

EXECUTIVE SUMMARY

Direct Negotiation Recommendation of \$500,000 or Greater FY20-132 – Transportation GPS System and Mobile Application

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the agreement between CalAmp Wireless Networks Corporation (CalAmp and previously known as Synovia) and The School Board of Broward County, Florida (SBBC), for five (5) years and six (6) months, starting November 6, 2019 through May 5, 2025, with a spending authority of \$3,040,000. The transition enables SBBC to acquire a Global Positioning System (GPS) at a lower cost while replacing obsolete equipment with new equipment through a lease model.

The previous GPS contract term, which ends on March 30, 2020, was for five (5) years, with two (2) one (1) year extensions. The uniqueness of the GPS product, as well as its implementation, works best under a five (5) year contract term. The District is able to lock in pricing over a longer-term which minimizes the fiscal-year financial footprint. The new contract adds an additional six (6) months to the five (5) year term for the sole purpose of allowing time to transition from the legacy equipment of the current vendor to the new equipment of the awarded vendor. There will be no charge to the District for this six (6) months. By allowing a contract start date of November 6, 2019, the new vendor can begin the transition of equipment to ensure there is no lapse in service when the March 30, 2020 deadline of the current contract is reached.

There are two (2) key financial benefits of the new contract with CalAmp over the previous one (1). On the previous contract the District was required to pay an upfront installation and service fee of \$1,439,275. With the new contract the first six (6) months of the contract are at no cost. The first payment required beginning the seventh (7) month into the new contract will be \$50,660. The remaining fifty-nine (59) payments of \$50,660 will be spread out over monthly payments during the remaining five (5) year term of the new contract. Secondly, on the previous contract all equipment replacements, any advances in technology or software updates were at a cost to the District. Under the new contract all equipment, software updates, and repairs will be at no cost to the District.

Goods/Services Description

Responsible: Student Transportation & Fleet Services Department (STFS)

CalAmp will provide GPS equipment and related services, including internet-based bus activity monitoring, software, and firmware updates, and telephone support to Student Transportation & Fleet Services (STFS), and will be funded by the STFS budget. STFS provides transportation services to two hundred and forty-one (241) public schools (K-12 and Technical Colleges) and 271,000 students enrolled throughout the District. Approximately 73,000 students are transported twice daily, using 1,200 buses that travel more than seventeen (17) million miles annually.

CalAmp's GPS through a Mobile Data Terminal (MDT) will complement and increase the accuracy of the Edulog data/routing system used by STFS. CalAmp GPS offers several modules, including comparative analysis, electronic pre/post-trip, electronic time and attendance, student tracking, and a parent application "Here Comes the Bus" (HCTB). HCTB uses GPS to locate and track a school bus. Similar to ride-sharing Applications (APPS), , show up as an icon on a map, and users can follow its progress as it moves toward the bus stop. The system also counts down the minutes before the bus arrives. To sign up for the service, parents need their child's Student ID number and School Code. Multiple students in the same household can be placed on the same account, and the APP can be downloaded to cell phones or other personal devices. The GPS modules will be phased in over three (3) years to ensure a smooth implementation process, with the emphasis being placed on HCTB.

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For several months, STFS deployed a proof of concept of CalAmp to verify technical functionality through:

1. Telematics communication between its onboard tablet and Cal/Amp device back to its cloud servers.
2. Displayed accurate Fleet Tracking GPS details through its website portal.
3. Verified integration between current routing software (Edulog) and CalAmp GPS solution.
4. Verification of HCTB features including GPS accuracy showing the bus on a map, push notifications, and email notifications are alerting bus approaching bus stops.

Additional benefits of CalAmp GPS are as follows:

Transportation Dispatch use of GPS includes:

1. Dispatch via radio provides Driver with turn-by-turn directions to stop location;
2. Dispatch can verify drop off/pick up time at a stop;
3. Dispatch can use geo-fence to identify buses in a certain vicinity of the county that can aid in picking up students;
4. Dispatch can more effectively respond if a Driver/Attendant or Student is experiencing a medical emergency, then GPS will allow staff to locate the bus and call the appropriate City for EMS assistance.

Fleet Maintenance use of GPS includes:

1. Exact bus location that facilitates fast response and repair time to an accident or break-down;
2. Pre – Post Trip data;
3. System diagnostic capabilities of the bus.

Administration uses of GPS include:

1. Estimated time of arrival to the bus stop or school;
2. Verify information received from citizen concerns;
3. Driving direction of the bus;
4. Ability to monitor Driver on the road actions and patterns.

This Agreement gives SBBC the ability to obtain a GPS System as a service wherein the GPS hardware is owned and maintained by CalAmp in a lease or rental type model. This turnkey solution is preferred because CalAmp agrees to provide the following: (a) automatic updates with new features, map data, patches and hotfixes; (b) automatic hardware script updates, and pro-active calling; (c) live data with managed backups and permanent archival system; and (d) pro-active assessment of all hardware and software and planned data import. Also, if in SBBC's sole discretion, determines that either the Hardware, Software, or both, do not meet agreement specifications or is not workmanlike, serviceable, and fit for their intended purposes throughout the agreement term, SBBC may request that CalAmp promptly repair and/or replace the faulty components at no additional charge to SBBC.

Procurement Method

Responsible: PWS and STFS

A Request for Information (RFI) was released to gather information about GPS and Student Routing Systems, which was responded to by multiple vendors offering an assortment of features and functionality available and clearly identified multiple viable options for SBBC. The RFI ran from November 28, 2018 through January 3, 2019. There were three hundred and fifty (350) vendors notified, and fourteen (14) vendors downloaded the RFI documentation. Procurement & Warehousing Services (PWS) received four (4) proposals from Education Logistics Inc, Synovia Solutions LLC (acquired by CalAmp), Transfinder Corporation, and Tyler Technology.

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Subsequently, a Request for Proposal (RFP) was released with a scope of work for a GPS and Student Transportation Routing System. The RFP ran from starting March 5, 2019 through April 9, 2019. There were seven hundred and two (702) vendors notified, and nineteen (19) vendors downloaded the RFP documentation. PWS received four (4) proposals from Education Logistics Inc, Synovia Solutions LLC, Transfinder Corporation, and Tyler Technology.

Upon conclusion of the RFP Evaluation, which included extensive vendor demonstrations, the Committee agreed unanimously that two (2) different vendors combined would be the best solution for SBBC. The Committee preferred a new vendor for the GPS portion with the current vendor for the Student Transportation Routing portion. The Committee further identified that existing Student Routing Software is performing satisfactorily, and upgrade or replacement can be delayed to a future date, but the GPS portion of the solution must be addressed immediately.

The Committee recommended proceeding with Synovia (CalAmp), the preferred GPS solution. Because the RFP Scope of Work included both GPS and Student Routing, the only way to proceed with just the GPS portion is by rejecting all bids, as the RFP scope was not written as two (2) different groups. The request to reject all bids is being presented as an item for Board approval today as item E-3.

Ultimately, this item was Direct Negotiated pursuant to Purchasing Policy 3320, VI (C)(5)(c), and Section 6A-1.012(14), F.A.C., which permit the acquisitions of Information & Technology as defined in Section 282.0041(14), Florida Statutes.

Financial Impact

Responsible: PWS and STFS

The total spending authority requested is \$3,040,000 (rounded), as demonstrated in the breakdown below:

Monthly cost per bus	\$ 36.75
Monthly cellular data per bus (utilizing the Florida State Verizon contract)	\$.50
<u>Number of Yellow Buses in SBBC fleet</u>	<u>1,360</u>
Monthly bus fleet cost	\$ 50,660
<u>Number of months in agreement</u>	<u>66</u>
Subtotal	\$3,343,560
Initial six (6) months no	- \$ 299,880
<u>Total spend authority</u>	<u>\$3,039,600</u>

The previous solicitation 13-050R was for a term of March 18, 2013 through March 30, 2020, with an approved spending authority of \$3,138,804. Education Logistics (Awardee of 13-050E) proposed a total cost of \$4,262,702 over the term of the original five (5) year contract. The evaluation committee negotiated reductions of \$1,157,347, reducing the cost to \$3,105,355. The first one (1) year extension added \$296,776 in additional cost, while the second one (1) year extension added \$276,012, bringing the projected cost of the seven (7) year contract to \$3,678,143.

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However, this cost was reduced by \$539,339 due to credits for non-implemented or non-functional services. *(details are shown below)*

7yr - Contract Term	Cost
5yr - Original Term	3,105,355
1yr - Extension	296,776
1yr - Extension	276,012
Projected Cost	\$3,678,143
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(-)Credits	\$539,343
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Actual Bid Spend:	\$3,138,800
Previous Award Total:	\$3,138,804
New Bid Award Total:	\$3,040,000

The District performed benchmark analysis by comparing pricing received in the competitive solicitation, a piggyback option, and SBBC’s negotiated pricing, which proved to be the most favorable terms and pricing. SBBC pricing is an average of twenty-four (24) percent off the list, while the piggyback is an average of twenty (20) percent off list. Utilizing a lease option rather than a purchase option resulted in a cost avoidance of \$499,174. The combined cost savings and avoidance for this item is \$799,054. The approval of this recommendation does not mean the authorized amount will be spent.