

**CITY OF MIRAMAR
PROPOSED CITY COMMISSION AGENDA ITEM**

Meeting Date: July 8, 2020

Presenter's Name and Title: Robert E. Palmer, Fire-Rescue Chief

Prepared By: Tatiana Belmont, EM Planner

Temp. Reso. Number: 7204

Item Description: Temp. Reso. No. 7204 APPROVING THE PURCHASE OF INSTALERT MESSAGE BOARDS FROM ALL TRAFFIC SOLUTIONS IN AN AMOUNT NOT-TO-EXCEED \$88,801 FOR FISCAL YEAR 2020.

Consent ☒ Resolution ☐ Ordinance ☐ Quasi-Judicial ☐ Public Hearing ☐

Instructions for the Office of the City Clerk: none

Public Notice – As required by the Sec. ____ of the City Code and/or Sec. ____, Florida Statutes, public notice for this item was provided as follows: on _____ in a _____ ad in the _____; by the posting the property on _____ and/or by sending mailed notice to property owners within _____ feet of the property on _____
(fill in all that apply)

Special Voting Requirement – As required by Sec. _____, of the City Code and/or Sec. ____, Florida Statutes, approval of this item requires a _____ (unanimous, 4/5ths etc.) vote by the City Commission.

Fiscal Impact: Yes ☐ No ☒

REMARKS: Funding in the amount of \$88,800 is UASI funded Federal Grant 2018 expenditure line: 162-30-907-529-000-606400-92226. (We previously purchased \$74,550.70; the additional purchase amount we are requesting is for \$14,250, which totals \$88,801).

Content:

- **Agenda Item Memo from the City Manager to City Commission**
- **Resolution TR 7204**
 - **Exhibit A: Product Standardization Justification Form – Munis Contract #2383**
 - **Exhibit B: All Traffic Solutions Quote**
 - **Exhibit C: City of Miramar Extension Letter – UASI 2018 GY**



**CITY OF MIRAMAR
INTEROFFICE MEMORANDUM**

TO: Mayor, Vice Mayor, & City Commissioners

FROM: Vernon E. Hargray, City Manager *V. Hargray*

BY: Robert E. Palmer, Fire-Rescue Chief

DATE: July 1, 2020

RE: Temp. Reso. No. 7204, approving the purchase of InstAlert Message Boards from All Traffic Solutions

RECOMMENDATION: The City Manager recommends approval of Temp. Reso. No. 7204, for the purchase of the InstAlert Message Boards from All Traffic Solutions in an amount not-to-exceed \$88,801 for Fiscal Year 2020.

ISSUE: City Commission approval is necessary, pursuant to Section 2-412(a)(1) of the City's Procurement Code, for a purchase or combined purchases by a single City department of, or contract for, commodities or services estimated to exceed seventy-five thousand dollars (\$75,000) from the same person or entity in a fiscal year, regardless of whether the competitive bidding or competitive proposal procedures were followed.

In accordance with Section 2-413(4) of the City Code, All Traffic Solutions, has been identified as a City standard for the InstAlert Message Boards.

BACKGROUND: All Traffic Solutions is the proprietary manufacturer and sole distributor of the InstAlert Message Boards. The InstAlert Message Boards are smart data collection devices, which are used to display messages to the community. The InstAlert Message Boards were previously purchased from All Traffic Solutions for \$74,550.70 under the UASI 2018 Grant Program. As such, City Commission approval is being requested since an additional purchase for Fiscal Year 2020 is estimated to exceed the \$75,000 limit. This additional purchase became available because UASI issued the City of Miramar an extension for 2018 projects until November 15, 2020 due to COVID-19. The additional purchase is in the amount of \$14,250, which brings the total amount with All Traffic Solutions to an amount not-to-exceed \$88,801 for Fiscal Year 2020.

DISCUSSION: The InstAlert Message Boards were previously purchased from All Traffic Solutions for \$74,550.70 under the UASI 2018 Grant Program. As such, City Commission approval is being requested for an additional purchase in Fiscal Year 2020 that is estimated to exceed the \$75,000 limit.

ANALYSIS: Funding in the amount of \$88,800 is available in UASI funded Federal Grant 2018 expenditure line: 162-30-907-529-000-606400-92226 (previous purchases were made for \$74,550.70; the additional purchase amount being requested is for \$14,250, for a total of \$88,801).

Temp. Reso. 7204
6/2/20
6/30/20

**CITY OF MIRAMAR
MIRAMAR, FLORIDA**

RESOLUTION NO. _____

**A RESOLUTION OF THE CITY COMMISSION OF THE CITY
OF MIRAMAR, FLORIDA, APPROVING THE PURCHASE
OF INSTALERT MESSAGE BOARDS FROM ALL TRAFFIC
SOLUTIONS, IN AN AMOUNT NOT-TO-EXCEED \$88,801,
FOR FISCAL YEAR 2020; AND PROVIDING FOR AN
EFFECTIVE DATE.**

WHEREAS, the City of Miramar, along with the other members of the Miami UASI, have been identified by the Federal Department of Homeland Security to be eligible to receive reimbursement funding from the 2018 UASI Grant Program; and

WHEREAS, the equipment purchased will provide community awareness, special events, and emergency messaging to the community during critical incidents; and

WHEREAS, Section 2-412(a)(1), City Code, requires City Commission approval for a purchase or combined purchases by a single department of, or contract for, commodities or services in excess of \$75,000 from the same person or entity in a fiscal year; and

WHEREAS, All Traffic Solutions is the proprietary manufacturer and sole distributor for the InstAlert Message Board, which are smart data collection devices that will be used to display messages to the community and residents; and

Reso. No. _____

Temp. Reso. 7204
6/2/20
6/30/20

WHEREAS, the Fire-Rescue Department has found the InstAlert Message Boards to be consistent with the requirements of ease of use, portability and reliability as they have also been the preferred units used by the Miramar Police department; and

WHEREAS, the City Manager recommends approval of this purchase from All Traffic Solutions in an amount not-to-exceed \$88,801 for FY 2020; and

WHEREAS, the City Commission deems it to be in the best interest of the citizens and residents of the City of Miramar to approve the purchase of the InstAlert Message Board from All Traffic Solutions in an amount not-to-exceed \$88,801 for Fiscal Year 2020.

Temp. Reso. 7204
6/2/20
6/30/20

**NOW, THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF
MIRAMAR, FLORIDA AS FOLLOWS:**

Section 1: That the foregoing “**WHEREAS**” clauses are ratified and confirmed as being true and correct and are made a specific part of this Resolution.

Section 2: That the City Commission approves the purchase of the indicated equipment from All Traffic Solutions in an amount not-to-exceed \$88,801 for Fiscal Year 2020.

Section 3: That the appropriate City officials are authorized to do all things necessary and expedient to carry out the aims of this Resolution.

Temp. Reso. 7204
6/2/20
6/30/20

Section 4: That this Resolution shall take effect immediately upon adoption.

PASSED AND ADOPTED this _____ day of _____, _____.

Mayor, Wayne M. Messam

Vice Mayor, Maxwell B. Chambers

ATTEST:

City Clerk, Denise A. Gibbs

I HEREBY CERTIFY that I have approved
this RESOLUTION as to form:

City Attorney,
Austin Pamies Norris Weeks Powell, PLLC

Requested by Administration

Commissioner Winston F. Barnes
Vice Mayor Maxwell B. Chambers
Commissioner Yvette Colbourne
Commissioner Alexandra P. Davis
Mayor Wayne M. Messam

Voted

City of Miramar
SOLE SOURCE/PRODUCT STANDARDIZATION JUSTIFICATION FORM

<u>Munis Contract #2383</u>	Department: Fire /Police
Recommended Vendor(s), if any All Traffic Solutions	Date: 1/22/20 Estimated Cost: \$ <u>90,000</u>
Estimated Hours for Consulting Engagement:	Contact Person: Dominic Granteed
<input type="checkbox"/> Ongoing Purchase	<input checked="" type="checkbox"/> New Purchase
If an Ongoing/Replacement Purchase what was the prior year expenditure \$ _____	
Does this purchase request represent an increase or a decrease in utilization or price? (Please explain in detail)	

SECTION I

Completion of this form is required in advance of all Sole Source/Bid Waiver purchases (procurements) in excess of \$2,500 from Miramar resident vendors or \$1000 from all other vendors.

Check one of the following that best describes the proposed procurement:

- ☐ Only one source (supplier) exists for the required product/service ("sole source").
☒ Product Standardization
☐ Other reason deemed to be in the best interests of the City (Commission Approval Required)

1. In 'layman's terms', describe the required product or service that is being procured and the purpose or function. (Minimum 3 sentences required.)

All Traffic Solutions, Inc. is the proprietary manufacturer of the instALERT 24 Message Sign. The All Traffic Solutions, Inc. message signs have been the preferred units used by the Miramar Police Department since 2011. The message signs are smart data collection devices which are used to display messages to the community & residents. All data is stored in their proprietary cloud.

2. If the particular product or service was not available or could not be procured, how would the department proceed with its work? (Minimum 3 sentences required.)

If the message board that is being requested is not procured, the fire-rescue department will not have the additional resources to provide our residents and city personnel with much needed data. The message board will provide event and safety messages to the community as needed.

City of Miramar
SOLE SOURCE/PRODUCT STANDARDIZATION JUSTIFICATION FORM

Sole Source

3a. Explain why the product/service is the only product/service that can satisfy your requirements and explain why alternatives are unacceptable. Be specific with regard to unique specification, unique features, characteristics, requirements, capabilities and compatibility. Describe what steps have been undertaken to make this decision. (Minimum 4 sentences required.)

The units being requested will provide additional resources within the city since Miramar PD already uses these mobile message boards. The InstaAlert 24 radar message sign is reliable and durable and the staff employed by this department is familiar with the equipment. The unit requested has the latest technology installed and uses an industry benchmark feature which is proprietary of this company. The Cloud services is the technology that separates this company from all others. Maintenance cost, software updating and other services will be lower since the city already uses the InstaAlert mobile message boards.

3b. Explain why this vendor is the only practicable available source which to obtain this product or service and describe the efforts that were made to verify and confirm whether, or not, this is so. (Obtain and include a letter from the manufacturer confirming claims made by distributor of exclusive distributorships for the product or service, if that is cited as a reason for this request.) (Minimum 4 sentences required.)

All Traffic Solutions, Inc. is the manufacturer and sole distributor of the InstaAlert 24 mobile message sign. Miramar PD was contacted for information about and on the benefits and features associated with the unit being requested. They also confirmed that All Traffic Solutions, Inc. was the sole source distributor of the InstaAlert 24 radar message sign. All Traffic Solutions, Inc. is also the proprietary of the TrafficCloud Services which is an online web service which allows users to manage the device and download data as needed to conduct analysis. The company's sole source letter is attached for review.

Product Standardization

4. Explain why the product/service requested can best satisfy your requirements and explain why a waiver of competitive bidding is in the best interest of the City. Be specific with regard to unique specification, unique features, characteristics, requirements, capabilities and compatibility. Describe what steps have been undertaken to make this decision. (Minimum 3 sentences required.)

The InstaAlert 24 mobile message sign being requested satisfies our requirements for ease of use, portability, durability and reliability. It is accurate and is needed due to promote community awareness, upcoming special events and emergency message to residents and the community. A waiver of competitive bidding should be allowed due to the fact that the units are owned and manufactured only by All Traffic Solutions, Inc. (Sole Source)

Sole Source and Product Standardization

5. Provide a description of the market survey conducted and the results, or a statement of the reasons a market survey was not conducted. (Minimum 4 sentences required.)

A market survey was not conducted. Although a market survey was not conducted the decision to purchase this device was based on the information obtained from the Miramar Police Department who currently uses the InstaAlert 24 message signs by All Traffic Solutions, Inc. This will allow standardization of message boards between the fire and police departments and assist each other when disseminating information to the public.

City of Miramar
SOLE SOURCE/PRODUCT STANDARDIZATION JUSTIFICATION FORM

7. Will this purchase obligate the City to a particular vendor/provider for future purchases? (Either in terms of maintenance that only this vendor will be able to perform and/or if we purchase this item. Will the City need more "like" items or services in the future to match this one?)

Yes, the web base service which allows management of such devices requires a yearly subscription for the managing, reporting, alert management, and GPS tracking of the device. Currently the city owns several of these devices and has a current subscription to manage the devices. The subscription also includes a continuing service warranty which saves on the cost of repairs as an added bonus to continuing the subscription.

6. Explain why the price for this product or service is considered to be fair and reasonable.

- The City has already invested in All Traffic Solutions Inc. products for over 9 years.
- All Traffic Solutions Inc. provides a 3 year warranty
- We know from experience with this manufacture that the product is reliable and durable.
- Pricing based on Miramar Police Department recent purchase
- Discount of \$2000.00
- No cost for mobile user interface perpetual license since Miramar PD already has one.

8. Describe the negotiations efforts, if any that have been made with the vendor/provider to obtain the best possible price.

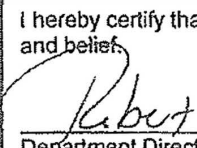
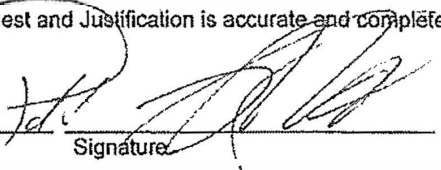
InstaAlert 24 message signs are only available for sale directly through All Traffic Solutions Inc. The prices are set annually by the manufacturer therefore there were no price negotiations. The company did include several options at no cost since Miramar PD already has the licenses and there was no charge for activation.

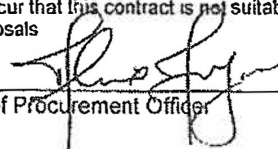
9. Describe the actions the department will take, if feasible, to overcome the present barriers to competition prior to any future procurement of this product or service.

The Miramar Fire Rescue Department will always search for comparable and suggest purchases in the best interest of the Fire Department and City after careful evaluation. The Fire Department will always comply with procurement rules and regulations.

City of Miramar
SOLE SOURCE/PRODUCT STANDARDIZATION JUSTIFICATION FORM

PLEASE ALSO ATTACH ADDITIONAL SHEETS OR INFORMATION AS NEEDED

Name of the person who prepared this request and justification:	
Name: <u>Dominic Granteed</u>	Position: <u>Division Chief</u>
Department: <u>Fire</u>	Date: <u>1/22/20</u>
I hereby certify that the above request and justification is accurate and complete to the best of my knowledge and belief.	
 _____ Department Director (Print Name)	 _____ Signature
	<u>1-27-2020</u> Date

<p>For Procurement Department Use Only</p> <p>This approval is effective for <u>2 years</u></p>	<p>A good faith review of available sources has been conducted by.</p> <p><input type="checkbox"/> User Department <input type="checkbox"/> Procurement Department <input type="checkbox"/> Standards Committee</p> <p>I concur that this contract is not suitable for competitive bids or proposals</p> <p style="text-align: center;"> _____ Chief Procurement Officer</p> <p style="text-align: right;"><u>2-12-20</u> Date</p>
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**ALL TRAFFIC
SOLUTIONS**



Monday, October 28, 2019

Re: Exclusively with All Traffic Solutions' products

The Shield™ radar speed display, SpeedAlert™ radar message sign and the instALERT® variable message sign are proprietary products solely engineered and manufactured by Intuitive Control Systems, LLC, the parent company of All Traffic Solutions. All Traffic Solutions products are manufactured within the United States using domestic labor and components. This Extends to StaTTrak enhanced with TrafficCloud's Data Collection.

In 2013, All Traffic Solutions was awarded US Patent 8,417,442 for the web-based data reporting (TrafficCloud, formerly SmartApps) which allows users to access data collected remotely and generate reports.

*****All other sign vendors offering this, or similar remote web-based data collection are in direct violation of All Traffic Solutions Patents.*****

Our exceptional solutions include the following:

- Internet Connectivity (standard): All Traffic Solutions exclusively includes wireless communication capability as a standard feature in all equipment.
- Cloud-Synchronized (standard): Web access to our hosted service allows users to manage any and all of their traffic-related devices in a single ecosystem. All devices automatically upload and consolidate collected traffic data onto this platform generating real-time reports.
- Web-based Apps (standard): Browser-based software interface automatically updates to the most current, feature-rich firmware at no charge.
- Mounting (standard): Our 12", 15" and 18" signs all utilize a standardized mounting configuration to suit any power source, whether temporary or permanent installations.
- Equipment Construction: All Traffic Solutions leads the industry by designing and manufacturing the lightest, most ruggedized equipment. Durable in extreme environments, all equipment functions reliably lasting years. The Shield 12", 15", and 18" signs weigh 12, 18, and 29 lbs. respectively. The InstALERT and SpeedALERT 24" signs weigh only 43 lbs, and are the only folding signs in the market. Easy to mount anywhere, including vehicles.
- Extended battery life (standard): Internal Lithium-based batteries will add as little as 2.5 lbs. with one 12Ah or 8 lbs. with two 16Ah batteries. All batteries are uniquely sized to fit the interior compartments of the signs and include connections required to power All Traffic Solutions equipment.
- TrafficCloud™ services: Include, but are not limited to the following, customizable reports from a variety of sensor data sources, Drive Times, Parking Availability, GPS

**ALL TRAFFIC
SOLUTIONS**



mapping, Wrong Way Detection Systems, Work Zone, School Zone, Freight management solutions, and more.

- Perpetual Warranty: On-going standard warranty remains in effect as long as the TrafficCloud services are active.

We look forward to building a partnership with you by implementing meaningful solutions today, and future-proof strategies beyond.

Please direct further inquiries to my attention (Toll Free) +1 (866) 366-6602, ext. 327 or by email at dcarroll@alltrafficsolutions.com


Sincerely,

A handwritten signature in dark ink, appearing to read "Debi Carroll". The signature is fluid and cursive, with the first name "Debi" and last name "Carroll" clearly distinguishable.

Debi Carroll
Territory Sales Manager



CITY OF MIRAMAR
INTER-OFFICE MEMORANDUM

TO: Alicia Ayum, Director of Procurement 
FROM: Darlene Charles, Procurement Analyst
DATE: February 11, 2020
RE: Product Standardization Meeting for All Traffic Solutions InstaAlert 24
Message System

On Wednesday, February 5, 2020 a meeting was held to establish the All Traffic Solutions InstaAlert 24 Message System as a Standard. The following persons attended the meeting:

- Dominic Granteed (Fire Department)
- Major Jim Dunkelberger (Police Department)
- Darlene Charles (Procurement Department)

The InstaAlert 24 Message System is currently being used by the Police Department to manage traffic at different locations throughout the City. The original devices were initially acquired by the Police Department through quotes. The Fire Department now wishes to use a similar messaging system and has determined that it is in their best interest, and the best interest of the City, to use the same system that PD is using, since there are no additional costs to acquire the associated software, and because they can both utilize each other's systems if it becomes necessary.


**Mail Purchase
Orders to:**

3100 Research Dr.
State College, PA
16801

All Traffic Solutions Inc.
12950 Worldgate Dr #310
Herndon, VA 20170
Phone: 814-237-9005
Fax: 814-237-9006
DUNS #: 001225114
Tax ID: 25-1887906
CAGE Code: 34FQ5

QUOTE Q-51063
DATE: 05/20/2020

**PAGE
NO:**
1

Questions contact:
MANUFACTURER:
All Traffic Solutions

Max Wicklein
(571) 321-5452
x
mwicklein@alltrafficsolutions.co
m

Independent Sales Rep:
BILL TO:

City of Miramar Fire and Rescue (FL)
2300 Civic Center Place
Miramar FL 33025

Billing Contact:

SHIP TO:

City of Miramar Fire and Rescue (FL)
11908 Miramar Parkway, Bdg 8, Unit 4/5
Miramar FL 33025
Attn: Dominic Granteed

PAYMENT TERMS:
Net 30

CUSTOMER: City of
Miramar Fire and Rescue
(FL)

CONTACT:(954) 536-9042 ext, 0

ITEM NO:	DESCRIPTION:	QTY:	EACH:	EXT. PRICE:
4000468	instALERT 24 Message Display; base unit (select mount separately)	1	\$6,250.00	\$6,250.00
4001129	App, Messaging Suite (48mo); Equip Mgmt, Image Mgmt, Alerts, Mapping and PremierCare	1	\$3,500.00	\$3,500.00
4000769	Base Model CREDIT, message display; requires min 1 yr TrafficCloud Message Suite	1	(\$600.00)	(\$600.00)
4000874	All Options Activation: Bluetooth, Traffic Data, Violator Alert, Pictures, (\$3000 Value, requires Traffic or Message Suite)	1	\$0.00	\$0.00
4000173	Trailer, ATS-5 (select power separately)	1	\$3,200.00	\$3,200.00
4100557	hrns, Power cord, iA w/ quick connects for trailer	1	\$60.00	\$60.00
4001299	3 Year Warranty	1	\$0.00	\$0.00
4000990	LTE LVW2 communications prep	1	\$0.00	\$0.00
4000636	Trailer Battery kit for ATS-5, 470Ah deep cycle batteries w/cover, hold down, cables& hdwr	1	\$990.00	\$990.00
4000740	Trailer Certificate of Origin	1	\$0.00	\$0.00

4000754	USB cable, 16ft, extra long for trailer or pole	1	\$60.00	\$60.00
4000641	Shipping and Handling Common Carrier	1	\$10.00	\$10.00
4000636	Trailer Battery kit for ATS-5, 470Ah deep cycle batteries w/cover, hold down, cables& hdwr	1	\$990.00	\$990.00
4000740	Trailer Certificate of Origin	1	\$0.00	\$0.00
4000754	USB cable, 16ft, extra long for trailer or pole	1	\$0.00	\$0.00
4000641	Shipping and Handling Common Carrier	1	\$900.00	\$900.00
4900049	cover, ATS-5 trailer cover, nylon, grey	1	\$195.00	\$195.00
4000977	Solar panel, 100W: includes bracket for ATS-5 trailer and harness	1	\$1,125.00	\$1,125.00
4001190	Discount - New Purchase	1	(\$2,430.00)	(\$2,430.00)

Special Notes:	SALES AMOUNT:	\$14,250.00
	TOTAL USD:	\$14,250.00

Duration: This quote is good for 60 days from date of issue.

Shipping Notes: All shipments shall be FOB shipper. Shipping charges shall be additional unless listed on quote.

Taxes: Taxes are not included in quote. Please provide a tax-exempt certificate or sales tax will be applied.

Warranty: Unless otherwise indicated, all products have a one year warranty from date of sale. Warranty extensions are a component of some applications that are available at time of purchase. A Finance Charge of 1.5% per month will be applied to overdue balances. GSA GS-07F-6092R

Authorization: By Signing below, I indicate that my organization does not require a purchase order and I am authorized to commit my organization to this order.

Print Name, Title	Signature	Date
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City of Miami

ARTHUR NORIEGA
City Manager

JOSEPH F. ZAHRALBAN
Fire Chief



June 1st, 2020

Romeo B. Lavarias, Emergency Manager
Fire Rescue Department
City of Miramar
14801 Southwest 27th Street
Miramar, FL 33027

Re: City of Miramar Extension Letter – UASI 2018 GY

Dear Mr. Lavarias:

This letter serves as official notification that the City of Miramar has received an extension for UASI 2018 projects:

Grant Year	Line No.	Description of Project	Allocation
2018	2018-15F	Mobile Electronic Message Boards	\$88,808.70
2018	2018-02H	WebEOC Fleet Eyes Software	\$24,881.30

Please refer to the Funding Year of 2018 Miami UASI MOA (Agreement #19-DS-04-11-23-02-319) between the City of Miami and the City of Miramar for more information and stipulations.

The new period of performance for UASI 2018 projects expire November 15th, 2020 and the reimbursement package is to be submitted no later than December 1st, 2020.

Project timelines and benchmarks shall be clearly communicated to the administrating agency (City of Miami) upon request. Failure to comply with timelines and benchmarks will result in the de-obligation of funds for these projects.

If you have any questions, please do not hesitate to contact UASI Program Manager, Andrea Becraft at (305) 416-5454 or via email at abecraft@miamigov.com.

Sincerely,

Robert Hevia, DNP, MBA
Assistant Fire Chief
Emergency Manager /UASI Administrator
Division of Emergency Management
Department of Fire-Rescue

RH/ab