



Legislation Details (With Text)

File #: 20-1882 **Version:** 1 **Name:**
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File created: 10/31/2020 **In control:** Office of Procurement Services
On agenda: 1/27/2021 **Final action:**
Title: Authorize a five-year service price agreement, with five one-year renewal options, for the purchase, installation, maintenance, and support of on-board cameras and a corresponding fleet management system for the Department of Sanitation Services - The Heil Co. dba 3rd Eye, most advantageous proposer of four - Estimated amount of \$6,824,974.74 - Financing: Sanitation Capital Improvement Fund (\$2,918,853.88) and Sanitation Operation Fund (\$3,906,120.86)

Sponsors:

Indexes: 100

Code sections:

Attachments: 1. Resolution

Date	Ver.	Action By	Action	Result
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STRATEGIC PRIORITY: Government Performance and Financial Management

AGENDA DATE: January 27, 2021

COUNCIL DISTRICT(S): All

DEPARTMENT: Office of Procurement Services

EXECUTIVE: Elizabeth Reich

SUBJECT

Authorize a five-year service price agreement, with five one-year renewal options, for the purchase, installation, maintenance, and support of on-board cameras and a corresponding fleet management system for the Department of Sanitation Services - The Heil Co. dba 3rd Eye, most advantageous proposer of four - Estimated amount of \$6,824,974.74 - Financing: Sanitation Capital Improvement Fund (\$2,918,853.88) and Sanitation Operation Fund (\$3,906,120.86)

BACKGROUND

This action does not encumber funds; the purpose of a service price agreement is to establish firm pricing for services, for a specific term, which are ordered on an as needed basis according to annual budgetary appropriations. The estimated amount is intended as guidance rather than a cap on spending under the agreement, so that actual need combined with the amount budgeted will determine the amount spent under this agreement.

This service price agreement will provide for the purchase and installation of hardware and software

for on-board cameras and a corresponding fleet management system for the Department of Sanitation Services (SAN). Additionally, this agreement will provide for on-going maintenance and support for hardware, infrastructure, and new equipment as new vehicles come on-line during the term of the agreement. Maintenance and support include warranty and replacement for hardware and system support.

The on-board cameras will provide a 360-degree view of the exterior of SAN vehicles, and an in-cab view of the vehicle driver in order to improve efficiency, productivity, and safety of SAN's operations. The system will also provide added quality control to increase successful resolutions to customer service issues. The fleet management system will provide turn-by-turn directions and alerts to drivers. The system will also provide real-time alerts to management of unsafe vehicle operation such as, hard starts and stops, speeding, and driver inattention such as cell phone use and eating or drinking while the vehicle is in motion. Additionally, the system will provide real-time vehicle telematics and predictive maintenance data.

SAN's goals for this technology are:

- Improve the on-time collection rate, customer satisfaction, and reduce costs by positive service verification, automatically capturing snapshots and real-time video of service stops, and identifying customers that did not have roll carts set out on time
- Improve route efficiency through in-cab display providing turn-by-turn directions and special instructions to vehicle operators
- Provide drivers with coachable moments by reviewing footage of unsafe behaviors
- Document traffic and collection incidents to ascertain the conditions and assess liability based on empirical video evidence
- Provide substantive metrics on customer behaviors, employee, and vehicle operations that provides in-depth analysis for on-going service and safety improvements

A seven-member committee from the following departments reviewed and evaluated the qualifications:

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|--|------|
| • Department of Equipment and Fleet Management | (1) |
| • Department of Information and Technology Services | (1) |
| • Department of Sanitation Services | (2) |
| • Office of Risk Management | (1) |
| • Office of Economic Development Business Workforce and Inclusion Division | (1)* |
| • Office of Procurement Services | (1)* |

*The Office of Procurement Services only evaluated cost and the Office of Economic Development Business Workforce and Inclusion Division only evaluated the Business Inclusion and Development Policy.

The committee selected the successful respondent on the basis of demonstrated competence and qualifications under the following criteria:

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|---|-----------|
| • System concept and proposed solution | 35 points |
| • Cost | 30 points |
| • Proposed technical plan and timeframe for installation | 10 points |
| • Demonstrated applicable experience and personnel qualifications | 10 points |

- Business Inclusion and Development Policy

15 points

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors.

On November 10, 2015, the City Council authorized a living wage policy that requires contractors to pay their employees a “living wage” rate as established annually by the Massachusetts Institute of Technology Living Wage Calculator for Dallas County by Resolution No. 15-2141. The current calculated living wage during the solicitation process of this contract is \$11.71; the selected vendor meets this requirement.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

This item has no prior action.

FISCAL INFORMATION

Fund	FY 2021	FY 2022	Future Years
Sanitation Capital Improvement Fund	\$2,918,853.88	\$ 0.00	\$ 0.00
Sanitation Operation Fund	\$ 879,352.50	\$756,692.09	\$2,270,076.27
Total	\$3,798,206.38	\$756,692.09	\$2,270,076.27

M/WBE INFORMATION

In accordance with the City’s Business Inclusion and Development Policy adopted on September 23, 2020, by Resolution No. 20-1430, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Category	M/WBE Goal	M/WBE %	M/WBE \$
\$6,824,974.74	Other Services	23.80%	0.00%	\$0.00
<ul style="list-style-type: none"> This contract does not meet the M/WBE goal and did not comply with good faith efforts. The Heil Co. dba 3rd Eye – Non-Local; Workforce – 1.00% Local 				

PROCUREMENT INFORMATION

Method of Evaluation for Award Type:

Request for Proposal	<ul style="list-style-type: none"> Utilized for professional, personal, revenue, and planning services Recommended offeror is the responsible offeror whose proposal most closely meets established criteria for the services advertised, based on demonstrated competence and qualifications at a fair and reasonable price Always involves the evaluation by committee Allows for negotiation on contract terms, including price
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The Office of Procurement Services received the following proposals from solicitation number BLZ20-00012686. We opened them on April 2, 2020. We recommend the City Council award this service contract in its entirety to the most advantageous proposer.

*Denotes successful proposer

<u>Proposers</u>	<u>Address</u>	<u>Score</u>	<u>Amount</u>
*The Heil Co. dba 3rd Eye	22130 Merchant's Way Suite 100 Katy, TX 77449	79	\$6,824,974.74
Seon Systems Sales, Inc. dba Fleetmind Solutions	1751 Rue Richardson Suite 207 Montreal, Quebec H3k1G6	69	\$7,437,384.12
ThingTech	3340 Peachtree Rd. Atlanta, GA 30325	54	\$ 834,545.00
Pro-Vision Video System	8625 Byron Commerce Dr. Byron Venter, MI 49315	38	\$3,400,054.00

OWNER

The Heil Co. dba 3rd Eye

George Paturalski, Senior Director Risk Management