



MEMO

TO: Municipal Services Committee

FROM: Paula Vandehey, Director of Public Works *PAV*
Ross Buetow, Deputy Director/City Engineer
Paul DeBraul, Parking Supervisor

DATE: April 7, 2016

SUBJECT: **Award the Purchase and Installation of Appleton's Parking Access and Revenue Control System to TAPCO in an amount not to exceed \$650,000.**

The 2016 Parking Utility Budget includes funds to convert three (3) parking ramps to a pay-on-exit system. The new Parking Access and Revenue Control System includes the following features:

- Entry stations that include bar-code scanners
- Pay on foot stations that accept credit cards and currency
- Pay in exit lane stations that accept credit cards
- Permit system
- Validation system for pre-paid or reduced fee options
- Intercom system for equipment and operator error
- New gate arms
- New signage
- Software, permit cards, receipt paper, etc.

The Department of Public Works received three (3) qualified responses to our Request For Proposals from TAPCO (TIBA Parking Systems Equipment), HUB (DATAPARK Parking Systems Equipment), and AMANO McGANN. The base bids were:

HUB (DATAPARK) = \$736,247.00
TAPCO (TIBA) = \$737,697.00
AMANO McGANN = \$927,929.00

After opening bids, City staff met with our Downtown Stakeholder Team to determine details (such as the desire for a Hotel Room Card Control System versus a Barcode Validation System) and created a follow-up question list for the vendors. These clarifying decisions lead to some significant credits from the vendors.

Although we were very pleased with all proposals received, we are recommending award to TAPCO based on the following:

1. TAPCO's credits, based on the Downtown Stakeholder Team feedback, resulted in the lowest overall bid.
2. Recent relevant Wisconsin Projects including Monona Terrace Convention Center, Froedtert Memorial Hospital and City of Sheboygan
3. Positive past experience with both TAPCO parking and traffic equipment
4. TAPCO's familiarity with our existing Parking Facilities and operations
5. Barcode validation system offers unlimited options for our diverse customer base
6. Offers the fastest emergency response time required in the Request For Proposals
7. Stocking of spare parts is minimized as TAPCO's Service Department is available 24/365 and is located in Brown Deer, WI.
8. Lowest post-warranty maintenance agreement fees for 5-year period
9. Lowest hourly billing rate for post-warranty maintenance

Therefore, we request approval for the Purchase and Installation of Appleton's Parking Access and Revenue Control System to TAPCO in an amount not to exceed \$650,000.