

SECTION B: PRODUCT SPECIFIC REQUIREMENTS
For
PE05- 11 – TRAFFIC CONTROL, ENFORCEMENT & SIGNAL PREEMPTION EQUIPMENT

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INTRODUCTION – SCOPE & PURPOSE

The Houston-Galveston Area Council (**H-GAC**) is a government agency which provides a Cooperative Purchasing Program as part of its services to other government agencies. The Program currently makes blanket type contracts, covering products and services for the use of its membership of more than 4500 local government participants (End Users) including cities, counties, emergency service districts, school districts, and non-profit organizations. Any local government may participate in the Program so long as their state has “inter-local cooperation authority” or other joint power provisions which will allow participation in cooperative activities. Currently this practice is allowed in most states. There is also **no** cost to join and become a participating member of the H-GAC Cooperative Purchasing Program.

H-GAC is currently soliciting Competitive Proposals for the purpose of selecting qualified manufacturers, distributors or re-sellers, to make their Traffic Control, Enforcement, & Signal Preemption products available to all current and future participants in this Cooperative Purchasing Program. The contract period shall cover a **twenty-four (24) month period**, commencing on or about **May 1, 2011**. Participants in our Program may require selective acquisitions of equipment and/or services OR full turnkey projects necessitating additional services, training and maintenance agreements. Proposer must have the ability to effectively sell and service to all **H-GAC** Participants. This provides qualified governmental entities, political subdivisions and non-profit organizations the ability to (1)

Purchase new traffic control, signal preemption and enforcement systems and related equipment or (2) to contract for monitoring services thru an efficient, cost effective and competitive procurement method.

This contract will allow H-GAC Participants to build their final desired Traffic Systems (through options add-ons or deducts). A comprehensive catalog or listing of components or services, related to this bid invitation, shall be priced and included on Forms D/E, and shall also be provided in an electronic format. Discounts, if applicable, shall be clearly shown for ease of evaluation and clarity to End Users. The Contractor must have the ability to effectively sell and service all H-GAC Participants. **This will be a multi-source contract for all contractors meeting or exceeding the minimum specifications set forth herein. The highest scoring proposer in each Product Code will be invited to negotiate a contract with H-GAC.**

NOTE: This Invitation DOES NOT cover used or refurbished equipment.

The H-GAC Cooperative Purchasing Program was established to provide purchasing services to local governments within the State of Texas, and that remains H-GAC's primary focus. However, the Texas Government Code (Title 7, Chapters 771 and 791) establishes the authority for H-GAC to provide these products and services to local governments in other states as well. With that authority, H-GAC wishes to make contracted products and services available to out-of-state governments and or political entities, state agencies and non-profit agencies whenever practicable. Therefore, once a contract is awarded for the supply of Products or services to End Users in Texas, the Contractor is expected to expand the scope of its marketing effort to include sales to End Users outside the state of Texas, but subject to the following;

- H-GAC will not make separate awards to Contractors for sales in Texas vs. sales outside Texas.
- For all Product/Services, Contractor must submit pricing which will be valid for Texas End Users and End Users in other states as well. A Contractor's decision whether or not to market services outside the State of Texas may influence H-GAC's evaluation of Contractor's response and potential contract award.

BID BOND

There is no bid bond requirement.

BIDDERS LEGAL NAME

Proposer's legal name on **Form A** must match the name on any required documentation such as licenses, bonds, etc. If that name differs, please explain how and why. The signatory must in fact be an owner/employee of the company that is the legal Proposer.

H-GAC ADMINISTRATIVE FEE AND PROCUREMENT PROCESS:

As described in **Section-A**, for each purchase order under an awarded contract, H-GAC will invoice contractors directly for the 1.5% H-GAC purchase order processing charge on the total value of each order placed with a contractor through the Program. It is Bidder's responsibility to take this into consideration when preparing **Form-D** and **Form-E** bid pricing, building this fee into Base Unit and options pricing accordingly (for example, a 20% discount-off-list price should ideally be listed on Bidder's bid as 18.5%).

If an end user prefers to lease instead of purchasing a system (i.e. Photo Enforcement System), the H-GAC fee shall be based on what the entire turn-key system cost if it were being purchased. System costs would include all equipment (hardware and software) parts and labor (to include any sub-contracting and installation costs). Both purchase costs and lease rates must be shown on Form D. The 1-1/2% fee shall be computed on the total cost of installed equipment times the number of specified intersections covered, and shall be paid by **Contractor** to **H-GAC** in a lump-sum amount up front, not carried over the term of the lease. If the End User decides to purchase the traffic equipment or system at any time during the service term, it shall be strictly subject to agreement between End User and Contractor. No additional H-GAC fee shall be assessed, nor shall H-GAC reimburse fees to any party when a service contract has been prematurely terminated for whatever reason.

Competitive Pricing:

By submission of a response, Offeror certifies that offered pricing is as good as or better than pricing offered to local government customers thru any other program under normal circumstances. If such is not the case, Offeror shall explain how offered pricing differs from “best” pricing, and by how much.

Procurement Process:

The **HGACBuy** procurement process operates generally as follows:

- a) End User/Buyer contacts Contractor and discusses requirements.
- b) Contractor prepares an **HGACBuy** Contract Pricing Worksheet for End User/Buyer, based on **H-GAC** contract.
- c) End User/Buyer sends a purchase order to Contractor, and Contractor faxes a copy to **H-GAC** along with the Contract Pricing Worksheet.
- d) For each purchase order received, **H-GAC** will prepare an “Order Confirmation” and transmit it to both End User/Buyer and Contractor. The Order Confirmation verifies that Contractor has a valid **H-GAC** contract and that the order is being handled legally thru the **HGACBuy** Program.
- e) **H-GAC** will invoice Contractor for the Order Processing Charge.
- f) Contractor delivers the ordered product (s) and invoices End User/Buyer.
- g) End User/Buyer pays Contractor for products(s) received and accepted.
- h) Contractor remits Order Processing Charge to **H-GAC**.

PROVISION OF SERVICE OPTION

Proposer may or may not offer a Provision of Service Option, whereby an End User would procure a monitoring and enforcement service rather than purchase and operate its own equipment. Pricing for such an Option shall be furnished and explained in detail on **Form E**. In addition, Proposer shall include in the Response a pro-forma of any Service Agreement that an End User opting for the Service would be expected to sign.

Proposer must clearly state which Product Category is covered by the proposal. If more than one Category is proposed, each must be addressed in its own section in the Response, and each section must include all required FORMS and information.

PRODUCT CODES

For purposes of this invitation and any subsequent contract, all systems shall be identified using a descriptive two (2) character alpha product code. The first character of the code will identify the Manufacturer (see below), the second the Product Category (A, B...H). **Proposer shall price the product code(s) of their choice and make reference to this code(s) on HGAC proposal forms (D & E).**

Example – An Econolite Vehicle Identification/Vehicle Detection System shall be designated “**EC**”

A	Affiliated Computer Service, Inc. (ACS)
B	Ameresco Solar
C	American Signal Company
D	American Traffic Solutions (ATS)
E	Econolite
F	Eltec
G	Global Traffic Technologies, LLC
H	International Road Dynamics (IRD)
I	ISS/EIS
J	Jamar Technologies

K	LaserCraft, Inc.
L	MSSedco
M	Nestor Traffic Systems
N	Vaisala
O	Peek Traffic Corp.
P	Redflex Traffic Systems
Q	RTC Manufacturing, Inc.
R	SENSYS Networks
S	Tomar
T	Traffic Systems, LLC
U	Traffipax, Inc.
V	Trico
W	Wavetronix
X	Polara Engineering
Y	Southern Manufacturing
Z	LightGuard Systems Inc.

PRODUCT CATEGORIES

The H-GAC Product Categories covered by this Invitation include:

Proposer is expected to provide a complete offering of available products for routine general acquisitions and installation of stated product categories being bid, to include installation services, training and maintenance.

A. Optically Controlled or Global Positioning Satellite/Radio Controlled Priority Traffic Signal Preemption System

This proposal establishes pricing for **Activated, Data-Encoded, Traffic Signal Priority Control Systems** that will employ Data-Encoded optical or GPS-Radio communications to identify the presence of designated priority or probe vehicles. A record of the vehicle by classification and identification number shall be created. In priority vehicle mode, the Data-Encoded Optical or GPS Radio communication will request the traffic signal controller to advance to and/or hold a desired traffic signal display selected from phases normally available. In probe vehicle mode, no traffic signal priority is requested--only a record of the probe vehicle's presence is generated.

The system will require no action from the vehicle operator other than to turn the emitter or radio on. The GPS system will include the use of turn signals. The system will operate on a first-come, first served basis. Higher priority (Command) request will override lower priority (Advantage) requests. The system will interface with most traffic signal controllers and will not compromise normal operation or existing safety provisions.

B. Siren Controlled Priority Traffic Preemption System

This proposal establishes pricing for **Siren Activated Traffic Signal Priority Control** that will employ the Class A emergency vehicle siren acoustical characteristics to identify the presence of an emergency vehicle. A log of each activation will be maintained. When an emergency vehicle siren is detected the system will request the traffic controller to advance to and/or hold a desired traffic display selected from phases normally available.

The system will require no action from the emergency vehicle operator other than to turn the emergency vehicle siren on. Emergency vehicles will use their currently installed Class A siren, there are no vehicle retrofits required. The system will operate on a first-come, first served basis. The system will interface with most traffic signal controllers and will not compromise normal operation or existing safety provisions.

C. Vehicle Identification/Vehicle Detection Systems

This proposal establishes pricing for real-time Video Vehicle Detection Systems (VDS) or Radar Vehicle Detection Systems (RVDS) that monitors vehicles on a roadway via processing of video images or radar detections and provides detector outputs to a traffic controller or similar device. These systems shall be easily configurable and expandable to meet traffic management applications such as intersection control and traffic control during road or intersection construction.

D. Portable Vehicle Counters

This proposal established pricing Portable Vehicle Counters.

E. Photo Enforcement Systems

This proposal establishes pricing for “Automated traffic law enforcement systems,” which incorporates a device with one or more sensors working in conjunction with one of the following:

- (1) A red light signal to produce recorded images of motor vehicles entering an intersection against a red signal indication.
- (2) A speed measuring device to produce recorded images of motor vehicles traveling at a prohibited rate of speed.
- (3) A device to produce recorded images of motor vehicles violating railroad grade crossing signals
- (4) Any other traffic control device if the failure to comply constitutes a safety-related moving violation.

“Automated traffic law enforcement program” means the utilization of one or more automated traffic law enforcement systems to issue citations for violations of traffic laws. These systems may use high resolution digital still images and /or video or a combination of the two to gather evidence sufficient to issue traffic citations.

F. Portable Traffic Control & Mitigation Devices

This proposal establishes pricing for electronic portable changeable message signs, highway advisory radio trailers, queue detections systems, CCTV trailers, Smart Work Zone Systems and Traveler Advance Warning Systems (TAWS) used for vehicular traffic mitigation and control. These devices shall be NTCIP compliant, and can be configured to meet many traffic management and mitigation needs.

G. Indication and Warning Assembly with or without Activation Systems

This proposal establishes pricing for warning beacon assemblies and various activation systems (i.e. School Zones, Pedestrian Crossings, Fire Stations, 24 Hour beacons and Low Water (Flood) Crossings.)

H. Wireless Vehicle Detection Systems

This proposal establishes pricing for wireless vehicle detection solutions for a wide range of traffic management applications, including freeway and arterial data collection, traffic signal control, and arterial travel time.

STRUCTURE OF RESPONSE AND REQUIRED INFORMATION

In addition to **H-GAC Forms A, B, and C**, Proposer shall provide the information described below, **labeled and tabbed to correspond with the designated Segment Headings (A thru E) being bid.** Format is at Proposer's discretion, unless otherwise stipulated. If Proposer is making a response submission in more than one Product Category, a single **Segment B, Segment C, and Segment D** will suffice. However, **Segment A** and **Segment E** shall be subdivided for each **H-GAC** Product Category being addressed in the response.

Segment A: Products & Pricing

In this Segment Proposer shall price and describe the specific products and services offered. The information shall be provided on **H-GAC Form D**. Any optional accessories/equipment should be quoted on **Form E**. Options bid on **Form E** must pertain to the manufacturer/product code being proposed on **Form D**. For example, if you are proposing a Redflex Red Light Enforcement System on **Form D**, only options associated with the Redflex system may be listed/priced on **Form E**. Proposer **MUST** provide all pricing (**Forms D & E**) in an electronic format. **Proposer shall provide:**

1. A comprehensive list of all products and services being offered for contract. Pricing may be in the form of: **(1)** An Itemized Listing of specific items/products with their associated cost/price **(2)** catalog pricing, whereby entire product catalogs and list price/dealer price books are submitted, with a % discount off list shown. Quantity discounts and other incentive programs which will be made available should also be addressed. Proposer must provide a copy (hard/electronic) of all catalogs bid. Catalogs **MUST** be identified on **Form D** as a line item along with % discount.
2. Basic specification information for products and systems offered (e.g. cut/tear sheets, brochures, etc.); such that the basic capabilities and features of the equipment offered can be ascertained.
3. If normally available, provision of extended warranty and maintenance services beyond those provided with purchase of equipment should be addressed and priced.

Segment B: References

Further to the requirements for references as detailed in Section A, General Terms & Conditions, Proposer must provide references from **at least five (5) local government entities** which have purchased offered Products within the past two years. Information provided shall include, as a minimum:

1. Entity name
2. Contact person's name, address & phone number
3. Description and value of product(s) purchased

Proposer is encouraged to include any letters of endorsement which may be available from the supplied references. In any event, **H-GAC** reserves the right to consider historic information and other facts in its proposal evaluations, whether gained from this proposal, references, or any other source.

Segment C: Geographic Areas Served

HGACBuy is a nationwide program. Describe your Geographic Coverage so H-GAC may evaluate your ability to meet the needs of End Users from all areas of Texas, and the United States. If you are only interested in the Houston-Galveston region, so state.

Segment D: Service Facilities & Personnel

1. Sales office locations.
2. Factory and Service Center Locations.
3. Technical and maintenance services provided after a sale, and on what basis
4. Warranties, policies and procedures for handling problems and returns
5. Customer training provided, and on what basis?

Segment E: Customer Contract/Agreement Documents

Proposer shall provide copies of all documentation that a customer would be required to sign in the event a purchase is made. **H-GAC** shall review documentation relative to consistency with industry/Proposers' norms, and restrictiveness relative to the best interests of **H-GAC** members.

PROPOSAL EVALUATION

All aspects of the evaluation of proposals will be based solely on the judgment and determination of H-GAC. Proposals will be evaluated in two (2) stages.

The **first stage** will be a general evaluation of the overall compliance of the response with RFP requirements. Proposals deemed to be responsive will then be passed to the second stage. (**Pass/Fail**).

The **second stage** of evaluation will involve consideration of the criteria specified below. There will be a maximum score of 100 points. Proposers who score 70 points or above will be eligible to receive an award.

The highest scoring proposer in each Product Code will be invited to negotiate a contract with **H-GAC**. If a contract cannot be negotiated within 30 days, **H-GAC** may, at its sole discretion, terminate negotiations with the highest scoring proposer and enter into negotiations, or not, with the next highest scoring proposer.

PROPOSAL EVALUATION TABLE

Proposal Evaluation Criteria	Points	Score
Overall compliance of Response with RFP requirements.	Pass/Fail	
Products and Pricing on Form D : (Segment A)	30	
References: (Segment B)	20	
Geographic Area Covered: (Segment C)	20	
Service Facilities & Personnel: (Segment D)	20	
Restrictiveness of Documentation : (Segment E)	10	
Total:	100	

Note: Proposer shall address in depth each of the above criteria. Failure to do so may result in the bid being deemed non-compliant.

Specifications prepared by

**Houston-Galveston Area Council
Cooperative Purchasing Program**

For questions about this Invitation, please contact:

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