

**Columbus Consolidated Government
Council Meeting Agenda Item**

TO:	Mayor and Councilors
AGENDA SUBJECT:	Automated Speed Detection for School Zone Safety Enforcement (Annual Contract) – RFP No. 23-0036
INITIATED BY:	Finance Department

It is requested that Council authorize the negotiation of an annual contract with RedSpeed® Georgia, LLC (Roswell, GA) for equipment and services required for automated speed detection for school zone safety enforcement. It is also requested that Council authorize the execution of the School Zone Camera License Agreements, which will be required for each school zone location. The vendor will share the revenue from payment of issued citations with the City and the Muscogee County School District.

RedSpeed® Georgia, LLC will provide and install automated school zone speed detection safety camera system equipment on designated roads/school zones within Muscogee County. RedSpeed® Georgia, LLC will work with the Columbus Police Department and Muscogee County School District, to evaluate, through traffic study(s), locations for deployment including those already identified by the department, as well as, the evaluation of future locations as requested.

The intent is to significantly increase safety through awareness and enforcement of speed limits within school zones through automated speed enforcement of those limits through the use of light detection and ranging (LiDAR) and automatic number plate recognition (ALPR) technology. In accordance with Georgia law, the system will monitor, detect, and record speed violations within designated school zones, thereby increasing vehicle and or pedestrian safety, while providing greater situational awareness and investigative capability through accessible ALPR data.

After initial locations for the program are deployed, additional locations may be determined by the Columbus Police Department and Muscogee County School District during the term of the contract. The aforementioned system, including any preliminary and or future traffic/location studies, certificate approvals, system training, camera and ALPR equipment and installation, proper signage and installation, back-office processing of citations, and any maintenance of the system, will be provided at no cost to the City with revenue sharing of collections.

Contract Term

The term of this contract shall be for two years with the option to renew for three additional twelve-month periods. Contract renewal shall be contingent upon the mutual agreement of the City and the Contractor.

Annual Contract History:

This is the first annual contract for these services.

RFP Advertisement and Receipt of Proposals:

RFP specifications were posted on the web pages of the Purchasing Division, the Georgia Procurement Registry and DemandStar on April 7, 2023. This RFP has been advertised, opened and evaluated. Five proposals were received on September 22, 2023, from the following vendors:

- RedSpeed® Georgia, LLC (Roswell, GA)**
- Altumint, Inc. (Lanham, MD)
- Blue Line Solutions (Chattanooga, TN)
- *Emergent Enforcement Solutions (Shreveport, LA)
- NovoaGlobal (Orlando, FL)

**The proposal submitted by Emergent Enforcement Solutions did not include a notarized E-Verify Affidavit, as required by O. C. G. A §13-10-91. Consequently, the proposal from Emergent Enforcement Solutions did not receive further consideration.*

The following events took place after receipt of proposals:

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action
Pre-Evaluation Committee Meeting	09/27/23	The designee of the Purchasing Manager advised evaluation committee members of the RFP rules and process, the project manager provided an overview of the contract requirements. Proposals were forwarded to each committee member to review.
1 st Evaluation Committee Meeting	10/11/23	The committee discussed each proposal and determined clarification was required from three of the four vendors.
Clarification Requested	10/17/23	Request for clarification forwarded to the vendors.
Clarification Received	10/20/23	Clarification responses received and forwarded to the evaluation committee. The committee did not require additional information.
Evaluation Forms Sent	10/26/23	Evaluation forms were forwarded to the voting committee members.
Evaluation Forms Returned	11/3/23	The Purchasing Division compiled the evaluation scores and comments, which were forwarded to the Evaluation Committee members for review.
2 nd Evaluation Committee Meeting	11/7/23	Evaluation Results forwarded to the committee and the Committee met to review and discuss.
Committee Recommendation	11/7/23	The Voting members unanimously recommended award to the highest-ranking vendor, RedSpeed® Georgia, LLC.

Evaluation Committee:

The proposals were reviewed by the Evaluation Committee, which consisted of three voting members from the Columbus Police Department, one voting member from the Engineering Department and one voting member from the Emergency Management & Homeland Security Department.

Two additional representatives from the Columbus Police Department served as alternate voters.

A representative from the City Attorney’s Office and another representative from the Columbus Police Department served as non-voting advisors.

An additional representative from the Public Works Department served as a non-voting advisor.

Award Recommendation:

The voting committee members deemed the proposal from RedSpeed® Georgia, LLC, most responsive to the RFP specifications, as reflected by the comments below:

- Georgia-based company. Georgia Sixteen (16) years in business. Over one hundred (100) clients. Compliant with Georgia laws.
- This company appears to have good qualifications and have experience in the State of Georgia with similar systems. The system is LIDAR and their products seem to be of good quality and performance.
- There is a clear defined schedule to aid in getting the system up and running.
- System is turnkey and offers a construction manager and project manager. Offers onsite training and will assist with Media kit.
- Deployed several systems in Georgia so they know the process with GDOT.

Vendor's Experience/Qualifications:

- RedSpeed® Georgia, LLC is a Georgia Limited Liability Company which designs, develops, manufactures and operates enforcement systems.
- RedSpeed® Georgia, LLC maintains a fully staffed office and technical center in Roswell, Georgia, with regular business hours from 9:00 AM to 5:00 PM and an automated call center that is live 24 hours a day.
- RedSpeed® Georgia, LLC is the sole preferred partner of DragonEye™.

Client Work History:

- *Stockbridge Police Department (Stockbridge, GA)*
2023-2024 School Year – 2028-2029 School Year
Turnkey School Zone Speed Enforcement Program.
- *Gwinnett County (Dacula, GA)*
2023-2024 School Year – 2028-2029 School Year
Turnkey School Zone Speed Enforcement Program.
- *Clayton County (Jonesboro, GA)*
2023-2024 School Year – 2028-2029 School Year
Turnkey School Zone Speed Enforcement Program.

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 have been submitted to the City Manager in a separate memo for informational purposes.

Revenue will be deposited in: General Fund – Government Wide Revenue – School Zone Speeding Fines;
0101-099-1999-REVN-4748

A RESOLUTION

NO. _____

A RESOLUTION AUTHORIZING THE NEGOTIATION OF AN ANNUAL CONTRACT WITH REDSPEED® GEORGIA, LLC (ROSWELL, GA) FOR EQUIPMENT AND SERVICES REQUIRED FOR AUTOMATED SPEED DETECTION FOR SCHOOL ZONE SAFETY ENFORCEMENT; AND ALSO AUTHORIZING THE EXECUTION OF SCHOOL ZONE CAMERA LICENSE AGREEMENTS, WHICH WILL BE REQUIRED FOR EACH SCHOOL ZONE LOCATION. THE VENDOR WILL SHARE THE REVENUE FROM PAYMENT OF ISSUED CITATIONS WITH THE CITY AND THE MUSCOGEE COUNTY SCHOOL DISTRICT.

WHEREAS, an RFP was administered (RFP No. 23-0036) and five proposals were received; and,

WHEREAS, the proposal submitted by RedSpeed® Georgia, LLC met all proposal requirements and was evaluated most responsive to the RFP; and,

WHEREAS, the contract term shall be for two years, with the option to renew for three additional twelve-month periods. Contract renewal will be contingent upon the mutual agreement of the City and the Contractor.

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

That the City Manager is hereby authorized to negotiate an annual contract with RedSpeed® Georgia, LLC (Roswell, GA) for equipment and services required for automated speed detection for school zone safety enforcement. The City Manager is further authorized to execute School Zone Camera License Agreements, which will be required for each school zone location. The vendor will share the revenue from payment of issued citations with the City and the Muscogee County School District.

Revenue will be deposited in: General Fund – Government Wide Revenue – School Zone Speeding Fines; 0101-099-1999-REVN-4748

Introduced at a regular meeting of the Council of Columbus, Georgia, held the _____ day of _____, 2023 and adopted at said meeting by the affirmative vote of _____ members of said Council.

- Councilor Allen voting _____.
- Councilor Barnes voting _____.
- Councilor Begley voting _____.
- Councilor Cogle voting _____.
- Councilor Crabb voting _____.
- Councilor Davis voting _____.
- Councilor Garrett voting _____.
- Councilor Huff voting _____.
- Councilor Thomas voting _____.
- Councilor Tucker voting _____.

Sandra T. Davis, Clerk of Council

B.H. "Skip" Henderson III, Mayor