

**Columbus Consolidated Government
Council Meeting Agenda Item**

TO:	Mayor and Councilors
AGENDA SUBJECT:	Parking Lot Control Equipment for Bay Avenue Garage and 9 th Street Lot – RFP No. 20-0020
INITIATED BY:	Finance Department

It is requested that Council authorize the purchase of parking lot control equipment for the Bay Avenue parking garage and 9th Street parking lot from Amano McGann (Alpharetta, GA) for use by the Department of Transportation/METRA. The recommended firm’s cost proposal is within the Department’s FY20 budget for the initial purchase of equipment, software and installation for the 9th Street Lot only. Funding for the monthly software license/web fee is available in Capital Funds in FY21 and will be budgeted as required in upcoming fiscal years. The Bay Avenue Garage project will be accomplished when funding becomes available.

The Contractor shall provide the following:

- Furnish and install a complete parking lot control system for the 9th Street Parking Lot at this time. The Bay Avenue Parking Garage system will be completed at a later date once funding has been secured.
- New parking lot equipment, which will provide entry and exit flexibility. The exit unit will have the ability to take credit card payments along with cash, proximity cards and token note acceptance.
- The ability to retrieve all reports, alerts and manage the gate system through a cloud based management system.
- Operational and technical training for City personnel.

RFP Advertisement and Receipt of Proposals:

Specifications were posted on the web page of the Purchasing Division, the Georgia Procurement Registry and DemandStar on March 9, 2020. This RFP has been advertised, opened and evaluated. Four (4) proposals were received on April 24, 2020 from the following vendors:

- Amano McGann (Alpharetta, GA)**
- FlashParking (Austin, TX)
- ASPIS Parking Solutions (Brookhaven, GA)
- Orbility (Tallahassee, FL)

The following events took place after receipt of proposals:

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action
Proposals Distributed to Committee	5/06/2020	Vendor responses uploaded to a shared drive. A link for the drive was then provided to all committee members via email.

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action
Virtual Pre-Evaluation Meeting/1 st Evaluation	5/20/2020	The Purchasing Manager advised evaluation committee members of the RFP rules and process, and the project manager provided an overview. Committee members discussed each proposal and requested all vendors submit Best and Final Offers. In addition to a Best and Final Offer, clarification was needed and exceptions were to be reviewed from one of the four vendors.
Vendor Exceptions Forwarded to City Attorney	5/22/2020	One vendor provided exceptions to the RFP General Provisions, which were reviewed by the City Attorney's Office.
Best and Final Offers Requested	5/27/2020	Requests for Best and Final Offers were forwarded to three of the responding vendors. Clarification from the City regarding the Best and Final Offer was requested by two vendors.
Revised Best and Final Offer Requests Forwarded	6/1/2020	Revised Best and Final Offer letters forwarded to three of the four responding vendors.
Response to Exceptions Forwarded to Vendor	6/3/2020	Letter to fourth responding vendor sent with City's declination of the vendor's exceptions. Vendor provided option of remaining under consideration or withdrawing. Vendor opted to remain in consideration and provided both the requested clarification and Best and Final Offer.
Clarifications Received	6/5/2020	Clarification and Best and Final Offer responses were received. Information forwarded to committee members via the shared drive.
Evaluation Forms	6/10/2020	It was asked if the Committee required further clarification(s) or if the members were ready to evaluate. The decision was made to move forward with the evaluation and meet to discuss the results after the scoring has been compiled. Evaluation forms were then forwarded to the voting committee members.
Evaluation Results	6/11/2020	The evaluation forms were completed and returned to Purchasing for compilation of results. The results were forwarded to the Evaluation Committee members for review.
Virtual 2 nd Evaluation	6/15/2020	Committee discussed purchasing a parking lot control system for the 9 th Street Parking Lot at this time and purchasing a parking lot control system for the Bay Avenue Garage at a later date once funding has been secured. Highest ranking vendor requested to provide a cost breakdown per location.
Request Forwarded to Vendor	6/15/2020	Request for cost breakdown per location forwarded to the highest ranking vendor.
Cost Breakdown Received	6/16/2020	Vendor provided a breakdown of cost per location. The information was forwarded to the Evaluation Committee for review.
Award Recommendation	06/16/2020	The Committee unanimously voted to award to Amano McGann, the highest ranked vendor, to furnish and install a

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action
		complete parking lot control system for the 9 th Street Parking Lot at this time. The Bay Avenue Parking Garage system will be completed at a later date once funding has been secured.

Evaluation Committee:

The proposals were reviewed by the Evaluation Committee, which consisted of two (2) voting members from METRA and one (1) voting member from I.T. One (1) representative from METRA and one (1) representative from Traffic Engineering served as non-voting advisors.

Award Recommendation:

The evaluation committee deemed the proposal from Amano McGann as most responsive to the RFP specifications. Therefore, the Evaluation Committee, as reflected by their comments provided below, recommends award to Amano McGann for the following reasons:

- The system is fully cloud hosted with no on-site workstations or server, helping to provide reliability to the system.
- Their unit seems to be more user-friendly. No ticket insertion at exit, [no] ticket jams; simply scan the barcode and choose payment option.
- [METRA] is familiar with Amano McGann and believe their products are well qualified to be in the Bay Avenue Garage and 9th Street Parking Lot.

Vendor Qualifications/Experience:

- Amano McGann is a subsidiary of Amano Corporation Japan (ACJ). Since 1931, ACJ has been delivering products and services catering to time and environment issues.
- Amano McGann was founded with an emphasis on parking and security solutions and now has an extensive sales and service network consisting of 21 direct branch offices and over 40 distribution partners throughout the United States and Canada.
- [Amano McGann’s] team of over 350 employees includes expert industry engineering and development professionals as well as first-class technical support staff.
- Listed below are five (5) agencies for which Amano McGann has provided similar systems and services within the last five (5) years:
 - Park Center 1 & 2 State Farm (Atlanta, GA)
2019; \$600,000.00
Parking system includes monthly and visitor parking with forty-five (45) total lanes of equipment. The parking system utilizes entry terminals, credit card exit terminals, central pay stations and AVI readers. The Facility Management Software includes the validation suite.
 - Augusta Marriott Convention Center (Augusta, GA)

2019; \$257,478.00

Complete parking, revenue and access control system replacement. Two garages and a surface lot, a total of twelve (12) lanes of equipment with hotel room key interface, Facility Management Software, online validations and standalone validators.

- Augusta University (Augusts, GA)

2018; \$475,00.00

The parking system at Augusta University consists of employee, student, visitor and event parking with one (1) garage and two (2) surface lots that include twenty (20) lanes of equipment. The parking system utilizes entry terminals, credit card exit terminals, central pay stations, and AVI readers. The Facility Management Software includes the validation suite.

- State Farm Arena (Atlanta, GA)

2017; \$ 650,485.00

Systems and Services provided: the parking operation includes monthly, visitor, and event parking at one (1) garage and three (3) lower surface lots with twenty (20) lanes of equipment. The system includes handhelds, prepaid passes, central pay stations, integrated proximity readers, intercoms, credit card exit terminals, central pay stations, and pay-in-lane units with cash and credit card capability. The Facility Management Software includes a Ticketmaster interface and validation suite.

- The Classic Center (Athens, GA)

2016; \$450,000.00

The parking system consist of monthly, employee, visitor and event parking. The parking system includes a garage and three surface lots with sixteen (16) lanes of equipment. The system utilizes the Amano Facility Management system which includes an event module, accounts receivable module, and the validation suite.

The City's Procurement Ordinance Article 3-110 (Competitive Sealed Proposals for the procurement of Equipment, Supplies and Professional Services) governs the RFP Process. During the RFP process, there is no formal opening due to the possibility of negotiated components of the proposal. In the event City Council does not approve the recommended offeror, no proposal responses or any negotiated components are made public until after the award of the contract. Therefore, the evaluation results and cost information has been submitted to the City Manager in a separate memo for informational purposes.

The recommended firm's cost proposal is within the Department's FY20 budget for the initial purchase of equipment, software and installation for the 9th Street Lot only and is budgeted as follows: Transportation Fund – Transportation – FTA – Capital Expend – Over \$5,000; 0751-610-2400-MFTA-7761 (80% Federal, 20% City). Funding for the monthly software license/web fee is available in Capital Funds in FY21 and will be budgeted as required in upcoming fiscal years. The Bay Avenue Garage project will be accomplished when funding becomes available.

A RESOLUTION

NO. _____

A RESOLUTION AUTHORIZING THE PURCHASE OF PARKING LOT CONTROL EQUIPMENT FOR THE BAY AVENUE PARKING GARAGE AND 9TH STREET PARKING LOT FROM AMANO MCGANN (ALPHARETTA, GA) FOR USE BY THE DEPARTMENT OF TRANSPORTATION/METRA. THE RECOMMENDED FIRM’S COST PROPOSAL IS WITHIN THE DEPARTMENT’S FY20 BUDGET FOR THE INITIAL PURCHASE OF EQUIPMENT, SOFTWARE AND INSTALLATION FOR THE 9TH STREET LOT ONLY. FUNDING FOR THE MONTHLY SOFTWARE LICENSE/WEB FEE IS AVAILABLE IN CAPITAL FUNDS IN FY21 AND WILL BE BUDGETED AS REQUIRED IN UPCOMING FISCAL YEARS. THE BAY AVENUE GARAGE PROJECT WILL BE ACCOMPLISHED WHEN FUNDING BECOMES AVAILABLE.

WHEREAS, an RFP was administered (RFP No. 20-0020) and four (4) proposals were received; and,

WHEREAS, the proposal submitted by Amano McGann, met all proposal requirements; and,

WHEREAS, the vendor will furnish and install a complete parking lot control system for the 9th Street Parking Lot at this time. The Bay Avenue Parking Garage system will be completed at a later date once funding has been secured.

NOW, THEREFORE, THE COUNCIL OF COLUMBUS, GEORGIA, HEREBY RESOLVES AS FOLLOWS:

That the City Manager is hereby authorized to purchase parking lot control equipment for the Bay Avenue Parking Garage and 9th Street Parking Lot from Amano McGann (Alpharetta, GA) for use by the Department of Transportation/METRA. The recommended firm’s cost proposal is within the Department’s FY20 budget for the initial purchase of equipment, software and installation for the 9th Street Lot only and is budgeted as follows: Transportation Fund – Transportation – FTA – Capital Expend – Over \$5,000; 0751-610-2400-MFTA-7761. Funding for the monthly software license/web fee is available in Capital Funds in FY21 and will be budgeted as required in upcoming fiscal years. The Bay Avenue Garage project will be accomplished when funding becomes available.

Introduced at a regular meeting of the Council of Columbus, Georgia, held the _____ day of _____, 2020 and adopted at said meeting by the affirmative vote of _____ members of said Council.

- Councilor Allen voting _____.
- Councilor Barnes voting _____.
- Councilor Crabb voting _____.
- Councilor Davis voting _____.
- Councilor Garrett voting _____.
- Councilor House voting _____.
- Councilor Huff voting _____.
- Councilor Thomas voting _____.
- Councilor Thompson voting _____.
- Councilor Woodson voting _____.

Sandra T. Davis, Clerk of Council

B.H. “Skip” Henderson III, Mayor