

COUNCIL AGENDA: 8/17/04

ITEM: 2.5

Memorandum

TO: HONORABLE MAYOR AND
CITY COUNCIL

FROM: Jose Obregon

SUBJECT: REJECTION OF PROPOSALS FOR
NASCOP SYSTEM

DATE: July 28, 2004

Approved

Ray Wines

Date

8/2/04

RECOMMENDATION

Reject proposal for the service of Photo Radar Notification and Processing and authorize the Director of General Services to negotiate an agreement with Redflex Traffic Systems, Inc.

BACKGROUND

On behalf of the Department of Transportation the General Services Department has requested a RFP be issued for the service of Photo Radar Notification and Processing.

The Neighborhood Automated Speed Compliance Program (NASCOP) is a program that uses photo-radar to enforce speed limits on residential streets that are experiencing chronic speeding. The program currently provides enforcement on 164 streets that are posted at 30mph or below. NASCOP is only implemented in neighborhoods where a majority of the residents support the program. The program has been successful in reducing the number of motorists that exceed the speed limit by 10mph or more.

The program utilizes van-mounted radar and digital camera photo equipment to photograph speeding motorists. The City currently operates the program with three specialized vans that are operated by non-sworn personnel during deployments. Registered owners of vehicles that are photographed as speeding are mailed infraction complaints by the City.

ANALYSIS

A notice inviting Request for Proposals was advertised in April 2004 and a total of three companies requested the RFP documents. A pre-proposal conference was held on May 7, 2004 for the purpose of answering questions from prospective proposers regarding proposal specifications. Three vendors were present for the pre-proposal conference. One proposal from Redflex Traffic Systems, Inc. (Redflex) was received and opened May 24, 2004.

The two remaining companies that received the RFP, Transol and ACS, did not submit proposals. Both of these companies had incorrectly assumed that the proprietary software currently provided by Redflex under the existing contract would remain with the City in the new agreement. While Transol is in the process of developing its own software, it is unknown when this will be available. ACS chose not to submit a proposal.

The proposal submitted by Redflex provides for all of the services outlined in the RFP. However, the submitted cost for these services was \$115,800, which is 44% higher (\$35,575) than the cost of the existing agreement. It is recommended that the proposal submitted by Redflex be rejected and authorization given to the Director of General Services to negotiate services and pricing with Redflex. The desired outcome of the negotiations will be to arrive at a mutually agreed upon scope of services at a lower cost than proposed. Part of the negotiations will include obtaining information from Redflex on what aspects of the new agreement are causing the cost to increase, and whether each of these elements are essential to the program.

While reissuing the RFP with a revised scope of services is an option, it is not believed that additional vendors will submit a proposal. San Jose is the only city in California that currently operates a photo radar program for speed enforcement. Substantial research was conducted prior to issuing the recent RFP to locate potential vendors. The three vendors that attended the pre-proposal conference were the most viable candidates for providing the service.

Staff will complete negotiations with Redflex by the end of September and bring a proposed agreement to the City Council in October.

PUBLIC OUTREACH

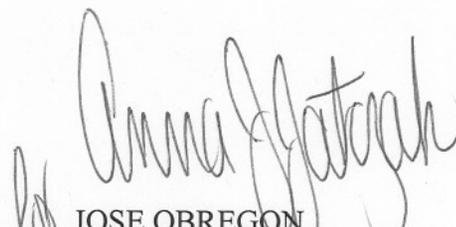
This proposal was placed on the City of San Jose web site.

COORDINATION

This has been coordinated with the City Manager's Budget Office, the Department of Transportation and the City Attorney's Office.

CEQA

Not a project.


JOSE OBREGON
Director of General Services