, Director Ext # 6641

Sign-Offs:

Department Director	Assistant City Manager	City Manager
GL ____ SF ____	JG ____ PDW____	JMG ____

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MIAMIBEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, www.miamibeachfl.gov

COMMISSION MEMORANDUM

TO: Mayor Matti Herrera Bower and Members of the City Commission

FROM: Jorge M. Gonzalez, City Manager

DATE: December 14, 2011

SUBJECT: **REQUEST FOR APPROVAL TO AWARD CONTRACTS TO AWARE DIGITAL, INC. AS PRIMARY VENDOR, AND GISNET TELECOM INC. AS SECONDARY VENDOR, PURSUANT TO INVITATION TO BID (ITB) NO. 24-10/11, FOR MAINTENANCE AND REPAIR OF VIDEO MONITORING EQUIPMENT FOR CITY PARKING GARAGES, IN THE ESTIMATED ANNUAL AMOUNT OF $36,000.**

ADMINISTRATION RECOMMENDATION

Approve the Award of contracts.

KEY INTENDED OUTCOME

Maintain City's Infrastructure.

FUNDING

$36,000 Parking Operations No. 480-0463-000325

ANALYSIS

The work specified in this bid consists of furnishing all labor, machinery, tools, means of transportation, supplies, equipment, materials and services necessary, to include permits, to maintain and repair of video monitoring equipment for the following City parking garages:

- 7th Street Parking Garage
- 12th Street Parking Garage
- 13th Street Parking Garage
- 16th Street Parking Garage (Anchor Garage)
- 17th Street Parking Garage
- 42nd Street Parking Garage
- City Hall Parking Garage
- Pennsylvania Parking Garage

Routine maintenance includes inspection of infrastructure and related utilities, wireless and network devices, adjustment of sensors, radios, antennas, and cleaning of camera lenses. Repair and/or replacement of any defective or damaged equipment as required to provide complete and fully operational systems has also been included with a separate labor rate and the purchase of any parts at the vendors cost.

This contract shall remain in effect for two (2) years from date of contract execution by the Mayor and City Clerk, and may be renewed at the sole discretion of the City, for three (3) additional years provided pricing remains the same.

BID PROCESS

On August 8, 2011, ITB #24-10/11 was issued with an opening date of September 8, 2011. A Pre-bid conference to provide information to prospective bidders was held on August 18, 2011. The City notified 14 local contractors via e-mail, which resulted in the receipt of seven (7) bids from the following vendors:

1. American Protection One Corp.
2. ATC International Communications Inc. (ATCi)
3. Aware Digital Inc.
4. Fire Alarm Systems & Security Inc.
5. GISNET Telecom
6. One Dot Systems
7. Secure Technologies Integrators

On September 14, 2011, American Protection One Corp. was contacted via email requesting omitted documentation, with a response due date of September 19, 2011. A response was received via email on September 22, 2011 from the President of American One Corp, Rigoberto Ramirez, stating that he would not be able to continue with the bidding process and therefore, withdrew their bid from consideration.

On November 15, 2011, the Technical Review Panel (the "Panel") convened to review the responsive bidders' qualifications, experience, capability, and performance evaluations. The Panel consisted of the following individuals:

- Miguel Beingolea, Operations Manager, Parking Department;
- Gerald Cunningham, Senior Network Administrator, Information Technology; and
- Angelo Grande, Director of Operations, Miami Beach Convention Center.

The ITB stipulated that award of this contract may be made to the primary and secondary lowest and best bidders. Should the primary vendor fail to comply with the Terms and Conditions of this Contract, the City reserves the right to engage the secondary vendor, if it is deemed to be in the best interest of the City.

In determining the lowest and best bidder, the City utilized the "Best Value" Procurement process to select a contractor with the experience and qualifications; the ability; capability, and capacity; and proven past successful performance.

After the Panel's review of the six (6) bids, it was determined that further evaluation was necessary. Therefore, the Panel reconvened on November 30, 2011 to exercise all due diligence by conducting 30 minute interviews of the companies' key personnel.

During deliberations the Panel reviewed the lowest and second to lowest bidder's qualifications, experience, capability, and references concluding the following of each company:

ATCi Communications, Inc.

ATCi is the lowest bidder and has been awarded two (2) contracts for video monitoring equipment with the City, one of which was managed by Panel member, Angelo Grande of the Miami Beach Convention Center, and the other contract supervised by Panel member Miguel Beingolea of the City of Miami Beach Parking Department. Having direct experience working with ATCi, both panel members felt that the company had performed poorly in the past and that they would not be able to deliver improved service if awarded the contract to maintain and repair the video monitoring equipment for the City parking garages.

Performance deficiencies noted on the formerly awarded contract included ATCi's delayed delivery of functional equipment as well as the company's failure to follow-up with the Project Manager and high employee turnover.

Therefore, based on past performance, surveys and a Vendor Evaluation of "Average" scores dated October 22, 2011, submitted by project manager, Miguel Beingolea, ATCi was not recommended for award.

Fire Alarm Systems and Security Inc.

It was the consensus of the Panel that the second to lowest bidder specializes in fire alarm systems and that the company does not seem to have sufficient experience with video monitoring equipment and capable of providing the level of service required by the ITB.

Based on the aforementioned, past performance, surveys and interviews, the Panel unanimously concluded that it would be in the best interest of the City to recommend Aware Digital, Inc. as the primary vendor, and Gisnet Telecom, Inc. as the secondary vendor, ranking was as follows:

	COMPANY	TOTAL PRICE PER MONTH	LABOR RATE
1.	Aware Digital, Inc.	$3,000.00	$ 129.00
2.	Gisnet Telecom, Inc.	$4,250.00	$ 65.00
3.	ATCi Communications, Inc.	$1,983.50	$ 89.00
4.	Secure Technologies Integrators Inc.	$3,870.00	$ 85.00
5.	Fire Alarm Systems and Security Inc.	$2,104.24	$ 75.00
6.	One Dot Systems, Inc.	$5,957.75	$ 55.00

The Panel has reviewed the bidder's qualifications, experience, capability, and references of the recommended vendors. Below is an overview of each recommended company:

Aware Digital, Inc.

The third lowest bidder, Aware Digital, is a Florida-based corporation that has been doing business in the surveillance and wireless technology market for over eleven (11) years.

Aware Digital is a fully licensed and insured company, holding a low voltage state license. Completed projects include American Airlines Arena, Gulfstream Park Casino and City of Orlando/Orlando Police Department to name three (3) out of 13 completed projects within the last two years of similar scope and size.

At the November 30, 2011 Panel meeting, a survey was conducted via telephone with Sgt. Steven Feldman of the City of Miami Beach Police Department. Sgt. Feldman oversaw the purchase and maintenance of Pole Cams/Portable Surveillance Systems from Aware Digital. Sgt. Feldman stated via telephone conversation that Aware Digital is a good company; the products provided by Aware Digital are fine; they have good communication; provide services above and beyond the contract scope such as training; and maintenance provided, which have been serviced at night, is also very good.

Gisnet Telecom Inc.

Gisnet has been in business for over 12 years and is a licensed and insured company in the state of Florida.

Through a competitive process Gisnet was awarded a contract with the City in 2008 to install video monitoring equipment in five (5) City parking garages. Furthermore, as a sub-contractor to Team Contracting, Gisnet installed 300 IP cameras at the Miami Beach Convention Center. Panel members, Angelo Grande and Miguel Beingolea managed the installation of video camera under both contracts respectively. Both Panel members agree that Gisnet did a good job with no performance or servicing issues.

Based on the higher monthly maintenance and repair costs ($15,000 more than Aware Digital annually) the Panel selected them as a secondary vendor.

CONCLUSION

Based on the aforementioned, the Administration recommends that the Mayor and City Commission Awards Contracts to Aware Digital, Inc. as primary vendor, and Gisnet Telecom, Inc. as secondary vendor, pursuant to ITB No. 24-10/11, for Maintenance and Repair of Video Monitoring Equipment for City Parking Garages in the estimated annual amount of $36,000.

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