



Meeting Date: September 21, 2016
Staff Contact: Hobert Warren, Customer Services Division Manager

TITLE: C-16-23 – Approving Recommendation of Award, P2016000003, GPS Fleet Tracking Solution

ACTION: Recommend Approval

SUMMARY:

The Albuquerque Bernalillo County Water Utility Authority (Water Authority) issued the subject Request for Proposals (RFP) to solicit responses from qualified vendors to provide GPS Fleet Tracking Services.

The Ad Hoc Evaluation Committee made up of H Warren, CSD Manager; Cody Stinson, Chief Information Officer; Michael Arellano, Fleet Superintendent, Laurance Armour, GPS Administrator, Paul Davidson, GIS Administrator reviewed, evaluated, and scored the 10 responses in accordance with the evaluation criteria published in the RFP.

The Ad Hoc committee recommends the award of the contract to Clevest based on the initial scoring, second round on site presentation, and best and final offer.

FISCAL IMPACT:

None. Funding has been allocated for this project in the IT FY17 operating budget.



Memo

To: Mark S. Sanchez, Executive Director

From: H. Warren, Customer Services Manager 

Date: September 6, 2016

Re: Recommendation of Award, P2016000003, GPS Fleet Tracking Solution

The Albuquerque Bernalillo County Water Utility Authority issued the referenced Request for Proposals (RFP) to solicit proposals from qualified vendors to provide GPS Fleet Tracking Solution services.

The RFP was posted on the Sicomm website and advertised in the local newspapers. Ten (10) responses were received and submitted for evaluation. Two responses were found to be non-responsive, and were disqualified. The ad hoc evaluation committee reviewed, evaluated, and scored the responses in accordance with the evaluation criteria published in the RFP.

The four (4) highest scoring respondents, AT&T, Calamp, Clevest, and Fleet Analytics were invited to provide presentations to offer more insight into their products and services and to answer questions from the Ad Hoc Committee.

From these four respondents, two (2), Clevest and Fleet Analytics were provided to opportunity to submit their best and final offer.

After reviewing the presentations, Clevest and Fleet Analytics were invited to provide their Best and Final Offers (BAFO).

After reviewing and discussing the BAFOs, the committee recommended the contract be awarded to Clevest as that company had the highest recommendation and is qualified to perform the work. I concur with the committee's recommendation.

Water Authority Board approval is required for this procurement. Negotiations with the vendor shall begin immediately upon your approval.

Approved:

Recommended:



Mark S. Sanchez
Executive Director

9/13/16
Date



Stanley Allred
Chief Financial Officer

9/13/16
Date

Vehicle GPS Solution

P2016000003

EVALUATOR	EVALUATION CRITERIA	EVALUATION FACTORS	OFFERORS									
			AT&T	Calamp Radio	Clewest	Digital Ally	Don Chalmers	General Datatech	Network Fleet	Telogis	Fleet Analytics	
HW	Acceptance of Terms and Conditions	Up to 50	45	50	50	50	50	50	50	50	50	
LA			50	50	50	50	50	50	50	50	50	
CS			50	50	50	50	50	50	50	50	50	
MA			50	50	50	50	50	50	50	50	50	
PD			40	50	50	50	50	50	45	50	50	
	SUB TOTAL		235	250	250	250	250	250	245	250	250	
HW	System Functionality and Features Hardware Specifications Video Presentation	Up to 300	264	276	279	225	180	195	210	267	265	
LA			270	300	240	90	120	60	210	180	280	
CS			240	260	250	210	180	200	200	150	280	
MA			270	300	270	125	150	150	240	270	300	
PD			210	295	290	125	175	170	195	300	180	
	SUB TOTAL		1254	1431	1329	775	805	775	1055	1167	1305	
HW	Quality of Services Business Continuity Plan Support Staff and Facilities, Support Expectations and Standards Notifications Terms of Service Information Training	Up to 300	265	276	280	225	180	190	200	260	260	
LA			270	240	300	60	90	120	180	210	240	
CS			230	260	250	225	175	150	225	150	260	
MA			240	270	270	125	150	140	210	240	300	
PD			255	300	280	200	240	150	290	100	290	
	SUB TOTAL		1260	1346	1380	835	835	750	1105	960	1350	
HW	Experience/References	Up to 150	75	138	140	113	90	98	105	100	125	
LA			75	125	100	125	75	110	125	110	140	
CS			75	140	130	75	25	75	75	50	120	
MA			90	150	140	100	60	90	130	120	150	
PD			75	140	135	100	75	100	105	90	140	
	SUB TOTAL		390	683	645	513	325	473	540	470	675	
	SUB TOTAL TECHNICAL SCORE		2749	3027	2959	1860	1890	1775	2405	2377	2905	
HW	Cost Proposal – The costs proposed by the Contractor as described in Section 2.2 of this RFP to perform the tasks listed in Part 3, Scope of Services. The evaluation of this section will occur after the technical evaluation, based on a cost / price analysis.	Up to 200	116	185	131	116	82	181	105	137	200	
LA			116	185	131	116	82	181	105	137	200	
CS			116	185	131	116	82	181	105	137	200	
MA			116	185	131	116	82	181	105	137	200	
PD			116	185	131	116	82	181	105	137	200	
	SUB TOTAL		580	925	655	580	410	905	525	685	1000	
	SUB TOTAL COMPOSITE SCORE		Up to 5000	3329	3952	3614	2440	2300	2680	2930	3062	3905
	5% LOCAL BUSINESS PREFERENCE		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
	5% ADDITIONAL SMALL BUSINESS PREFERENCE		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
	TOTAL COMPOSITE SCORE			3329	3952	3614	2440	2300	2680	2930	3062	3905
	5% NM RESIDENT PREFERENCE		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
	5% SMALL BUSINESS PREFERENCE		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
	TOTAL COMPOSITE SCORE			3329	3952	3614	2440	2300	2680	2930	3062	3905

P2016000003, GPS FLEET TRACKING SOLUTION

EVALUATOR	EVALUATION CRITERIA	EVALUATION FACTORS	OFFERORS			
			AT&T	Calamp Radio	Clevest	Fleet Analytics
HW	Acceptance of Terms and Conditions	Up to 50	20	50	50	50
LA			20	50	50	50
CS			20	50	50	50
MA			20	50	50	50
PD			25	50	50	50
	SUB TOTAL		105	250	250	250
HW	System Functionality and Features Hardware Specifications Video Presentation	Up to 300	265	276	290	280
LA			200	220	260	280
CS			220	240	250	270
MA			200	250	285	280
PD			210	250	280	280
	SUB TOTAL		1095	1236	1365	1390
HW	Quality of Services Business Continuity Plan Support Staff and Facilities, Support Expectations and Standards Notifications Terms of Service Information Training Installation and Implementation Data Storage and Access System Availability Warranty	Up to 300	265	276	290	275
LA			230	250	240	240
CS			230	240	250	260
MA			220	235	285	275
PD			235	230	285	275
	SUB TOTAL		1180	1231	1350	1325
HW	Experience/References	Up to 150	100	138	140	125
LA			135	135	130	140
CS			75	140	130	120
MA			100	85	110	135
PD			110	140	135	140
	SUB TOTAL		520	638	645	660
	SUB TOTAL TECHNICAL SCORE		2380	2717	2965	2965
HW	Cost Proposal – The costs proposed by the Contractor as described in Section 2.2 of this RFP to perform the tasks listed in Part 3, Scope of Services. The evaluation of this section will occur after the technical evaluation, based on a cost / price analysis.	Up to 200	116	167	131	200
LA			116	167	131	200
CS			116	167	131	200
MA			116	167	131	200
PD			116	167	131	200
	SUB TOTAL		580	835	655	1000
	SUB TOTAL COMPOSITE SCORE	Up to 5000	2960	3552	3620	3965
	5% LOCAL BUSINESS PREFERENCE		0.0	0.0	0.0	0.0
	5% SMALL BUSINESS PREFERENCE		0.0	0.0	0.0	0.0
	5% PAY EQUITY PREFERENCE		0.0	0.0	0.0	0.0
	5% RESIDENT BUSINESS PREFERENCE		0.0	0.0	0.0	0.0
	5% RESIDENT CONTRACTOR PREFERENCE		0.0	0.0	0.0	0.0
	10% RESIDENT VETERAN BUSINESS PREFERENCE		0.0	0.0	0.0	0.0
	10% RESIDENT VETERAN CONTRACTOR PREFERENCE		0.0	0.0	0.0	0.0
	TOTAL COMPOSITE SCORE		2960	3552	3620	3965

P2016000003, GPS FLEET TRACKING SOLUTION			FINAL SCORING	
EVALUATOR	EVALUATION CRITERIA	EVALUATION FACTORS	OFFERORS	
			Clevest	Fleet Analytics
HW	Acceptance of Terms and Conditions	Up to 50	50	50
LA			50	50
CS			50	50
MA			50	50
PD			50	50
SUB TOTAL			250	250
HW	System Functionality and Features Hardware Specifications Video Presentation	Up to 300	290	265
LA			280	280
CS			250	270
MA			290	280
PD			280	280
SUB TOTAL			1390	1375
HW	Quality of Services Business Continuity Plan Support Staff and Facilities, Support Expectations and Standards	Up to 300	290	260
LA			240	280
CS			250	260
MA			285	275
PD			285	275
SUB TOTAL			1350	1350
HW	Experience/References	Up to 150	140	125
LA			140	140
CS			130	120
MA			130	135
PD			135	140
SUB TOTAL			675	660
SUB TOTAL TECHNICAL SCORE			3665	3635
HW	Cost Proposal – The costs proposed by the Contractor as described in Section 2.2 of this RFP to perform the tasks listed in Part 3, Scope of	Up to 200	196	200
LA			196	200
CS			196	200
MA			196	200
PD			196	200
SUB TOTAL			980	1000
SUB TOTAL COMPOSITE SCORE		Up to 5000	4645	4635
5% LOCAL BUSINESS PREFERENCE			0.0	0.0
5% SMALL BUSINESS PREFERENCE			0.0	0.0
5% PAY EQUITY PREFERENCE			0.0	0.0
5% RESIDENT BUSINESS PREFERENCE			0.0	0.0
5% RESIDENT CONTRACTOR PREFERENCE			0.0	0.0
10% RESIDENT VETERAN BUSINESS PREFERENCE			0.0	0.0
10% RESIDENT VETERAN CONTRACTOR PREFERENCE			0.0	0.0
TOTAL COMPOSITE SCORE			4645	4635