



Alachua County, Florida

Procurement

Theodore "TJ" White, Jr. CPPB, Procurement Manager
County Administration Building, Gainesville, FL 32601
(352) 374-5202

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

RESPONSE DEADLINE: June 26, 2024 at 2:00 pm

Wednesday, September 4, 2024

SOLICITATION OVERVIEW

Project Title	Dash Cameras Installation and Services for Fleet Vehicles
Project ID	RFP 24-487-LC
Project Type	Request For Proposal
Release Date	May 8, 2024
Due Date	June 26, 2024
Procurement Agent	Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM
Evaluators	Allen Betz, Patrick Boyd, Donald Clifton, Kenneth Kurth, Randy Look
Project Description	Purpose: Alachua County is soliciting proposals from qualified vendors for the supply and installation of dash cameras in government vehicles. The dash cameras should include front-facing, rear view and in-cab cameras, along with installation services and training.

Introduction

Summary

Alachua County Board of County Commissioners (hereinafter, the "County" or "Alachua County") is seeking proposals from qualified individuals or entities (hereinafter, referred to as "Consultant" or the "proposer") for the provision of RFP 24-487-LC Dash Cameras Installation and Services for Fleet Vehicles.

The following apply to this request for proposal: [Instruction to Proposers](#), [Terms and Conditions](#), [Insurance](#), [Scope of Work](#), [Proposal Requirements and Organization](#), [Request for Proposal Selection Procedures](#), [Evaluation Phases](#), [Attachments](#), [Submittals](#) and [Sample Agreement](#).

Purpose: Alachua County is soliciting proposals from qualified vendors for the supply and installation of dash cameras in government vehicles. The dash cameras should include front-facing, rear view and in-cab cameras, along with installation services and training.

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Background

Location: Alachua County is located in North Central Florida. The County government seat is situated in Gainesville. Gainesville is located 70 miles southwest of Jacksonville, 129 miles southeast of Tallahassee, 140 miles northeast of Tampa - St. Petersburg and 109 miles northwest of Orlando. Alachua County has a population of over 270,000 and a regional airport. The County itself consists of a total area of 969 square miles.

Form of Government: Alachua County is governed by a Board of five (5) elected County Commissioners and operates under the established County Manager Charter form of government. In addition to the five County Commissioners, there are five elected Constitutional Officers: Supervisor of Elections, Sheriff, Clerk of the Court, Tax Collector and the Property Appraiser.

Contact Information

Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM

Procurement Agent III

Email: lcruzcaliz@alachuacounty.us

Phone: [\(352\) 337-6268](tel:(352)337-6268)

Department:

Risk Management

Timeline

Solicitation Release Date	May 8, 2024
Question Submission Deadline	June 16, 2024, 12:01am
Solicitation Submission Deadline	June 26, 2024, 2:00pm

<p>Solicitation Opening – Teams Meeting</p>	<p>June 26, 2024, 2:00pm The scheduled solicitation opening will occur via Teams Meeting; the information to join is provided below. Attendance (live viewing) of the proposals opening is not required.</p> <p>Join Microsoft Teams meeting Join on your computer, mobile app or room device Click here to join the meeting</p> <p>https://teams.microsoft.com/l/meetup-join/19%3ameeting_ZTQyYzk5YzMtZDc4ZS00N2lxLTljMWUtMjAwNTQwN2NjNTNi%40thread.v2/?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%22c82ab8e7-6ee1-4cd5-9191-4aa322a1828f%22%7d</p> <p>Meeting ID: 259 625 692 241 Passcode: yX9G3Q Download Teams Join on the web Or call in (audio only) +1 469-998-7938,,366862554# United States, Dallas Phone Conference ID: 366 862 554#</p> <p>If you have a disability and need an accommodation in order to participate, please contact the Alachua County ADA Coordinator at ADA@alachuacounty.us or Equal Opportunity Office at 352-374-5275 at least 7 business days prior to the event. If you are unable to notify the Office prior to the event, please inform an Alachua County employee that you need assistance. TDD/TTY users, please call 711 (Florida Relay Service).</p>
--	--

SOLICITATION STATUS HISTORY

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Date	Changed To	Changed By
Feb 8, 2024 1:42 PM	Draft	Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM
Mar 28, 2024 11:20 AM	Review	Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM
May 8, 2024 9:24 AM	Final	Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM
May 8, 2024 9:24 AM	Post Pending	Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM
May 8, 2024 9:26 AM	Open	Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM
Jun 26, 2024 2:00 PM	Pending	OpenGov Bot
Jun 27, 2024 11:07 AM	Evaluation	Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM
Aug 28, 2024 9:29 AM	Award Pending	Mandy Mullins

SELECTED VENDOR

VENDOR RECOMMENDED BY THE EVALUATION PROCESS

Vendor	Location
IVS, Inc. dba AngelTrax	Dothan, AL

PROPOSALS RECEIVED

Status	Vendor	Contact Info	Submission Date
Submitted	IVS, Inc. dba AngelTrax	Cole Norton bidnotifications@angeltrax.com (334) 692-4600 Ext: 4617	Jun 25, 2024 4:45 PM
Submitted	T-Mobile USA, Inc.	Bobby Colony robert.colony1@t-mobile.com	Jun 26, 2024 1:48 PM
Excluded	Fleetboss	Brian Carroll brian@fleetboss.com (407) 265-9559	Jun 26, 2024 12:10 PM
Excluded	MasTrack	JP Taormina jptaormina@mastrack.com (800) 559-8991	Jun 25, 2024 3:00 PM
Excluded	Samsara	Christopher Conaboy chris.conaboy@samsara.com (551) 200-2820	Jun 25, 2024 3:13 PM

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

VENDOR QUESTIONNAIRE PASS/FAIL

Question Title	IVS, Inc. dba AngelTrax	T-Mobile USA, Inc.
Corporate Resolution Granting Signature	Pass	Pass
State Compliance	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	No Response	No Response
Small Business Enterprise Option 1: SBE Proposer	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response
Small Business Enterprise Option 2: 30% SBE Proposer Participation	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response
Small Business Enterprise Option 3: 15% - 29% SBE Prosper Participation	Fail	Pass
Alachua County Small Business Enterprise Certificate	Fail	No Response
Small Business Enterprise Option 4: No Subcontractors	Pass	Pass
Consultant Small Business Enterprise Good Faith Effort Option 5.	Pass	Pass
Alachua County Government Minimum Wage	Pass	Pass
Alachua County Location Preference	Pass	Pass
Drug Free Workplace	Pass	Pass
Vendor Eligibility	Pass	Pass
NON-SBE Subcontractors	Pass	Pass
Responsible Agent Designation	Pass	Pass
Conflict of Interest	Pass	Pass

Question Title	IVS, Inc. dba AngelTrax	T-Mobile USA, Inc.
Request for Proposal Submittal Documentation	Pass	Pass
Acknowledgement of Requirements	Pass	Pass

QUESTIONS AND ANSWERS

Approved, Unanswered Questions

Approved, Answers Provided

1. Hyperlink Question

May 13, 2024 11:06 AM

Question: I am reviewing the documents for the bid for telematic dash cameras, and the submission link is not working. Can you confirm that this will be the way we are to submit our bid, and that we have the correct hyperlink?

May 13, 2024 11:06 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Yes, the County will only accept proposals submitted through OpenGov.

May 13, 2024 11:09 AM

2. Timeline

May 14, 2024 12:30 PM

Question: Does the County have a timeline for a start date and end date for this project?

May 14, 2024 12:30 PM

Answered by Patrick Boyd: The goal for the Dash Camera Installation and Services project is to ultimately install and maintain an approved camera system in each county vehicle requiring a license to operate. The project is expected to begin as soon as possible after award of the contract - and end once all designated fleet vehicles are appropriately equipped. (PWB)

May 14, 2024 2:40 PM

3. Install Location

May 17, 2024 11:26 AM

Question: What's the installation location address?

May 17, 2024 11:26 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Fleet Management shop located at Public Works Department 5620 NW 120th LN. Gainesville 32653

Jun 11, 2024 3:52 PM

4. Installation Schedule

May 17, 2024 11:27 AM

Question: What's your preferred installation schedule; weekdays during or after operating hours? Can we do installs on weekends?

May 17, 2024 11:27 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Monday - Thursday 7:00am - 5:00pm

Jun 11, 2024 3:52 PM

5. Storage

May 17, 2024 11:27 AM

Question: Will there be available storage for equipment awaiting installation?

May 17, 2024 11:27 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Yes

Jun 11, 2024 3:52 PM

6. Dumpster

May 17, 2024 11:27 AM

Question: Will there be a dumpster available for scrap packing materials?

May 17, 2024 11:27 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Yes

Jun 11, 2024 3:52 PM

7. Integration

May 17, 2024 11:28 AM

Question: Section 5.2. Scope of Work (1.) states "Integration of dash cameras with existing vehicle systems (if applicable)". Can the County please advise on what Integrations are required?

May 17, 2024 11:28 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Some of our current emergency fleet vehicles already have a monitor and right side and rear facing camera system. We would like to add cameras to the existing system.

Jun 11, 2024 3:52 PM

8. In-Cab Screen

May 17, 2024 11:29 AM

Question: Section 5.2. Scope of Work (1.) states “ Supply and installation of front-facing, rear view, and driver facing cameras, in government vehicles, including in-cab screen”. Can the County please advise on what the “in-cab screen” will be used for? Is this to act as just a backing monitor, or should the driver be able to see all camera views on this screen?

May 17, 2024 11:29 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: In-cab monitor would be for the operator when backing, parking, turning and changing lanes.

Jun 11, 2024 3:52 PM

9. Fleet Management Systems

May 17, 2024 11:30 AM

Question: Section 5.3. Technical Requirements (1.) states “Compatibility with existing fleet management systems (if applicable)”. Can the County please advise on what existing fleet management systems are in use, and if we are required to be compatible?

May 17, 2024 11:30 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: V Mux and Class-one systems currently in our Emergency Fleet.

Jun 11, 2024 3:52 PM

10. Vehicle Numbers

May 17, 2024 11:30 AM

Question: Can the County please confirm the total number of vehicles for each vehicle type (Automotive and Light Trucks, Medium and Heavy Straight Trucks, Ambulances, Fire Trucks, Semi-tractor Trailers and Trucks)?

May 17, 2024 11:30 AM

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: (Approx) 30 Ambulances, 17 Fire trucks, 20 Semi-tractor trailers, 14 Semi tractors, 4 Roll-off trucks, 300 Automotive and light/med duty trucks, 40 heavy duty straight trucks.

Jun 11, 2024 3:52 PM

11. 360 Camera System

May 19, 2024 12:15 PM

Question: Hello, for the 360 part of the camera system; is the county desiring a birds-eye view style 360 system in which all 4 cameras are stitched together to present a single top view image or is the county desiring a split screen showing all 4 directional views at one time?

May 19, 2024 12:15 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Birds eye view if available.

Jun 11, 2024 3:52 PM

12. In Cab Camera display

May 19, 2024 12:19 PM

Question: Is the In-Cab display for reversing views, 360 views, forward and driver facing views or some combination of the above? Do all vehicles require a reverse camera and display or is there a specific list of vehicles for these in addition to the forward facing and in-cab driver facing camera unit?

May 19, 2024 12:19 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Combination, we would prefer Emergency, and heavy duty trucks have 360 view.

Jun 11, 2024 3:52 PM

13. 30 day storage of video

May 19, 2024 12:21 PM

Question: Is storage on the device for a minimum of 30 days with online request access while vehicle is turned on okay? Does the county need the complete 30 days of video stored on the cloud server?

May 19, 2024 12:21 PM

Answered by Patrick Boyd: In order to comply with Florida's public law, section 286.011, Florida Statutes, commonly referred to as the "Sunshine Law" we will require a full 30 days of video data (captured when the vehicle is turned on) to be stored either locally or on the cloud server. We would prefer data be stored on the cloud with online access through authorized users.

Jun 12, 2024 3:27 PM

14. No subject

May 22, 2024 12:41 PM

Question: Is Alachua County seeking a Driver Coaching & Scoring program?

May 22, 2024 12:41 PM

Answered by Patrick Boyd: Driver "Coaching" is a goal of the Alachua County Risk Management Division and is not required for this contract. Driver "Scoring" which would include a comprehensive evaluation of driver behavior and performance calculated from metrics like speed, harsh braking, rapid acceleration, idle time and even adherence to traffic rules IS an option that should be included in any proposed software package.

Jun 12, 2024 3:28 PM

15. No subject

May 22, 2024 12:41 PM

Question: Are all 300 vehicles being considered as part of the bid?

May 22, 2024 12:41 PM

Answered by Patrick Boyd: Yes

Jun 12, 2024 3:28 PM

16. No subject

May 22, 2024 12:42 PM

Question: Does Alachua county operate the same number of tractors as trailers? If not, what is the breakdown of tractors vs. trailers?

May 22, 2024 12:42 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: 14 Tractors, 20 Trailers

Jun 11, 2024 3:52 PM

17. No subject

May 22, 2024 12:42 PM

Question: By "360 Cameras" is Alachua county referring to a bird's eye view system? or is Alachua County seeking cameras that will cover the full 360 degrees around the vehicle of any kind, with the minimum number of cameras required by the selected vendor to avoid all blind spots?

May 22, 2024 12:42 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Birds eye view.

Jun 11, 2024 3:52 PM

18. No subject

May 22, 2024 12:42 PM

Question: Is Alachua County seeking an in-cab monitor for all vehicles?

May 22, 2024 12:42 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: No. Automotive and light trucks would not need in cab monitors.

Jun 11, 2024 3:52 PM

19. No subject

May 22, 2024 12:43 PM

Question: Alachua County references that it is the chosen Consultant's software must ensure 30 days retention of videos. Is physical on-vehicle storage acceptable, with event-based Cloud Storage? Or is all video to be stored in the cloud, continuously?

May 22, 2024 12:43 PM

Answered by Patrick Boyd: To comply with Florida's public law, section 286.011, Florida Statutes, commonly referred to as the "Sunshine Law" we will require a full 30 days of video data (captured when the vehicle is turned on) to be stored either locally or on the cloud server. Either physical, on-vehicle, storage or cloud-based storage can meet this criteria. However, video must be continuous and include any event-based recordings. For ease of use, we would prefer data be stored on the cloud with online access through authorized users.

Jun 12, 2024 3:28 PM

20. No subject

May 22, 2024 12:43 PM

Question: Is Alachua County seeking interior patient compartment cameras for the Ambulances?

May 22, 2024 12:43 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: No.

Jun 11, 2024 3:52 PM

21. No subject

May 22, 2024 12:43 PM

Question: The Equipment master list has been received. Can Alachua County provide a key to the equipment coding system used under the "equipment column? The goal would be to determine a count of each of the types of vehicles listed as a, b, c, d, e under 5.5-A.-1.

May 22, 2024 12:43 PM

Answered by Patrick Boyd: A specific vehicle count has been provided as an answer to Question #10 "Vehicle Numbers" (L. Cruz Cáliz, June 11th, 2024). Equipment for each vehicle type meets or exceeds standard commercial options for similar usage.

Jun 12, 2024 3:32 PM

22. No subject

May 22, 2024 12:43 PM

Question: Is web-based software required? Or will locally downloaded software that is cloud based acceptable?

May 22, 2024 12:43 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Cloud/web based file retention software required.

Jun 11, 2024 3:52 PM

23. No subject

May 22, 2024 12:43 PM

Question: What are the existing fleet management systems utilized by Alachua County? What type of compatibility or integration would be required?

May 22, 2024 12:43 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Alachua County does not currently utilize and video recording system.

Jun 11, 2024 3:52 PM

24. No subject

May 22, 2024 12:44 PM

Question: Will 2 separate systems: 1 dash camera as it's own recorder, and 1 onboard video recorder connected to 360 cameras/ other cameras be acceptable? (If both communicate to the same software)

May 22, 2024 12:44 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: 1 system with one recorder is required

Jun 11, 2024 3:52 PM

25. No subject

May 22, 2024 12:44 PM

Question: Under 5.3-A, are there specific Florida statutes being referenced other than Florida Statute 119?

May 22, 2024 12:44 PM

Answered by Precious Merriweather: 5.3-C

Jun 11, 2024 3:52 PM

26. No subject

May 22, 2024 12:45 PM

Question: Will a due date extension be considered?

May 22, 2024 12:45 PM

Answered by Precious Merriweather: Please reference Addendum #1 for the deadline extension information.

May 28, 2024 11:00 AM

27. No subject

May 22, 2024 3:51 PM

Question: The equipment list includes 387 pieces of equipment. Can you confirm the correct number and also the total number of vehicles for each vehicle type.

May 22, 2024 3:51 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: A specific vehicle count has been provided as an answer to Question #10 "Vehicle Numbers". Equipment for each vehicle type meets or exceeds standard commercial options for similar usage.

Jun 13, 2024 8:56 AM

28. No subject

May 22, 2024 3:57 PM

Question: The county mentions a phase approach in installing the dash cameras. Would the county consider installation on all vehicles in one phase given the installer can support it? If not, should pricing be provided based on the entire fleet of 387 vehicles?

May 22, 2024 3:57 PM

Answered by Patrick Boyd: Alachua County requires a phased approach to the installation of dash cameras due to both operational and budgetary obligations. Installing all cameras in one phase would not allow adequate adherence to either of these considerations. Pricing for this contract should be based on the entire fleet with details provided per phase, if possible.

Jun 12, 2024 4:05 PM

29. No subject

May 22, 2024 3:59 PM

Question: Does the county have a current GPS vendor they use on their vehicles? If yes, can you please provide the name of the vendor and if the dash cameras are required to compatible with it.

May 22, 2024 3:59 PM

Answered by Patrick Boyd: Alachua County currently has a GPS vendor in use on our vehicle fleet. However, information on the current vendor will only be provided to the vendor who is awarded this contract. Compatibility with the current GPS system is not a requirement for this acquisition.

Jun 12, 2024 4:05 PM

30. No subject

May 23, 2024 12:12 PM

Question: Would the county consider extending the submission deadline by 1 week?

May 23, 2024 12:12 PM

Answered by Precious Merriweather: Please reference Addendum #1 for the deadline extension information.

May 28, 2024 11:01 AM

31. Supplementary documents

May 24, 2024 1:22 PM

Question: There does not seem to be a place to upload supporting documentation on the portal. Please advise

May 24, 2024 1:22 PM

Answered by Precious Merriweather: Please reference Question 18 in the Submittals section.

May 28, 2024 5:04 PM

32. No subject

May 24, 2024 4:57 PM

Question: What are the top three success factors for this project / what KPIs or other measurements will be used to indicate the success of the project?

May 24, 2024 4:57 PM

Answered by Patrick Boyd: Key performance indicators for this project include: Timeliness of Installation, Availability of Personnel (for troubleshooting or instruction), and Adherence to Statutory Requirements (including Sunshine Law and HIPAA rules). While budgetary constraints are set, operational considerations can (and should) be coordinated between the awarded vendor and the Fleet Management Division.

Jun 12, 2024 4:05 PM

33. No subject

May 24, 2024 4:58 PM

Question: What are the top use cases that the County will use the data and video from the selected solution?

May 24, 2024 4:58 PM

Answered by Patrick Boyd: Usage of collected data is solely at the discretion of Alachua County. This may include, but is not limited to: adherence to lawful public records requests, as evidence in any adjudication, as metrics for employee driving behaviors & performance, and as support during active traffic accident investigation procedures.

Jun 12, 2024 4:05 PM

34. No subject

May 24, 2024 4:58 PM

Question: Have you talked with any vendors as part of market research? If so: a. What vendors did you speak with? b. Have you conducted any trials?

May 24, 2024 4:58 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Several vendors were contacted during the county's market research initiatives. No official trials were conducted. A list of vendors contacted prior to the release of this RFP can be made available upon request to the vendor awarded this contract.

Jun 13, 2024 5:10 PM

35. No subject

May 24, 2024 4:58 PM

Question: Can you please provide an overview of your current video solution? a. What are the top 3 things you like about your current system/vendor? b. What are the top 3 things you wish to change about your current system/vendor?

May 24, 2024 4:58 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: The County currently has no vendor for this service.

Jun 13, 2024 5:13 PM

36. No subject

May 24, 2024 4:59 PM

Question: Do you have a budget for this project? If so, can you share the annual budget range? i. \$0 - \$50,000 ii. \$50,000 - \$150,000 iii. \$150,000 - \$250,000 iv. \$250,000 - \$500,000 v. \$500,000+

May 24, 2024 4:59 PM

Answered by Precious Merriweather: \$100,000.00

May 28, 2024 5:04 PM

37. No subject

May 24, 2024 4:59 PM

Question: Are there mobile devices, laptops, or other connected displays being used in the fleet today? If so, please provide a brief description.

May 24, 2024 4:59 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Yes. An array of equipment has been installed and used in vehicles for different purposes, which the County will discuss with the selected vendor.

Jun 13, 2024 5:13 PM

38. No subject

May 24, 2024 4:59 PM

Question: If a single vendor is unable to provide all the desired features/modules identified, does the County want vendors to work jointly together on a bid? Alternatively, does the County want to identify its desired bids(s) from vendors and will introduce vendors to work together to provide the County's ideal solution?

May 24, 2024 4:59 PM

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Answered by Patrick Boyd: For the purposes of continuity and ease of use, this award is intended for a single vendor. No attempt has been made to allow for bids from multiple vendors or to introduce vendors to work together to provide a solution. If a single vendor cannot be found to provide the required services/features, a reevaluation of the solicitation would occur per county guidelines.

Jun 12, 2024 4:48 PM

39. No subject

May 24, 2024 5:00 PM

Question: With regard to Installations: a. Will vehicles be made available during regular business hours? b. Will vehicles be made available so that we can manage multiple installs per day at the same location? (i.e., sending an installer we can make multiple installations) c. Are there any other considerations we should be aware of regarding vehicle availability for installation?

May 24, 2024 5:00 PM

Answered by Patrick Boyd: Vehicles will be made available during regular business hours or as agreed upon by the awarded vendor and the Fleet Management Division. This is to allow for operational factors (such as emergency response or hazard mitigation) as necessary. Managing multiple installs per day at the same location is the preferred method of completing installations, provided the agreed upon schedule meets phased requirements.

Jun 12, 2024 4:48 PM

40. No subject

May 24, 2024 5:04 PM

Question: The County has listed the following technical requirement: Loop recording functionality to ensure continuous recording. Proposers must ensure that videos are kept on file and accessible for a minimum of thirty (30) days. Could you please clarify if the requirements of 30 days of continuous video recording is intended for monitoring safety events or for the purpose of driver monitoring.

May 24, 2024 5:04 PM

Answered by Patrick Boyd: Recording is intended to improve the safety of the public and Alachua County Fleet in general - and to comply with Florida's public records law, section 286.011, Florida Statutes, commonly referred to as the "Sunshine Law". For this acquisition, we will require a full 30 days of video data (captured when the vehicle is turned on) to be stored either locally or on a cloud server. The use of collected data is solely at the discretion of Alachua County and must include continuous and event-based retention to meet this criteria.

Jun 12, 2024 4:48 PM

41. No subject

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

May 24, 2024 5:06 PM

Question: Based on the RFP response timeline, can the County provide an extension of a week for vendors to review County answers to Q & A and provide a comprehensive RFP response?

May 24, 2024 5:06 PM

Answered by Precious Merriweather: Please reference Addendum #1 for the deadline extension information.

May 28, 2024 11:05 AM

42. No subject

May 24, 2024 4:59 PM

Question: Who will be evaluating the RFP responses? Can you share their titles and respective departments or functions?

May 24, 2024 4:59 PM

Answered by Precious Merriweather: Fleet Management Supervisor - Public Works Safety Officer - Risk Management Road & Bridge Superintendent - Public Works Transfer Station Manager - Solid Waste & Resource Recovery Health & Safety Captain - AC Fire Rescue

May 28, 2024 3:43 PM

43. Camera Placement

May 28, 2024 11:48 AM

Question: Are there any limitations regarding the placement of cameras for the 360 camera system on firetrucks, ambulances, and similar vehicles? This is important to consider as certain placements could potentially interfere with the work of the personnel.

May 28, 2024 11:48 AM

Answered by Patrick Boyd: No camera placed in any emergency vehicle can be positioned to record patients or other medical clients transported by Alachua County staff. For these vehicles, strict adherence to HIPAA rules and regulations apply. The recording of activity outside emergency vehicles or in the cab (where only County personnel are seated) is allowed.

Jun 12, 2024 4:49 PM

44. Installation of Equipment Location

May 28, 2024 11:44 AM

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Question: How will the equipment be installed by the contractor? Will all the vehicles be gathered at a single location for the installation, or will the vehicles be spread throughout the county, necessitating the contractor to visit each site where the vehicles are stationed to install the system?

May 28, 2024 11:44 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Installation of required equipment will be coordinated between the awarded vendor and the Fleet Management Division. There is one main location at: 5620 N.W. 120th Lane · Gainesville, FL 32653, and two other locations: 5115 NE 63 Ave, Gainesville, FL 32609 and 5901 NW 34th Blvd, Gainesville, FL 32653.

Jun 13, 2024 5:13 PM

45. No subject

May 24, 2024 5:06 PM

Question: We usually see organizations of your size and structure go through a pilot program before final selection. Would you be open to doing a side by side pilot to evaluate the top solutions to finalize a vendor?

May 24, 2024 5:06 PM

Answered by Patrick Boyd: No pilot program will be considered for this solution. The required services and equipment are of a nature that commercially available solutions should meet the county's needs.

Jun 13, 2024 5:10 PM

46. No subject

May 24, 2024 5:05 PM

Question: Can you provide additional information regarding next steps? Does the County anticipate vendor shortlist evaluation and any identified timeframes? (e.g., will there be vendor demos?)

May 24, 2024 5:05 PM

Answered by Precious Merriweather: Timeframes are dependent on the amount of responses received. All updates will be provided via OpenGov in the Addendum and Notices tab in a timely fashion. The Evaluation Team has the option to motion for Oral Presentations during the Public Meeting, which will be scheduled and noticed in the OpenGov Addendum and Notices

May 28, 2024 5:04 PM

47. No subject

May 24, 2024 5:05 PM

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Question: lease rank the following on a scale of 1 to 5 (1 being low, 5 being highly important): A. Telematics B. GPS location C. Video Quality D. Fuel usage reporting E. Vehicle utilization F. Video recording of all vehicle operations G. 365 degree visibility H. Each camera provides 365 degree visibility I. Video recording of driving events J. Customizable Reporting K. Video safety / Safety program L. Artificial Intelligence capabilities M. In-cab audible alerts N. Single vendor solution O. Ease of use of the system P. Reporting capabilities Q. Integration capabilities R. Support

May 24, 2024 5:05 PM

Answered by Patrick Boyd: The evaluation criteria used to determine the "best value" to the County is an internal measurement. Each of the listed areas may or may not be used to determine which proposal provides the best solution. Vendors are encouraged to ask clarifying questions; however all available data has been included in the posted solicitation.

Jun 13, 2024 5:10 PM

48. No subject

May 24, 2024 5:00 PM

Question: Will the County be holding a pre-conference bid meeting where vendors can get additional information on this RFP and ask clarifying questions.

May 24, 2024 5:00 PM

Answered by Patrick Boyd: No. All clarifying questions for this RFP should be posted to OpenGov.

Jun 13, 2024 5:11 PM

49. No subject

May 24, 2024 4:59 PM

Question: Can the County provide insight into the process it went through to create the scope and requirements?

May 24, 2024 4:59 PM

Answered by Patrick Boyd: Unfortunately no. The process to create the scope, requirements, and phasing considerations took place over a considerable period of time (2+ years) and involved numerous departments (i.e. Fleet Management, Risk Management, Fire/Rescue, Solid Waste, Office of Budget Management, Procurement, etc.) If necessary, vendors are encouraged to post all clarifying questions to this RFP on OpenGov.

Jun 13, 2024 5:11 PM

50. No subject

May 29, 2024 1:11 PM

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Question: In question 36 you wrote that you have allocated \$100,000 to this project. Is this for a subset of vehicles or the entire fleet? If it's for a subset of vehicles/equipment, how many? If this is phased, will you be able to obtain additional funding for the following years as the annual cost will increase.

May 29, 2024 1:11 PM

Answered by Patrick Boyd: Question #36 asked; "Do you have a budget for this project? If so, can you share the annual budget range?" to which we answered \$100,000. This is an estimated amount projected per phase and is subject to change. For the purposes of this RFP, each phase will include those vehicles that can be completed based on timeline, operational use, and budget. Separate funding is anticipated per fiscal year.

Jun 13, 2024 5:11 PM

51. Follow up to question #36

May 29, 2024 5:55 PM

Question: Per Alachua County's response on question #36 (referring to budget), is the County expecting to allocate a maximum of \$333.00 per system for its entire fleet?

May 29, 2024 5:55 PM

Answered by Patrick Boyd: See answer to Question #50 with the following additional information: Alachua County has not allocated a maximum amount for this project. For the purposes of this RFP, the entire fleet will be fitted with dash cameras over the course of the scheduled phases.

Jun 13, 2024 5:11 PM

52. No subject

May 30, 2024 11:03 AM

Question: Would the County be open to the installations being done during a single timeframe? eg. all installations will be completed in a one week period of time, including regular work hours, evenings and weekends.

May 30, 2024 11:03 AM

Answered by Patrick Boyd: Yes. Provided the installation schedule meets with Fleet Management Division approval and adheres to all other operational needs. Response to public emergencies - including repairs and damage mitigation is the primary limiting factor.

Jun 13, 2024 5:11 PM

53. Addendum

Jun 13, 2024 10:54 AM

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Question: We see an Addendum released but not as an attachment that needs to be signed. If we have reviewed the addendum and all questions and answers directly in the portal, is that what needs to be acknowledged under 19. Acknowledgement of Requirements*. Or will there be a downloadable copy that must be signed and returned alongside the RFP response.

Jun 13, 2024 10:54 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: There is checkbox in the submittal page that requires to be verified before submitting, as well as a confirmation in the acknowledgement in question #19.

Jun 13, 2024 11:30 AM

54. Recording time

Jun 14, 2024 9:19 AM

Question: Alachua County mentions 30 days of continuous recording. For this, there are various storage options based on the needs of the county and vehicle operation hours per day. For the purpose of this RFP, is a day defined as 24 hours, 8 hour shift, etc?

Jun 14, 2024 9:19 AM

Answered by Patrick Boyd: Alachua County's 30-day recording requirement for this RFP is due (in part) to Chapter 119, Section 119.07(h) of the Florida Statutes which mandates the preservation of public records for 30 days after the date of a valid request. To comply, any recording must be held for a minimum of 30 days - and that would include records made during an 8-hour, 12-hour, or 24-hour period. So long as a record is produced, it must be maintained for 30 days. Continuous recording (while a vehicle is in operation only) is the best method to ensure all data is captured. Special events, such as traffic accidents or driver metrics, are additional data points that should be measurable by any proposed equipment or software.

Jun 20, 2024 2:02 PM

ADDENDA & NOTICES

ADDENDA ISSUED:

Addendum #1

May 28, 2024 10:59 AM

Solicitation Submission Deadline has been extended to June 26, 2024, 2:00pm.

Please use the [See What Changed](#) link to view all the changes made by this addendum.

ADDENDA ACKNOWLEDGEMENTS:

Addendum #1

Proposal	Confirmed	Confirmed At	Confirmed By
MasTrack	X	May 30, 2024 10:42 AM	Andrew Loewengart
Samsara	X	Jun 25, 2024 6:08 AM	Christopher Conaboy
IVS, Inc. dba AngelTrax	X	May 29, 2024 9:02 AM	Cole Norton
Fleetboss	X	Jun 26, 2024 11:49 AM	Brian Carroll
T-Mobile USA, Inc.	X	Jun 24, 2024 2:52 PM	Bobby Colony

NOTICES ISSUED:

Notice #1

Jun 26, 2024 2:12 PM

Receive only Bid tab

Attachments:

· [Bid Tab 24-487 RFP Dash Cameras Installation and Services for Fleet Vehicles](#)

Notice #2

Jul 18, 2024 9:26 AM

Alachua County Procurement announces a public meeting to which all persons are invited to attend an Evaluation Committee Meeting on **Thursday, August 1, 2024, at 2:00 PM**, to evaluate technical and written proposals and make final recommendations of the proposals for competitive solicitation for RFP 24-487-LC Dash Cameras Installation and Services for Fleet Vehicles. The final recommendations will be sent to the Board of County Commissioners.

Topic: Public Notice of Evaluation Committee Meeting RFP 24-487-LC Dash Cameras Installation and Services for Fleet Vehicles

Time: Thursday, August 1, 2024, at 2:00 PM Eastern Time (US and Canada)

Location: Alachua County Administration Building

Third Floor Conference Room

12 SE 1st Street, Gainesville, FL 32601, Third Floor

Microsoft Teams

[Join the meeting now](#)

https://teams.microsoft.com/l/meetup-join/19%3ameeting_MmU2M2M1NWMtNTZiMy00ZWRhLTgzNWMtMGEyMwY4Nzk5MDg2%40thread.v2/0?context=%7b%22id%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22oid%22%3a%2294b8c9af-b3ad-4936-84ec-688266cf3236%22%7d

Meeting ID: 292 639 982 586

Passcode: qLup8U

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Dial in by phone

+1 469-998-7938,,261623457# United States, Dallas

Phone conference ID: 261 623 457#

These meetings are subject to change and/or cancellation. If you have any questions regarding these meetings, please call 352.384.3090. All persons are advised that, if they decide to contest any decision made at any of these meetings, they will need a record of the proceedings and, for such purpose, they may need to ensure that verbatim record of the proceedings is made which record includes the testimony and evidence upon which the appeal is to be based. If any accommodations are needed for persons with disabilities, please contact the County's Equal Opportunity Office at (352)374-5275 or (TTD) (352)-374-5284.

Notice #3

Aug 7, 2024 7:54 AM

See attached Agenda, Meeting Minutes and Recording for Public Meeting for RFP 24-487-LC Dash Cameras Installation and Services for Fleet Vehicles held on Thursday, August 1, 2024.

Attachments:

- [RFP Agenda RFP 24-487-LC](#)
- [RFP 24-487-LC - Meeting Minutes](#)
- [RFP 24-487 Dash Cameras Public Meeting-Meeting Recording](#)

Notice #4

Aug 7, 2024 7:54 AM

Subject: Public Notice of Evaluation Committee Meeting for RFP 24-487-LC Dash Cameras Installation and Services for Fleet Vehicles

Alachua County Procurement announces a public meeting to which all persons are invited to attend an Evaluation Committee Meeting on **Thursday, August 22, 2024, at 3:00 PM**, to evaluate technical and written proposals and make final recommendations of the proposals for competitive solicitation for RFP 24-487-LC Dash Cameras Installation and Services for Fleet Vehicles. The final recommendations will be sent to the Board of County Commissioners.

Topic: Public Notice of Evaluation Committee Meeting RFP 24-487-LC Dash Cameras Installation and Services for Fleet Vehicles

Time: Thursday, August 22, 2024, at 3:00 PM Eastern Time (US and Canada)

Location: Alachua County Administration Building

Third Floor Conference Room

12 SE 1st Street, Gainesville, FL 32601, Third Floor

Microsoft Teams

Join the meeting now

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

https://teams.microsoft.com/l/meetup-join/19%3ameeting_ODlhYzZkY2QtNmEwNy00MTYzLThkNmItZDRiODU3ZTNIMGIw%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%2294b8c9af-b3ad-4936-84ec-688266cf3236%22%7d

Meeting ID: 247 684 148 700

Passcode: dvKhUC

Dial in by phone

+1 469-998-7938,,653687102# United States, Dallas

Phone conference ID: 653 687 102#

These meetings are subject to change and/or cancellation. If you have any questions regarding these meetings, please call 352.384.3090. All persons are advised that, if they decide to contest any decision made at any of these meetings, they will need a record of the proceedings and, for such purpose, they may need to ensure that verbatim record of the proceedings is made which record includes the testimony and evidence upon which the appeal is to be based. If any accommodations are needed for persons with disabilities, please contact the County's Equal Opportunity Office at (352)374-5275 or (TTD) (352)-374-5284.

Notice #5

Aug 28, 2024 9:29 AM

RECOMMENDATION:

The board approves the Evaluation Committee's award ranking below for RFP 24-487 Dash Cameras Installation and Services for Fleet Vehicles.

1. IVS, Inc. dba AngelTrax
2. T-Mobile USA, Inc. Approve the above ranking and authorize staff to negotiate agreement with the top ranked firm. Should the staff be unable to negotiate a satisfactory agreement with the top ranked firm, negotiations with the unsuccessful firm will be terminated. Negotiations with the second ranked firm may be undertaken in the same manner in order of ranking until an agreement is reached, and so forth

The actual RFP award is subject to the appropriate signature authority identified in the Procurement Code.

Attachments:

- [RECORDING Public Meeting OP](#)
- [ITA 24-487 Dash Cameras Installation and Services for Fleet Vehicles](#)
- [RFP Agenda RFP 24-487-LC](#)
- [AngelTrax Oral Presentation RFP 24-487-20240822 130022-Meeting Recording](#)
- [RFP 24-487-LC - OPMeeting Minutes](#)
- [T-Mobile RFP 24-487 Oral Presentation-20240822 140023-Meeting Recording](#)

EVALUATION

PHASE 2

EVALUATORS

Name	Title	Agreement Accepted On
Allen Betz	Transfer Station Manager	Jul 19, 2024 6:45 AM
Patrick Boyd	Safety Officer	Jul 22, 2024 8:35 AM
Donald Clifton	Road Superintendent	Jul 23, 2024 2:56 PM
Kenneth Kurth	Captain	Jul 23, 2024 4:21 PM
Randy Look	Fleet Service Coordinator	Jul 29, 2024 7:39 AM

EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Ability and Competency of the Consultant	Points Based	50 (12.5% of Total)

Description:

- A. Did the Consultant provide a brief statement of background, organization, and size?
- B. Does the Consultant have experience with past work of similar scope and budget?
- C. Has the Consultant recently done this type of work for a state, or local government in the past?
- D. Does the Consultant’s workload and ability satisfy County requirements for this project?
- E. Is any of this work to be subcontracted? If so, what are the abilities of the firm(s) to be subcontracted?

Based on questions above, award points as follows:

- A. 50 - 40 points - Exceptional Experience
- B. 39 - 20 points - Average Experience
- C. 19 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Project Manager and Project Team's Competency and Qualifications	Points Based	30 (7.5% of Total)

Description:

- A. Was a project team identified?

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

- B. Do the Project Manager, Project Team and Key Staff have experience with projects comparable in size and scope?
- C. Do the Project Manager, Project Team and Key Staff have experience with state or local government?
- D. Does the Project Manager have a stable job history?
- E. Is the team makeup appropriate for the project?
- F. Are there factors, such as unique abilities, which would make a noticeable (positive) impact on the project?
- G. Was a point of contact identified?
- H. Was there an alternate to the point of contact identified?
- I. Are the subcontractors, if any, identified?
- J. Does the subcontractor have experience with projects comparable in size and scope?

Based on questions above, award points as follows:

- A. 30 - 20 points - Exceptional Experience
- B. 19 - 10 points - Average Experience
- C. 9 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Project Understanding and Approach	Points Based	50 (12.5% of Total)

Description:

- A. Did the proposal indicate a thorough understanding of the project, the scope, and objectives through a concise narrative?
- B. Did the Consultant describe the approach to the provision of services as required and the specific work plan to be employed to implement it?
- C. Is the appropriate emphasis placed on the various work tasks?
- D. Did the firm develop a workable approach to the project?
- E. Does the proposal specifically address the County's needs or is it "generic" in content?
- F. Does the proposal indicate how this project fits into the total workload of the Consultant during the project period?

Based on questions above, award points as follows:

- A. 50 - 40 points - Exceptional Experience
- B. 39 - 20 points - Average Experience

C. 19 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Ability to meet Project Schedule and Budget Requirements	Points Based	30 (7.5% of Total)

Description:

- A. Did Consultant provide a draft project schedule that includes: milestones, individual tasks and major deliverable deadlines?
- B. Is the draft project schedule reasonable based on quantity of personnel assigned to the project?
- C. Did the Consultant provide the Project Manager, Project Team, and Key Staff’s percentage of involvement, tasks and/or hours assigned?
- D. Are the hours assigned to the various team members for each task appropriate?
- E. Is the pricing provided reasonable for the project’s tasks?
- F. Is the pricing in line with the County’s budget?
- G. Does the information contained in the proposal indicate that the firm will, or will not, meet time and budget requirement?

Based on questions above, award points as follows:

- A. 30 - 20 points - Exceptional Experience
- B. 19 - 10 points - Average Experience
- C. 9 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Proposal Organization	Points Based	10 (2.5% of Total)

Description:

- A. Was proposal organization per the RFP? Did Consultant include a letter of interest?
- B. Was all required paperwork submitted and completed appropriately?
- C. Did the proposal contain an excessive amount of generic boilerplate, resumes, pages per resume, photographs, etc.?

Based on questions above, award points as follows:

- A. 10 - 8 points - Exceptional Experience
- B. 7 - 5 points - Average Experience

C. 4 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Volume of Previous Work (VOW) awarded by the County	Points Based	5 (1.3% of Total)

Description:
Points Provided by Procurement.

Criteria	Scoring Method	Weight (Points)
Location	Points Based	10 (2.5% of Total)

Description:
Points Provided by Procurement.

Criteria	Scoring Method	Weight (Points)
Small Business Enterprise Participation (SBE)	Points Based	15 (3.8% of Total)

Description:
Points Provided by Procurement.

Criteria	Scoring Method	Weight (Points)
Understanding of Project	Points Based	50 (12.5% of Total)

Description:

- A. Did the presentation indicate a thorough understanding of the project? Is the appropriate emphasis placed on the various work tasks?
- B. Was the presentation more specific to the County's project or a "generic" presentation?
- C. Did the firm develop a workable approach to the project?

Criteria	Scoring Method	Weight (Points)
Responsiveness to Questions	Points Based	40 (10% of Total)

Description:

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

- A. Were questions answered directly or evasively?
- B. Were answers to questions clear and concise or scrambled and verbose?

Criteria	Scoring Method	Weight (Points)
Project Team	Points Based	50 (12.5% of Total)

Description:

- A. Did the project team participate?
- B. Was project team plan of action presented and how specifically did it address the project?
- C. Was there participation from any subcontracted firms? What was the impact of their participation?

Criteria	Scoring Method	Weight (Points)
Project Manager	Points Based	50 (12.5% of Total)

Description:

- A. Does the project manager have experience with responsibility for projects of comparable size and scope? Did he/she have a good understanding of this project?
- B. Did the project manager participate in the presentation? How effectively did he/she communicate ideas and respond to questions?

Criteria	Scoring Method	Weight (Points)
Other	Points Based	10 (2.5% of Total)

Description:

- A. Award additional points for unique experience or abilities; organization of approach; understanding of "why it is to be done", as well as, "what is to be done," etc. Do not award points for excessive boilerplate, excessive participation by "business development", and use of "professional" presenters.
- B. The Other Factors to be considered, but not limited to, are those items, such as Small Business Enterprise status, past performance, and previous amount of work for Alachua County. Fee proposals, when requested and deemed appropriate, are also to be considered in the evaluation process, where the request for such fees is in accordance with the County's Procurement Code.

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

AGGREGATE SCORES SUMMARY

Vendor	Allen Betz	Patrick Boyd	Donald Clifton	Kenneth Kurth
IVS, Inc. dba AngelTrax	303	321	293	310
T-Mobile USA, Inc.	323	248	283	278
MasTrack Excluded	129	122	138	71
Samsara Excluded	109	113	122	113
Fleetboss Excluded	88	82	110	111

Vendor	Randy Look	Total Score (Max Score 400)
IVS, Inc. dba AngelTrax	-	306.75
T-Mobile USA, Inc.	-	283
MasTrack Excluded	153	122.6
Samsara Excluded	135	118.4
Fleetboss Excluded	144	107

VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Ability and Competency of the Consultant Points Based 50 Points (12.5%)	Project Manager and Project Team's Competency and Qualifications Points Based 30 Points (7.5%)	Project Understanding and Approach Points Based 50 Points (12.5%)	Ability to meet Project Schedule and Budget Requirements Points Based 30 Points (7.5%)
IVS, Inc. dba AngelTrax	43.5	24.5	41.8	16.8
T-Mobile USA, Inc.	34	21.8	38.3	20.5
MasTrack Excluded	39.6	19.4	35.6	19.8
Samsara Excluded	40.2	20.4	34.4	15.6
Fleetboss Excluded	37.4	20.8	26.4	15.6

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Vendor	Proposal Organization Points Based 10 Points (2.5%)	Volume of Previous Work (VOW) awarded by the County Points Based 5 Points (1.3%)	Location Points Based 10 Points (2.5%)	Small Business Enterprise Participation (SBE) Points Based 15 Points (3.8%)
IVS, Inc. dba AngelTrax	8.8	5	0	0
T-Mobile USA, Inc.	7.5	5	10	0
MasTrack Excluded	8.2	0	0	0
Samsara Excluded	7.8	0	0	0
Fleetboss Excluded	6.8	0	0	0

Vendor	Understanding of Project Points Based 50 Points (12.5%)	Responsiveness to Questions Points Based 40 Points (10%)	Project Team Points Based 50 Points (12.5%)	Project Manager Points Based 50 Points (12.5%)
IVS, Inc. dba AngelTrax	40.3	35	39.3	44.3
T-Mobile USA, Inc.	37.8	28.8	37.8	34.5
MasTrack Excluded	0	0	0	0
Samsara Excluded	0	0	0	0
Fleetboss Excluded	0	0	0	0

Vendor	Other Points Based 10 Points (2.5%)	Total Score (Max Score 400)
IVS, Inc. dba AngelTrax	7.8	306.75
T-Mobile USA, Inc.	7.3	283
MasTrack Excluded	0	122.6
Samsara Excluded	0	118.4
Fleetboss Excluded	0	107

PHASE 1

EVALUATORS

Name	Title	Agreement Accepted On
Allen Betz	Transfer Station Manager	Jul 19, 2024 6:45 AM
Patrick Boyd	Safety Officer	Jul 22, 2024 8:35 AM
Donald Clifton	Road Superintendent	Jul 23, 2024 2:56 PM
Kenneth Kurth	Captain	Jul 23, 2024 4:21 PM
Randy Look	Fleet Service Coordinator	Jul 29, 2024 7:39 AM

EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Ability and Competency of the Consultant	Points Based	50 (25% of Total)

Description:

- A. Did the Consultant provide a brief statement of background, organization, and size?
- B. Does the Consultant have experience with past work of similar scope and budget?
- C. Has the Consultant recently done this type of work for a state, or local government in the past?
- D. Does the Consultant’s workload and ability satisfy County requirements for this project?
- E. Is any of this work to be subcontracted? If so, what are the abilities of the firm(s) to be subcontracted?

Based on questions above, award points as follows:

- A. 50 - 40 points - Exceptional Experience
- B. 39 - 20 points - Average Experience
- C. 19 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Project Manager and Project Team's Competency and Qualifications	Points Based	30 (15% of Total)

Description:

- A. Was a project team identified?
- B. Do the Project Manager, Project Team and Key Staff have experience with projects comparable in size and scope?

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

- C. Do the Project Manager, Project Team and Key Staff have experience with state or local government?
- D. Does the Project Manager have a stable job history?
- E. Is the team makeup appropriate for the project?
- F. Are there factors, such as unique abilities, which would make a noticeable (positive) impact on the project?
- G. Was a point of contact identified?
- H. Was there an alternate to the point of contact identified?
- I. Are the subcontractors, if any, identified?
- J. Does the subcontractor have experience with projects comparable in size and scope?

Based on questions above, award points as follows:

- A. 30 - 20 points - Exceptional Experience
- B. 19 - 10 points - Average Experience
- C. 9 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Project Understanding and Approach	Points Based	50 (25% of Total)

Description:

- A. Did the proposal indicate a thorough understanding of the project, the scope, and objectives through a concise narrative?
- B. Did the Consultant describe the approach to the provision of services as required and the specific work plan to be employed to implement it?
- C. Is the appropriate emphasis placed on the various work tasks?
- D. Did the firm develop a workable approach to the project?
- E. Does the proposal specifically address the County's needs or is it "generic" in content?
- F. Does the proposal indicate how this project fits into the total workload of the Consultant during the project period?

Based on questions above, award points as follows:

- A. 50 - 40 points - Exceptional Experience
- B. 39 - 20 points - Average Experience
- C. 19 - 0 points - Minimal Experience

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Criteria	Scoring Method	Weight (Points)
Ability to meet Project Schedule and Budget Requirements	Points Based	30 (15% of Total)

Description:

- A. Did Consultant provide a draft project schedule that includes: milestones, individual tasks and major deliverable deadlines?
- B. Is the draft project schedule reasonable based on quantity of personnel assigned to the project?
- C. Did the Consultant provide the Project Manager, Project Team, and Key Staff's percentage of involvement, tasks and/or hours assigned?
- D. Are the hours assigned to the various team members for each task appropriate?
- E. Is the pricing provided reasonable for the project's tasks?
- F. Is the pricing in line with the County's budget?
- G. Does the information contained in the proposal indicate that the firm will, or will not, meet time and budget requirement?

Based on questions above, award points as follows:

- A. 30 - 20 points - Exceptional Experience
- B. 19 - 10 points - Average Experience
- C. 9 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Proposal Organization	Points Based	10 (5% of Total)

Description:

- A. Was proposal organization per the RFP? Did Consultant include a letter of interest?
- B. Was all required paperwork submitted and completed appropriately?
- C. Did the proposal contain an excessive amount of generic boilerplate, resumes, pages per resume, photographs, etc.?

Based on questions above, award points as follows:

- A. 10 - 8 points - Exceptional Experience
- B. 7 - 5 points - Average Experience
- C. 4 - 0 points - Minimal Experience

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Criteria	Scoring Method	Weight (Points)
Volume of Previous Work (VOW) awarded by the County	Points Based	5 (2.5% of Total)

Description:
Points Provided by Procurement.

Criteria	Scoring Method	Weight (Points)
Location	Points Based	10 (5% of Total)

Description:
Points Provided by Procurement.

Criteria	Scoring Method	Weight (Points)
Small Business Enterprise Participation (SBE)	Points Based	15 (7.5% of Total)

Description:
Points Provided by Procurement.

AGGREGATE SCORES SUMMARY

Vendor	Allen Betz	Patrick Boyd	Donald Clifton	Kenneth Kurth
IVS, Inc. dba AngelTrax	150	135	127	149
T-Mobile USA, Inc.	165	120	146	117
MasTrack	134	127	143	76
Samsara	114	118	127	118
Fleetboss	93	87	115	116

Vendor	Randy Looch	Total Score (Max Score 200)
IVS, Inc. dba AngelTrax	151	142.4
T-Mobile USA, Inc.	161	141.8
MasTrack	158	127.6

EXECUTIVE SUMMARY

RFP No. RFP 24-487-LC

Dash Cameras Installation and Services for Fleet Vehicles

Vendor	Randy Look	Total Score (Max Score 200)
Samsara	140	123.4
Fleetboss	149	112

VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Ability and Competency of the Consultant Points Based 50 Points (25%)	Project Manager and Project Team's Competency and Qualifications Points Based 30 Points (15%)	Project Understanding and Approach Points Based 50 Points (25%)	Ability to meet Project Schedule and Budget Requirements Points Based 30 Points (15%)
IVS, Inc. dba AngelTrax	43.2	25	42.4	18.2
T-Mobile USA, Inc.	35.6	22.8	39.6	21.2
MasTrack	39.6	19.4	35.6	19.8
Samsara	40.2	20.4	34.4	15.6
Fleetboss	37.4	20.8	26.4	15.6

Vendor	Proposal Organization Points Based 10 Points (5%)	Volume of Previous Work (VOW) awarded by the County Points Based 5 Points (2.5%)	Location Points Based 10 Points (5%)	Small Business Enterprise Participation (SBE) Points Based 15 Points (7.5%)
IVS, Inc. dba AngelTrax	8.6	5	0	0
T-Mobile USA, Inc.	7.6	5	10	0
MasTrack	8.2	5	0	0
Samsara	7.8	5	0	0
Fleetboss	6.8	5	0	0

Vendor	Total Score (Max Score 200)
IVS, Inc. dba AngelTrax	142.4
T-Mobile USA, Inc.	141.8
MasTrack	127.6
Samsara	123.4
Fleetboss	112