

RESOLUTION

NO. 168-20

A RESOLUTION AUTHORIZING THE EXECUTION OF AN ANNUAL CONTRACT WITH SYNCROMATICS CORPORATION DBA GMV SYNCROMATICS (LOS ANGELES, CA) FOR AN INTEGRATED TRANSIT SYSTEM FOR THE CURRENT FIXED ROUTE REVENUE FLEET AND PARATRANSIT FLEET. METRA TRANSIT SYSTEM WILL PROCURE THE SERVICES ON AN AS-NEEDED BASIS FOR FUTURE VEHICLE PURCHASES. THE RECOMMENDED FIRM'S COST PROPOSAL IS WITHIN THE DEPARTMENT'S BUDGET.

WHEREAS, an RFP was administered (RFP No. 20-0015) and four (4) proposals were received; and,

WHEREAS, the proposal submitted by Syncromatics Corporation dba GMV Syncromatics met all proposal requirements and was evaluated most responsive to the RFP; and,

WHEREAS, the contract period shall be for three (3) years.

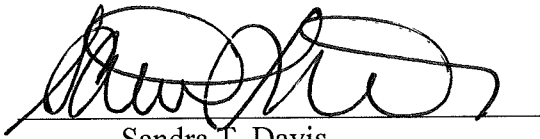
NOW, THEREFORE, THE COUNCIL OF COLUMBUS, GEORGIA, HEREBY RESOLVES AS FOLLOWS:

That the City Manager is hereby authorized to execute an annual contract with Syncromatics Corporation dba GMV Syncromatics (Los Angeles, CA) for an integrated transit system for the current fixed route revenue fleet and paratransit fleet. Metra Transit System will procure the services on an as-needed basis for future vehicle purchases. The recommended firm's cost proposal is within the department's budget. Transportation Fund – Transportation – CARES Act Stimulus – Capital Expenditures over \$5,000; 0751-610-2600-CARE-7761.

Introduced at a regular meeting of the Council of Columbus, Georgia, held the 23rd day of June 2020 and adopted at said meeting by the affirmative vote of nine members of said Council.

Councilor Allen	voting	<u>YES</u>
Councilor Barnes	voting	<u>YES</u>
Councilor Crabb	voting	<u>YES</u>
Councilor Davis	voting	<u>YES</u>
Councilor Garrett	voting	<u>YES</u>
Councilor House	voting	<u>YES</u>
Councilor Huff	voting	<u>YES</u>
Councilor Thomas	voting	<u>ABSENT</u>
Councilor Thompson	voting	<u>YES</u>
Councilor Woodson	voting	<u>YES</u>

Resolution No. 168-20

A handwritten signature in black ink, appearing to read 'Sandra T. Davis', written over a horizontal line.

Sandra T. Davis
Clerk of Council

A handwritten signature in black ink, appearing to read 'B. H. Henderson, III', written over a horizontal line.

B. H. "Skip" Henderson, III
Mayor

**Columbus Consolidated Government
Council Meeting Agenda Item**

TO: Mayor and Councilors

AGENDA Integrated Transit System (Annual Contract)
SUBJECT:

INITIATED BY: Finance Department

It is requested that Council authorize the execution of an annual contract with Syncromatics Corporation dba GMV Syncromatics (Los Angeles, CA) for an integrated transit system for the current fixed route revenue fleet and paratransit fleet. Metra Transit System will procure the services on an as-needed basis for future vehicle purchases. The recommended firm's cost proposal is within the department's budget.

The integrated transit system includes a public platform, automatic vehicle locators (AVL) and computer aided dispatch (CAD), which will allow METRA staff and passengers the ability to track revenue fleet vehicles in real-time through a publicly available website and application. The automatic vehicle annunciation (AVA) components will continue METRA's commitment to providing ADA-compliant automatic voice and visual announcements, which will notify passengers of their location while riding and to announce other messages of public interest. The Fleet Health Monitoring/Maintenance Monitoring components will expand upon METRA's maintenance capabilities by providing real-time vehicle diagnostics. Components will give the METRA Maintenance team the ability to respond to issues quicker and further expand upon their abilities to resolve a problem before it becomes a more serious and costly issue.

The contract period shall be for three (3) years.

Annual Contract History:

This is a new Annual Contract.

RFP Advertisement and Receipt of Proposals:

Specifications were posted on the web page of the Purchasing Division and the Georgia Procurement Registry on January 31, 2020. This RFP has been advertised, opened and evaluated. Four (4) proposals were received on March 13, 2020 from the following vendors:

Syncromatics Corporation dba GMV Syncromatics (Los Angeles, CA)
Ineo Systrans USA, Inc. dba Engie (Manassas, VA)
Passio Technologies, Inc. (Atlanta, GA)
Ride Systems, LLC (Morgan, UT)

The following events took place after receipt of proposals:

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action
Proposal Copies	04/14/20	Electronic proposal copies and evaluation committee rules were forwarded to the Evaluation Committee.
Virtual Combined Pre/1 st Evaluation Committee	04/24/20	During a virtual meeting, the Purchasing Manager reiterated the RFP rules and discussed the evaluation process; the project manager provided an overview; and committee members discussed each proposal. The committee determined clarification was required of all vendors.
Clarification Requested	05/12/20	Requests for clarification were forwarded to all vendors.
Clarifications Received	05/14/20	Clarification responses were received and forwarded to committee members.
System Demonstration	05/26/20	All vendors provided a virtual demonstration of their proposed system.
Evaluation Forms	05/26/20	Evaluation forms were forwarded to the voting committee members.
Reference Checks	05/27/20	The Buyer and a voting committee member performed reference checks for all vendors. The results were forwarded to the committee.
Evaluation Forms Received	06/08/20	The last of the evaluation forms were completed and returned to Purchasing for compilation results, which were later forwarded to the Evaluation Committee members for review.
Award Recommendation	06/10/20	The Committee unanimously elected to award the contract to Syncromatics Corporation dba GMV Syncromatics, the highest ranked vendor.

Evaluation Committee:

The proposals were reviewed by the Evaluation Committee, which consisted of two (2) voting members from Metra Transit System, two (2) voting members from the Information Technology Department, and one (1) voting member from the Engineering Department. One (1) additional Metra Transit System representative served as a non-voting advisor.

Award Recommendation:

The evaluation committee deemed the proposal from Syncromatics Corporation dba GMV Syncromatics as most responsive to the RFP specifications. Therefore, the Evaluation Committee, as reflected by their comments provided below, recommends award of the contract to Syncromatics Corporation dba GMV Syncromatics for the following reasons:

- GMV Syncromatics offered a detailed proposal that addresses all needs expressed by Metra, in a very detailed fashion (particularly with their fleet health monitoring components), and clearly explained how each need would be met by the company's proposed system.

- The vendor's proposal depicted almost everything that we require for the system/service we are requesting.
- The vendor provided a good online demonstration, showing mobile data terminal, impressive reports, onsite training, two-year warranty with no cost and free ongoing training (for the future).
- Proposer will take full responsibility for 3rd party integrations and was the only firm that included statistics for the resolution of support tickets.
- The vendor has a good relationship with bus manufacturers, which will help to have newly purchased buses pre-wired for easier vehicle transitioning and installation.
- The vendor was able to talk about previous client feedback and show how that input has affected their productions. The demonstration showing the application less than a year ago, as compared to the current version, was very promising.

Vendor Qualifications/Experience:

- Syncromatics Corporation dba GMV Syncromatics has been serving the transit industry for over 13 years and has 43 fulltime employees.
- Syncromatics is the North American 'arm' of GMV, an international technology company based in Spain with broad operations in various industries around the world. GMV's global transportation division deploys Intelligent Transportation Systems in cities like Barcelona, Madrid and Sydney.
- The company has over 100 customers, which totals over 2,500 buses nationwide, with an average fleet size of 35.
- In the summer of 2016, GMV Syncromatics provided GPS tracking, dispatch software, and real-time passenger information for over 400 official buses at the Democratic National convention in Philadelphia.
- In 2016, Los Angeles Metro, the 2nd largest bus fleet in North America, selected GMV Syncromatics to implement a real-time electronic signage program at 300 bus shelters across Los Angeles County. This was a \$4 million project.
- The Los Angeles Department of Transportation has partnered with GMV Syncromatics since 2008 to provide intelligent transportation systems technology to millions of bus passengers on the DASH community bus service.
- Listed below are five (5) agencies for which Syncromatics Corporation dba GMV Syncromatics has provided the same or similar services:

- CyRide (Ames, IA) 07/08/2019 – 01/2022
CyRide is the city bus system for Ames, Iowa; it is a collaboration between the City of Ames, Iowa State University (ISU) and ISU's student government.

Syncromatics Corporation dba GMV Syncromatics provides CAD/AVL, AVAS and APC integration for 101 buses.
- Burbank Bus (Burbank, CA) 07/01/2019 – 07/01/2020 (Annual Renewal)
Provides CAD/AVL, APC, AVAS, head sign integration and digital vehicle inspections for 18 buses.
- Valley Metro (Roanoke VA) 08/01/2018 – 07/31/2021
Provides CAD/AVL, APC, AVAS, head sign integration and digital vehicle inspections for 11 buses.
- ColumBUS (Columbus, IN) 11/07/2019 – 11/07/2024
Provides CAD/AVL, mobile applications, head sign integration and public Wi-Fi for 7 buses.
- Santee Wateree Regional Transportation Authority (Sumter, SC) 07/23/2018 – 06/30/2023
Provides CAD/AVL, AVAS, head sign / farebox integration, mobile applications and digital vehicle inspections for 22 buses.

The City's Procurement Ordinance Article 3-110 (Competitive Sealed Proposals for the procurement of Equipment, Supplies and Professional Services) governs the RFP Process. During the RFP process, there is no formal opening due to the possibility of negotiated components of the proposal. In the event City Council does not approve the recommended offeror, no proposal responses or any negotiated components are made public until after the award of the contract. Therefore, the evaluation results and cost information has been submitted to the City Manager in a separate memo for informational purposes.

Funds are budgeted each fiscal year for ongoing expense: Transportation Fund – Transportation – CARES Act Stimulus – Capital Expenditures over \$5,000; 0751-610-2600-CARE-7761.