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**OPERATIONS COMMITTEE  
JUNE 16, 2005**

**SUBJECT: CONTRACT NO. OP33201598, DIGITAL VIDEO RECORDERS  
GE INFRASTRUCTURE SECURITY**

**ACTION: APPROVE CONTRACT AWARD FOR INSTALLATION OF DIGITAL  
VIDEO RECORDORS ON 130 BUSES AT DIVISION 18**

**RECOMMENDATION**

Authorize the Chief Executive Officer to award a four-month, non-competitive firm fixed price contract, Contract No. OP33201598, to GE Infrastructure Security for the removal of obsolete Digital Video Recorders-1 and the installation of Digital Video Recorders-3 on 130-Neoplan Buses at Division 18 in an amount not to exceed \$667,162 inclusive of a \$50,000 contingency for replacement of malfunctioning equipment as needed, effective July 1, 2005.

**RATIONALE**

The Digital Video Recorder and camera System is used for providing security monitoring in the interior and exterior of the bus, graffiti prevention and incident video taping which may be required for legal proceedings. The existing Digital Video Recorder-1 System is obsolete and parts are no longer readily available. The failure rate is high causing high maintenance costs. It is imperative that the system be replaced with the new Digital Video Recorder-3 to ensure safety and security for our customers.

When the buses were purchased between 1995 and 1998, the Digital Video Recorder-1 and camera system provided by GE Infrastructure Security was factory-installed by the bus manufacturer. GE Infrastructure Security is the manufacturer of the "Mobile View" digital video recorders used by the agency. This is a digital video recording system designed for buses, light-rail cars, delivery trucks, armored cars and other vehicles. As a result of the rapidly changing technology, the Digital Video Recorder-1 units became obsolete. All new buses are now provided with Digital Video Recorder-3 systems. The Digital Video Recorder-3 system has also been integrated into the Advanced Transportation Management System (ATMS). The Digital Video Recorder-3 has a patented cellular transmission system that can store and transmit images to a central monitoring system through ATMS. Unfortunately, the Digital Video Recorder-1 does not have this capability and requires upgrade to Digital Video Recorder -3 to interface with the ATMS. Based on historical data, the Digital Video Recorder-3 system has been operating with minimal problems. In addition to the problems with the Digital Video Recorder1 some of the camera units may not be functioning correctly.

Thus, the Contractor will also verify camera operation as a part of the project. Once verified by project staff, malfunctioning cameras will also be replaced.

Option pricing for the Neoplan buses located at Divisions 3 and 10 were included in the proposal. The proposed total price to remove the existing Digital Video Recorder-1 System and install the Digital Video Recorder -3 System at Divisions 18, 3, and 10 is \$1,991,518, which exceeds the approved life of project budget of \$1,031,000. Therefore, the options for Divisions 3 and 10 can be exercised at a later date based on funding availability. The contract duration to remove the existing Digital Video Recorder-1 system and install the Digital Video Recorder-3 system is three (3) months. One additional month has been provided for mobilization and closeout.

### **FINANCIAL IMPACT**

Funding for this project is included in the FY06 budget in Cost Center 3341 Facilities Services under Project No. 202003, Digital Video Recorders and Division Equipment. This action is within the approved life of project budget of \$1,031,000.

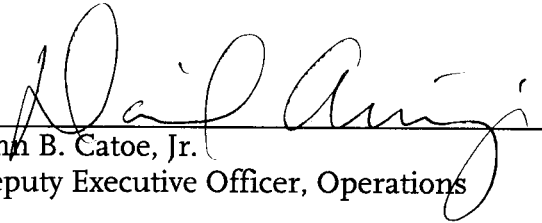
### **ALTERNATIVES CONSIDERED**


An alternative is not to replace the existing Digital Video Recorder-1 units. This alternative is not recommended as it is increasingly difficult to obtain the obsolete parts for the recorder system. Once existing parts are no longer available, staff will not be able to repair broken units. In addition, the existing Digital Video Recorder-1 units are incapable of providing remote monitoring on these buses. This is a feature available on the proposed Digital Video Recorder-3 units. Another alternative that was considered was the procurement of different Digital Video Recorders. This alternative was also not recommended. While other firms produce Digital Video Recorders, we have standardized on the GE system. The introduction of a second type of recorder would require the establishment of a second base station for monitoring and stocking of duplicate inventory parts. Finally, the Digital Video Recorder-3 units have a patented cellular transmission feature that integrates with ATMS to provide remote monitoring. Other recorder systems do not offer that system capability; thus, it is in our best interest to procure the GE system units.

### **ATTACHMENT(S)**

- A. Procurement Summary
- A-1. Procurement History
- A-2. List of Subcontractors

Prepared by: Denise Longley, DEO Facilities-Operations  
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*for*   
John B. Catoe, Jr.  
Deputy Executive Officer, Operations

  
Roger Snoble  
Chief Executive Officer

**BOARD REPORT ATTACHMENT A  
PROCUREMENT SUMMARY  
CONTRACT No. OP33201598, DIGITAL VIDEO RECORDER  
GE INFRASTRUCTURE SECURITY**

1.	Contract Number: OP33201598		
2.	Recommended Vendor: GE Infrastructure Security		
3.	Cost/Price Analysis Information:		
	A. Bid/Proposed Price: \$ 662,662	Recommended Price: Not to Exceed \$667,162 – includes \$50,000 contingency for malfunctioning cameras	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Type: Firm Fixed Price		
5.	Procurement Dates:		
	A. Issued: September 24, 2004		
	B. Advertised: N/A		
	C. Pre-proposal Conference: N/A		
	D. Proposals Due: October 19, 2004		
	E. Pre-Qualification Completed: yes		
	F. Conflict of Interest Form Submitted to Ethics: yes		
6.	Small Business Participation:		
	A. Bid/Proposal Goal:  No goal	Date Small Business Evaluation Completed: September 7, 2004	
	B. Small Business Commitment: N/A Details are in Attachment A-2		
7.	Invitation for Bid/Request for Proposal Data:		
	Notifications Sent: 1	Bids/Proposals Picked up: 1	Bids/Proposals Received: 1
8.	Evaluation Information:		
	A. Bidders/Proposers Names:  GE Infrastructure Security	<u>Bid/Proposal Amount:</u> \$662,662	<u>Best and Final Offer Amount:</u> \$617,162
	B. Evaluation Methodology: Sole Source. Details are in Attachment A-1.C		
9.	Protest Information:		
	A. Protest Period End Date: June 21, 2005		
	B. Protest Receipt Date: N/A		
	C. Disposition of Protest Date:		
10.	Contract Administrator: Susan M. Dove	Telephone Number: (213) 922-7451	
11.	Project Manager: Rudy Rey	Telephone Number: (213) 922-4712	

**BOARD REPORT ATTACHMENT A-1  
PROCUREMENT HISTORY  
CONTRACT No. OP33201598, DIGITAL VIDEO RECORDER  
GE INFRASTRUCTURE SECURITY**

**A. Background on Contractor**

General Electric (GE) was founded in 1876. GE currently has eleven (11) technology, services and financial businesses with more than 300,000 employees in 160 countries around the world. GE Infrastructure is a high-technology business unit comprised of some of the fastest-growing businesses within GE with 2004 revenues expected to approach \$3.5 billion. GE Infrastructure Security is considered as a technological leader in the rapidly growing electronic security industry. The business focuses on communication technologies along with information for security, life safety and lifestyle enhancements, Homeland Security and the emerging web-enabled premises management market for residential, commercial and enterprise applications.

GE Infrastructure Security is the manufacturer of the “Mobile View” digital video recorders, a digital video recording system designed for buses, light-rail cars, delivery trucks, armored cars and other vehicles. It can record up to eight cameras, which are mounted inside or outside the vehicle. Digital video images are stored in a compact and rugged vehicle-mounted recorder. An audio option provides synchronized audio during image playback. Recorded images can be viewed from a laptop in the field or at the central station through the use of a docking station and PC. The “Mobile View” 3 System includes a patented cellular transmission system that can store and transmit images to a central monitoring system. Currently the firm is a supplier for the security systems installed on Metro’s buses manufactured by Neoplan, New Flyer of America and North American Bus Industries. In addition, the firm is a supplier to Metro’s ATMS contractor. GE Infrastructure Security also has contracts with Delaware Transit Corporation, the City of Norwalk, City of Glendale and Capital Metro Transportation Authority, Austin, TX.

**B. Procurement Background**

Prior to the solicitation process, procurement and operations staff researched the market as well as the agency’s business requirements. As previously noted, GE Infrastructure Security is the only known manufacturer of the Mobile View digital video recorder currently in use on our buses. Based on the requirements for system compatibility and functionality including a patented cellular transmission system and the need to minimize inventory cost, a sole source procurement to GE Infrastructure Security was initiated. Because there are no subcontracting opportunities, no DBE goal was established.

In the solicitation, staff requested a proposal for removing the Digital Video Recorder 1 (DVR-1) system and installation of the Digital Video Recorder 3 (DVR-3) system on 130 Neoplan Buses at Division 18. We also requested and received option pricing for the replacement of DVR-1 systems on 168 Neoplan Buses at Division 10 and 99 Buses at Division 3. The scope of work includes the provision of new wiring to the previously mounted cameras on each bus. Because of the age of the camera units, staff expected that

some cameras might not be functioning optimally. Thus, the proposer was required to provide a fixed unit rate for the replacement of any malfunctioning cameras that might be identified during the work. The contract period of performance for the removing and installing equipment at Division 18 will be three months. One additional month has been provided for mobilization and contract closeout. Option pricing for the Neoplan buses located at Divisions 3 and 10 is valid for one year from contract award.

### **C. Evaluation of Proposals**

Since this was a non-competitive procurement, evaluation criteria were not specified. The proposal was reviewed, and a technical evaluation was performed in the following areas:

- Qualifications of the firm
- Qualifications of the proposed staff and the proposer's organization
- Proposed operating methodology/work plan
- Proposer's past performance
- Proposed price

Based on historical data and a review of the proposal, GE Infrastructure Security was determined to be technically capable of performing the work. It was noted that the firm offered a twenty percent discount from the catalog price of the DVR-3 unit. The same discount was also offered for the option pricing for provision of the DVR-3 unit for Neoplan buses located at Divisions 3 and 10.

### **D. Cost/Price Analysis Explanation of Variances**

The recommended price of \$617,162 has been determined to be fair and reasonable based on a price analysis of the equipment. If malfunctioning cameras are identified, additional cameras may be needed. Therefore, a not to exceed amount of \$667,162 has been recommended, which includes a \$50,000 contingency for replacement of malfunctioning equipment as needed.

**BOARD REPORT ATTACHMENT A-2  
LIST OF SUBCONTRACTORS  
CONTRACT No. OP33201598, DIGITAL VIDEO RECORDER  
GE INFRASTRUCTURE SECURITY**

**PRIME CONTRACTOR:** GE Infrastructure Security

**SUBCONTRACTORS:** NONE

No DBE Commitment

Total DBE Commitment: 0%

