

**COUNCIL ACTION FORM**

**SUBJECT: PURCHASE OF BUS CAMERA SYSTEMS FOR CYRIDE**

**BACKGROUND:**

CyRide has placed cameras in the interior of its buses since 1999 and began adding additional cameras to the exterior of its buses in 2008. Cameras are now included as part of all new bus purchases. However, CyRide currently has four different types of camera systems, with some cameras as old as 17 years. The useful life of this equipment is typically five years. It is challenging to review operational situations from these systems due to their age and non-standardization. Additionally, CyRide has expanded its fleet with used buses and has not been able to equip 28 buses with this technology.

As a result, the Capital Improvement Plan (CIP) has included a phased approach to equip all buses and modernize/standardize this technology throughout the fleet. The first phase of this project would utilize funding placed in the CIP for budget years 2015/16 and 2016/17 totaling \$225,000. This funding would equip approximately 50 of CyRide's 97 buses with a new, standardized camera system.

A Request for Proposal (RFP) was distributed for this equipment, with seven firms responding. The proposals were evaluated not only on price (40%), but also on other criteria (60%), such as warranty, peer system references, etc., to ensure the "best fit" for CyRide.

Based on the final evaluations (see attached), Seon was determined to be the best solution for CyRide. **While it is the second lowest bid price, it was the best solution when all criteria were considered.** There were concerns with the low bidder, Angle Trax, regarding poor performance based on references checks. Additionally, Seon's systems included advantages that Angle Trax does not offer, such as the following:

- The product is designed specifically for the transit market and is tailored to its needs.
- It includes a "geo-fencing" search feature that will reduce investigation time when an incident occurs, which is helpful not only for CyRide but others, such as for policing functions.
- It can generate a video health report at specified intervals to ensure that the systems are working properly. This is an issue with current systems as they fail and CyRide is unaware of the problem until the bus's next maintenance check or an incident occurs and there is no video footage.
- All transit system references were positive.
- It can be upgraded to include a single high definition camera in the future.

- It can be integrated into CyRide's future technology needs, such as its real-time bus location equipment.

The new camera systems will also include wireless video retrieval and color/infrared cameras. CyRide currently has 15 Seon camera systems which have performed well over the years.

If approved, CyRide will begin purchasing camera units up to the \$225,000 amount approved in the CIP and CyRide's Capital Budget.

As this does not complete the upgrade of CyRide's entire fleet, this bid will include options for future years to complete this technology standardization as funds can be programmed.

CyRide's Transit Board of Trustees approved this purchase at its meeting on May 25, 2016.

#### **ALTERNATIVES:**

1. Approve the purchase of bus camera systems from Seon of Lynchburg, Virginia at a price not-to-exceed \$225,000, with options for additional units in future budget years.
2. Approve the purchase of bus camera systems from Angle Trax.
3. Do not approve the purchase of bus camera systems and direct staff to rebid the project, with direction on RFP changes.
4. Do not approve the purchase of bus camera systems at this time.

#### **MANAGER'S RECOMMENDED ACTION:**

The purchase of new bus camera technology will equip buses that do not currently have camera systems, replace existing failed or failing systems on buses, and begin to standardize CyRide's bus camera equipment. These advantages will improve CyRide's ability to view situations that occur in its operations and reduce its camera system inventory to only one bus video system, rather than four.

Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1, thereby approving the purchase of bus camera systems from Seon at a not-to-exceed price of \$225,000, with options for additional units in future budget years.

### Initial Camera System Scores Based On Evaluations Of Written Proposals

Category	Category Weight	Angle Trax	Apollo	Mobile View	Pro Vision	Safety Vision	Seon	DTI
Camera	5%	0.103	0.100	0.100	0.117	0.100	0.100	0.100
Recorder	15%	0.350	0.333	0.333	0.350	0.333	0.300	0.317
Software	20%	0.400	0.400	0.400	0.360	0.400	0.400	0.400
Hardware	5%	0.108	0.108	0.117	0.104	0.108	0.108	0.108
Additional Options	5%	0.108	0.100	0.100	0.100	0.104	0.100	0.100
Installation Cost	10%	0.300	0.164	0.098	0.159	0.155	0.170	0.085
Initial Pricing	40%	1.200	0.470	0.443	0.654	0.435	1.065	0.833
<b>TOTAL SCORE</b>	<b>100%</b>	<b>2.570</b>	<b>1.676</b>	<b>1.590</b>	<b>1.844</b>	<b>1.636</b>	<b>2.242</b>	<b>1.943</b>

### Final Camera System Scores Based On Telephone and On-Site Interviews

Category	Category Weight	Angle Trax	Seon
Camera	5%	0.103	0.100
Recorder	15%	0.350	0.300
Software	20%	0.400	0.480
Hardware	5%	0.108	0.108
Additional Options	5%	0.096	0.113
Installation Cost	10%	0.300	0.170
Initial Pricing	30%	0.900	0.798
References	10%	0.100	0.300
<b>TOTAL SCORE</b>	<b>100%</b>	<b>2.357</b>	<b>2.369</b>

### Proposed Unit Cost

	Angle Trax	Apollo	Mobile View	Pro Vision	Safety Vision	Seon	DTI
Total Cost Per Unit Installed	\$2,204.58	\$5,349.00	\$6,114.00	\$4,064.00	\$5,761.33	\$2,733.60	\$3,989.55