



REPORT TO COUNCIL

City of Sacramento

915 I Street, Sacramento, CA 95814-2604
www. CityofSacramento.org

Consent
March 20, 2007

Honorable Mayor and
Members of the City Council

Title: Agreement: Traffic Signal Controllers and Video Detection Systems

Location/Council District: Citywide/All Districts

Recommendation: Adopt a **Resolution** 1) awarding a five year purchase agreement (initial one-year purchase agreement with four optional one-year extensions) to Econolite Control Products, Inc. for the purchase of Traffic Signal Controllers in an amount not to exceed \$542,011; and 2) awarding a five year purchase agreement (initial one-year purchase agreement with four optional one-year extensions) to Econolite Control Products, Inc. for the purchase of Video Detection Systems in an amount not to exceed \$1,874,305.

Contacts: Juan Montanez, Street Services Manager, (916) 808-2254; Jack Wyscarver, Operations General Supervisor (916) 808-6259.

Presenters: None

Department: Transportation

Division: Street Services

Organization No: 3498

Description/Analysis

Issue: Street Services Division, Traffic Signals and Lighting section has an ongoing need for traffic signal controllers and video detection systems for both maintenance and new installations.

Policy Considerations: This recommendation is consistent with the requirements for competitive bidding as detailed in Sacramento City Code Chapter 3.56. The Equal Benefits Ordinance (EBO) is applicable to this purchase agreement and the contractor has signed the Declaration of Compliance. The recommendations in this report are consistent with the City's Strategic Plan goals to improve and expand public safety, and achieve sustainability and livability.

Environmental Considerations: None

Commission/Committee Action: None

Rationale for Recommendation: Traffic Signals & Lighting staff maintain, repair, upgrade and install new traffic signal controllers and video detection systems at intersections throughout the City on a regular basis. With new growth in the City, and replacement needed for older traffic detection systems, the demand for these items has increased. Formal bids for traffic signal controllers and video detection systems were received on December 27, 2006. The lowest responsible, responsive bidder for both bids was Econolite Control Products, Inc.

Financial Considerations: Sufficient funds are available in the Street Services operating and CIP budgets for this fiscal year's purchases and sufficient funds are anticipated to be budgeted in the operating and CIP budgets for subsequent fiscal years for the four one-year extensions.

Emerging Small Business Development (ESBD): Econolite Control Products, Inc. is not certified with the City as an emerging or small business enterprise.

Respectfully Submitted by: Juan Montanez
Juan Montanez
Street Services Manager

Respectfully Submitted by: Chris Stewart
Chris Stewart
Procurement Services Manager

Approved by: Jerry Way
Jerry Way
Director of Transportation

Recommendation Approved:

Ray Kerridge
RAY KERRIDGE
City Manager

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Attachment 1

Background

The ASC/2S-2100 controller is listed as the City of Sacramento specification for National Electrical Manufacturers Association (NEMA) controllers by Traffic Engineering. All comparable Type 90 NEMA controllers were studied by staff, and after extensive testing, only the ASC/2S-2100 provided all the elements required by Traffic Engineering. Econolite Control Products, Inc. is the sole manufacturer of this item and staff purchased these traffic signal controllers directly from them prior to formally bidding the item in December 2006. Purchasing from the manufacturer eliminated price mark up from second party suppliers. Although several vendors were invited to bid, Econolite Control Products, Inc. was the only bidder, apparently indicating that equal products are not yet available from other vendors. Econolite's base unit price bid was \$2,275, plus tax.

In April 2005, the City Traffic Engineer issued a memorandum specifying use of video detection in lieu of inductive loops where feasible for new traffic signal installations or for loop maintenance replacement. After extensive testing of various video detection products, Econolite Autoscope Rackvision was the only system that was currently able to meet the requirements for both traffic operations and maintenance. Staff purchased these video detection systems directly from Econolite, the manufacturer, prior to formally bidding the item in December 2006. Purchasing from the manufacturer eliminated price mark up from second party suppliers. Two bids were received on December 28, 2006. One bid was determined non-responsive due to the vendor's inability to meet several of the specifications listed in the bid document. Econolite Control Products, Inc. was the only responsive bidder, apparently indicating that equal products are not yet available from other vendors. Econolite's base unit price bid was \$5,246, plus tax.

Staff anticipates an annual need of approximately 40 controllers and 60 video detection systems. These numbers may vary with growth and number of new intersections, as well as the number of failed inductive loop systems that may require replacement rather than repair.

Attachment 2

RESOLUTION NO.

Adopted by the Sacramento City Council

PURCHASE TRAFFIC SIGNAL CONTROLLERS AND VIDEO DETECTION SYSTEMS

BACKGROUND

- A. After extensive testing, Traffic Engineering has determined that the ASC/2S-2100 controller provides all the necessary elements to meet the City's extensive traffic intersection requirements. Although eight vendors were invited to participate in the solicitation, Bid Number B071181056, Econolite Control Products, Inc. was the only bid received.
- B. In April 2005, the City Traffic Engineer issued a memorandum specifying the use of video detection in lieu of inductive loops where feasible for new traffic signal installation or for loop maintenance replacement. After testing various video detection products, Econolite Autoscope Rackvision was selected as the only system able to meet all the requirements for both traffic operations and maintenance. Two bids were received from the solicitation, Bid Number B071181051, but one, Mori Consultants, was determined non-responsive as several of the bid specifications were not met.
- C. Staff anticipates an annual requirement of approximately 40 controllers and 60 video detection systems. These numbers may vary with growth and number of new intersections, as well as the number of failed inductive loop systems that may require replacement rather than repair.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

- Section 1. Award a five year purchase agreement (initial one-year purchase agreement with four optional one-year extensions) to Econolite Control Products, Inc. for the purchase of Traffic Signal Controllers in an amount not to exceed \$542,011.
- Section 2. Award a five year purchase agreement (initial one-year purchase agreement with four optional one-year extensions) to Econolite Control Products, Inc. for the purchase of Video Detection Systems in an amount not to exceed \$1,874,305.