

RESOLUTION NO. 2013-35

AUTHORIZING CONTRACT NO. 2013-028 WITH APOLLO VIDEO TECHNOLOGY TO PROVIDE MOBILE VIDEO SYSTEM CAMERAS AND DVR INSTALLATION SERVICES IN AN AMOUNT NOT TO EXCEED \$1,900,095.00 FOR THE BASE CONTRACT, WITH AN OPTION FOR AN ADDITIONAL SEVENTY BUS INSTALLATIONS NOT TO EXCEED \$445,482.00, FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$2,345,577.00 (RTA DEVELOPMENT FUND, FLEET PLANNING AND ENGINEERING DEPARTMENT BUDGET)

WHEREAS, the Greater Cleveland Regional Transit Authority is seeking the services of a team of qualified mobile video surveillance providers to provide and install CCTV camera and DVR systems on the Authority's heavy-rail vehicles, trolleys, and buses; and

WHEREAS, the proposal of Apollo Video Technology located at 24000 - 35th Avenue Southeast, Bothell, Washington 98021, to provide mobile video system camera and DVR installation services, was received on March 27, 2013; and

WHEREAS, after negotiations, an amount not to exceed \$1,900,095.00 for the base contract, with an option for an additional seventy bus installations not to exceed \$445,482.00, for a total contract not to exceed \$2,345,577.00 was agreed upon; and

WHEREAS, the General Manager/Secretary-Treasurer has deemed the offer of Apollo Video Technology, as negotiated, to be in the best interest of the Authority and recommends acceptance thereof by the Board of Trustees.

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of the Greater Cleveland Regional Transit Authority, Cuyahoga County, Ohio:

Section 1. That the offer of Apollo Video Technology to provide mobile video system camera and DVR installation services, as modified by negotiations, is hereby accepted.

Section 2. That the General Manager/Secretary-Treasurer of the Authority be and he is hereby authorized to enter into a contract with Apollo Video Technology to provide said services.

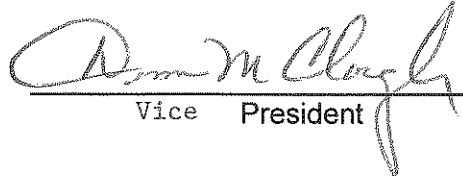
Section 3. That said contract shall be payable out of the RTA Development Fund, Fleet Planning and Engineering Department budget, including but not limited to \$2,100,000.00 of 2013 OTPPP Capital Grant OH-95-X142 and Local funds, in an amount not to exceed \$1,900,095.00 for the base contract, with an option for an additional seventy (70) bus installations not to exceed \$445,482.00, for a total contract not to exceed \$2,345,577.00.

Section 4. That said contract shall be binding upon and an obligation of the Authority contingent upon funding for future years, compliance by the contractor to the Specifications and Addenda, if any; the Affirmative Action Plan adopted by the Board of Trustees in Resolution No. 2012-036; bonding and insurance requirements and all applicable laws relating to contractual obligations of the Authority.

Section 5. That the Greater Cleveland Regional Transit Authority's Board of Trustees expects that Apollo Video Technology will attempt to exceed the 12% minimum DBE goal assigned to this procurement.

Section 6. That this resolution shall become effective immediately upon its adoption.

Adopted: May 14, 2013



Vice President

Attest:



CEO, General Manager/Secretary-Treasurer



TITLE/DESCRIPTION: CONTRACT: MOBILE VIDEO SYSTEM CAMERAS AND DVR INSTALLATION VENDOR: APOLLO VIDEO TECHNOLOGY AMOUNT: NTE \$1,900,095.00 FOR BASE CONTRACT, WITH AN OPTION FOR AN ADDITIONAL SEVENTY BUS INSTALLATIONS NTE \$445,482.00, FOR A TOTAL CONTRACT NTE \$2,345,577.00	Resolution No.: 2013-35
	Date: May 9, 2013
	Initiator: Transit Police Department
ACTION REQUEST: <input checked="" type="checkbox"/> Approval Review/Comment Information Only Other _____	

1.0 **PURPOSE/SCOPE:** This action will allow the Authority to enter into a contract for the installation of CCTV cameras and DVRs on the Authority's revenue vehicles.

2.0 **DESCRIPTION/JUSTIFICATION:** The Authority is seeking services from a team of qualified mobile video surveillance providers to provide and install CCTV camera and DVR systems on the Authority's heavy-rail vehicles, trolleys, and buses. The Authority utilizes CCTV both as a crime deterrent and in post-incident investigations.

The scope of work includes camera and DVR installations on forty (40) heavy rail vehicles, seventeen (17) trolleys and two hundred sixty-five (265) buses for the base contract, with an option for installations on an additional seventy (70) buses.

3.0 **PROCUREMENT BACKGROUND:** The Request for Proposal (RFP) was posted on the procurement website and advertised in the local newspapers. Sixty-five prospective proposers downloaded the solicitation and seven responded on March 27, 2013. After evaluation by a panel of Authority employees in accordance with established Procurement Department policies and procedures, the proposal of Apollo Video Technology to provide mobile video system camera and DVR installation services was determined to be the most advantageous to the Authority. After negotiations, a base contract amount not to exceed \$1,900,095.00, with an option for an additional seventy bus installations not to exceed \$445,482.00, for a total contract amount not to exceed \$2,345,577.00 was agreed upon with the Authority.


A cost analysis has been performed and the Procurement Department has determined that the price is fair and reasonable to the Authority.

4.0 **AFFIRMATIVE ACTION/DBE BACKGROUND:** All Affirmative Action requirements have been met. A 12% DBE goal was established for this procurement. Apollo Video Technology will achieve the goal through the utilization of Jones Technologies Enterprises, Inc. (African American-owned) in the amount of \$261,510.00 or 13.8%.

5.0 **POLICY IMPACT:** Does not apply.

- 6.0 ECONOMIC IMPACT: This procurement will be funded through the RTA Development Fund, Fleet Planning and Engineering Department budget, including but not limited to \$2,100,000.00 of 2013 OTPPP Capital Grant OH-95-X142 and Local funds, in an amount not to exceed \$1,900,095.00 for the base contract, with an option for seventy (70) additional bus installations not to exceed \$445,482.00, for a total contract not to exceed \$2,345,577.00. This price is approximately 13% below the independent cost estimate for this project.
- 7.0 ALTERNATIVES: Reject this offer. Rejection of this offer would delay the installation of new and upgraded CCTV systems on Authority revenue vehicles, prolonging advancements in the security of the Authority's transit system and the ability to perform post incident investigations.
- 8.0 RECOMMENDATION: It is recommended that the offer of Apollo Video Technology be accepted and the resolution passed authorizing the General Manager/Secretary-Treasurer to enter into a contract.
- 9.0 ATTACHMENTS: None.

Recommended and certified as appropriate to the availability of funds, legal form and conformance with the Procurement requirements.



CEO, General Manager/Secretary-Treasurer