

Staff Summary Report

Council Meeting Date: 09-11-2008

Agenda Item Number: _____

SUBJECT: Request to award three-year contracts with two, one-year renewal options to Global Traffic Technologies and Southwest Traffic Systems for traffic signal preemption equipment.

DOCUMENT NAME: 20080911fslg05 **PURCHASES (1004-01)**

SUPPORTING DOCS: Yes

COMMENTS: (RFP #09-006) Total cost for these contracts shall not exceed \$500,000 during the initial contract period.

PREPARED BY: Lisa Goodman, CPPB, Procurement Officer, 480-350-8533

REVIEWED BY: Michael Greene, CPM, Central Services Administrator, 480-350-8516
Glenn Kephart, Public Works Manager, 480-530-8205
Jim Decker, Intelligent Transportation System Coordinator, 480-350-8320

**LEGAL REVIEW AS
TO CONTRACT FORM**

ONLY: N/A

FISCAL NOTE: Sufficient funds have been appropriated in 6999879.

RECOMMENDATION: Award the contracts.

ADDITIONAL INFO: Request for Proposal (RFP) #09-006 was issued to establish a contract for the supply of traffic signal preemption equipment, which will reduce Fire Department response time for the cities of Chandler, Gilbert, Mesa and Tempe. Three proposals were received. An evaluation committee comprised of Public Works and Procurement staff reviewed the responses. Marlin Controls, Inc. submitted a proposal for alternative equipment and was deemed non-susceptible for award consideration. Global Traffic Technologies and Southwest Traffic Systems are recommended for award. The City of Tempe will act as an agent to purchase and distribute the equipment to other cities as outlined in the grant award.

Vendor's Proposal Offer

It is REQUIRED that Proposal Offeror COMPLETE, SIGN and SUBMIT the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Proposal Offer", late proposal response and/or a materially incomplete response will be considered non-responsive and rejected.

Proposal offeror is to type or legibly write in ink all information required below.

Proposal Offeror's Company Name	Global Traffic Technologies, LLC	
Company Mailing Address	7800 Third Street North, Bldg 100, St. Paul, MN 55128	
Company Street Address	7800 Third Street North, Bldg 100, St. Paul, MN 55128	
Proposal Offeror Contact	Ann Marie Seidl	Title Inside Sales
Contact's Phone No.	651-789-7338	E-mail Address annmarie.seidl@gtt.com
Proposal Offeror's Company Tax Information:		
Arizona Transaction Privilege (Sales) Tax No.	20181967	or
Arizona Use Tax No.	20181967	
Federal I.D. No.	56-2660311	
City & State Where Sales Tax is Paid	St. Paul	MN
In most cases we are tax exempt though, and will provide exemption number upon request.		

THIS PROPOSAL IS OFFERED BY

Authorized Proposal Offeror (Type or Print in ink) Brian J. Van Der Bosh

Proposal Offeror's Title (Type of Print in ink) CFO

Date 2/2/08

REQUIRED SIGNATURE OF AUTHORIZED PROPOSAL OFFEROR (Must Sign in Ink)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other offeror or potential offeror. Failure to sign and return this form with proposal offer will result in a non-responsive proposal.


Signature of Authorized Proposal Offeror

2/2/08
Date

Proposal Questionnaire

Please answer the questions listed below in the format provided. These questions will be used in the evaluation process. Additional pages may be used as long as the category and question numbers correspond.

OFFEROR EXPERIENCE AND CONTRACTOR SUPPORT

1. How long has your company been in business of updating fire preemption equipment and standardizing emergency preemption operations?

Effectively 30 + Years

2. What is your company's core business?

Global Traffic Technologies's mission is to use our proven technologies and innovative mindset to improve traffic management and safety all over the world through our Opticom TM and Canoga TM Brand lines.

3. Please specify your firm's assigned Contract Manager to complete this project.

Name: Ann Marie Seidl

Phone: 651-789-7338

Cellular Phone: 651-247-4158

E-mail Address: annmarie.seidl@gtt.com

4. Please provide the location of your sales and technical support office and specify all services to be performed out of this office. List the staff (team) that will be responsible for supporting the City of Tempe project, based upon your capabilities at the time of proposal opening. Provide a brief overview of the experience and background for each team member.

Sales Office Address: 7800 Third Street North, Bldg 100

St. Paul, MN 55128

Phone Number: 1-800-258-4610

Fax Number: 651-789-7334

Website: www.gtt.com

Project Staff:

Name: Mike Lemon, Systems Consultant

Phone: 480-221-5716

Mike Lemon is the state of Arizona's System Consultant has been in the traffic industry for the last 7 years.

Name: Gary Nourse, Project Manager

Phone: 651-789-7312

Gary has been a project manager for the last 14 years, and has been within the traffic industry for the last twelve.

Name: Ann Marie Seidl, Inside Sales

Phone: 651-789-7338

Ann Marie has had two years of experience working with customers within the public

5. Please provide and explain any training, if available, for specific products being proposed. If training is not supplied directly by your company, please provide details regarding training organization and describe the relationship with the training organization. Training costs shall be also provided.

There is a driver preparation training CD provided free of charge, which is meant for the department trainers. We also offer extensive intersection installation training (\$5000 and vehicle installation training (\$5000).

6. Verify the proven, safe operation of the system's infrared communication technology.
 I have attached a copy of the Federal Highway Administration's 2006 study entitled "Traffic Signal Preemption for Emergency Vehicles" which documents numerous successful deployments of our Opticom Infrared System. It can also be seen at the web site listed below,
http://www.gtt.com/PDF/TPR_TSP_A_Cross_Cutting_Study_FHWA.
7. Please provide the location of your maintenance facility and list all trained and certified technicians available to the City and specify all applicable certifications for each technician.
 Our maintenance facility is located here, at 7800 Third Street North, St. Paul, MN 55128.
 Our Technical Service Engineer, Pat Cosgrove, is IMSA Technician level 3 certified. He has been supporting Opticom for 10 years and has developed our training certification program.
 Dan Eichman and Junior Jimenez, who are our local technicians have been certified by Pat to work on our Opticom IR.
8. Provide a list of the manufacturer's user agencies having experience interfacing priority control equipment with electromechanical solid state and programmable controller type.
 Through the inquiry period, it was found that the electromechanical controllers were no longer in place.

REFERENCES

Please list three (3) customers for whom your firm has provided services of a similar scope as identified in this RFP, during the last 24 months. Include the length of any contracts listed.

Firm's Name: Prince William County Department of Fire and Rescue
 Address: #1 County Complex Court, Prince William, VA 22192
 Contact Person and Phone #: Battalion Chief Matt Smolsky Phone: (703) 792-6363 msmolsky@pwcgov.org
 Length of Contract: 3 + Years

Firm's Name: City of Mesa
 Address: 320 East Sixth Street, Mesa, AZ 85211-1466
 Contact Person and Phone #: Arthur Dock, Transportation Signal Systems Analyst Phone : (480) 644-3128
 Length of Contract: 5 + Years arthur.dock@cityofmesa.org

Firm's Name: City of Kingman - Kingman Fire Department
 Address: 310 North 4th Street, Kingman, AZ 86401
 Contact Person and Phone #: Chief Chuck Osterman Phone : (928) 753-2891 costerman@ci.kingman.az.us
 Length of Contract: 2 Years

FINANCIAL STABILITY/WARRANTY

1. Demonstrate your firm's ability to finance ongoing technical support, written product warranties and responsibility for product failure.
2. Explain your company's return policy.
Please see the question number three.

3. What warranty is included on the system that you are offering from the various product manufacturers?
The first five years are under our basic warranty, which states that it will repair, replace,
or refund any amounts paid for any Opticom infrared system component found to be defective
in materials or manufacture within (5) years from shipment from GTT. If it between 6-10 years
of shipment, it falls within our extended coverage where we will provide a functioning replacement
component at a standard charge per unit. Our warranty statement can be seen attached.

4. What warranty does your company offer over and above the manufacturers' warranties?
None

5. Provide copies of your firm's previous two (2) years corporate financial statements (audited financials are preferred).
Proposal Questionnaire, Financial Stability/Warranty Section, Items 1 & 5: GTT can only supply financial records for 2007 since GTT, LLC was only incorporated in June of 2007. This information is proprietary and not for public disclosure. GTT will supply 2007 records if formally requested and held confidentially
CONTRACT EXECUTION

1. What percentage of this project will your company directly complete? 100 %
Upon receipt of a scope of work, on a per project basis, the installation will be quoted out and installed by a GTT certified technician. There was no project indicated in this RFP.

2. What percentage of this project will your company sub-contract to others? _____ %

3. List sub-contractors, if applicable and provide a brief detail of their relevant experience as it relates to this project:

4. Will your sub-contractors meet the City's insurance requirements?
Yes _____ No _____

5. Based on the products offered, what are the service and support capabilities of your company? Will you be providing these services and support activities directly or will you be using third party vendors?

6. List your project team and elaborate on your strategy to complete this project.

7. List your service team and elaborate on your strategy to maintain this installation.

COMPLIANCE TO TERMS AND CONDITIONS

1. Does your company agree to all terms, conditions, and scope of work of this RFP?

Yes x No _____

If no, please explain Clarifications

Specification A, Section V.B and Sections VI. A & B: GTT will supply equipment for bench testing if requested, all other equipment will ship after receiving the Purchase Order.
Proposal Questionnaire, Financial Stability/Warranty Section, Items 1 & 5: GTT can only supply financial records for 2007 since GTT, LLC was only incorporated in June of 2007. This information is proprietary and not for public disclosure. GTT will supply 2007 records if formally requested and held confidentially.

2. If selected, will your company follow all invoicing/billing requirements?

Yes x No _____

3. If selected, will your company allow other government agencies to utilize this Contract?

Yes x No _____

4. If selected, will your company comply with the Insurance requirements as outlined in the Special Terms and Conditions section of this RFP?

Yes X No _____

If so, provide name of the firm and "Best's" rating.

PRICE SHEET

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
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Specification A

1.	Data-Encoded Emitter	15	Each	\$ 995.00	\$ 14,925.00
	<u>792H 78-8113-4540-0</u>				
	Manufacturer and Part Number			401.50	150,562.50
				456.50	171,187.50
2.	Infrared Detector (single and multi channel)	375	Each	\$ 636.90	\$ 238,837.50
	<u>711 78-8095-3852-9</u>				
	<u>721 78-8095-8853-7</u>				
	<u>722 78-8095-3854-7</u>				
	Manufacturer and Part Number			0.41/ft	
3.	Detector Cable	100	500' Reels	\$ 205.00	\$ 20,500.00
	<u>138-500 78-8009-6556-4</u>				
	Manufacturer and Part Number				
4.	Phase Selector (Two channel)	175	Each	\$ 1,758.75	\$ 307,781.25
	<u>752 78-8113-4700-0 (includes 757 harness 1:1 ratio when ordered with Phase Selector)</u>				
	Manufacturer and Part Number				
5.	System Software		Each	\$ _____	\$ Free Online
	<u>Downloadable for free online @ www.gtt.com</u>				
	Manufacturer and Part Number				
6.	Card Rack		Each	\$ 168.00	\$ _____
	<u>760 78-8114-5300-6</u>				
	Manufacturer and Part Number				
7.	Electromechanical Card		Each	\$ _____	\$ _____
	<u>No Bid - No longer manufacturing and was identified as not being needed in inquiry period.</u>				
	Manufacturer and Part Number				

Installation costs are not included on this RFP. They will be compiled after a scope of work is completed on a per project basis. There was no project/scope of work indicated within the RFP.

Specification B

1.	Optical Emitter	15	Each	\$ _____	\$ _____
	<u>Manufacturer and Part Number</u>				
2.	Optical Detector (single and multi channel)	375	Each	\$ _____	\$ _____
	<u>Manufacturer and Part Number</u>				
3.	Optical Detector Cable	100	500' Reels	\$ _____	\$ _____
	<u>Manufacturer and Part Number</u>				

Company Name: _____

PRICE SHEET

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
4.	Phase Selector (Two channel) _____ Manufacturer and Part Number	175	Each	\$ _____	\$ _____
5.	System Software _____ Manufacturer and Part Number		Each	\$ _____	\$ _____
6.	Card Rack _____ Manufacturer and Part Number		Each	\$ _____	\$ _____
7.	Electromechanical Card _____ Manufacturer and Part Number		Each	\$ _____	\$ _____

* Applicable Tax _____ %

*** State correct jurisdiction to receive sales tax on the Vendor's Bid Offer, form CS-P201 (B) included in this Invitation for Bid document.**

Less prompt payments discount terms of 1.0% 10 days/ or Net 30 days. (To apply after receipt and acceptance of an itemized monthly statement.) For bid evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than 30 days from receipt of statement.

Ordering and Invoice Instructions

In order to facilitate internal control and accounting, each City Department will order and must be invoiced separately. Monthly invoices must be segregated by City Department number and mailed or delivered directly to the City Customer Department. For most materials, there will be between three - (3) and six - (6) ordering departments. At the time an order is placed, the contractor must obtain the ordering department's cost center numbers for billing purposes. The use of the department's cost center numbers will be in addition to the purchase order number. Once a month, the contractor shall submit a consolidated statement which shall itemize the invoice numbers, invoice date, invoice amounts, and the total amount billed to Accounting. Discount offering will be based upon days from receipt of the consolidated monthly statement. Invoice(s) shall not show previous balances.

Invoices shall include:

1. Listing Of All Delivery/Pickup Receipt Numbers Being Invoiced.
2. Total Cost Per Item.
3. Applicable Tax.
4. Payment Terms.
5. Blanket Purchase Order Number.

Global Traffic Technologies Opticom™ Infrared System

Warranty and Extended Coverage, USA

Under the Opticom Infrared System Five/Ten Plan, you can expect low maintenance costs, Global Traffic Technologies' (GTT) continued support and technical expertise and future system operability. GTT stands behind its systems.

Description	Opticom™ Infrared System
Total Coverage	10 Years
Basic Coverage	5 Years — Basic Warranty
Extended Coverage	Additional 5 Years with standard repair charge* Components Covered: <ul style="list-style-type: none">• Intersection Components:<ul style="list-style-type: none">– Detectors and Phase Selectors• Vehicle Components:<ul style="list-style-type: none">– Emitters Series 592, 4592, 9592, 492, 792 *Repair charge determined at the time of service.
Future System Operability Coverage	10 Years Subject to the terms of this document, GTT warrants that, during the applicable warranty coverage period, Opticom infrared system components will be available to continue to provide, in all material respects, at least the same level of system operability and functionality as such system provided as of the effective date (such operability and functionality to be determined by reference to applicable GTT documentation provided with such system when shipped by GTT).
Terms and Limitations of Coverage	See complete terms under Terms of Repair Service Warranty Coverage section.
Component Information	The Opticom infrared system integrates an array of matched components. The use or integration of any GTT product with any non-GTT product shall void all GTT warranties with respect to such GTT product. GTT has designed, developed and tested Opticom infrared system components as part of a matched component system. To assure system integrity, the emitters, detectors, detector cables, phase selectors/discriminators and system software must be GTT components.

TERMS OF REPAIR SERVICE WARRANTY COVERAGE

The warranty and extended coverage for the Opticom™ Infrared System is described below:

IMPORTANT NOTICE TO PURCHASER

EXCEPT FOR THE LIMITED WARRANTIES SET FORTH IN THIS DOCUMENT, GTT MAKES NO OTHER WARRANTIES AND EXPRESSLY DISCLAIMS ALL OTHER WARRANTIES, WHETHER EXPRESS OR IMPLIED, INCLUDING, WITHOUT LIMITATION, ANY WARRANTY AS TO MERCHANTABILITY OR FITNESS FOR A PARTICULAR USE.

Basic Coverage: Under the Five/Ten plan, Global Traffic Technologies (GTT) will, at its sole option repair, replace or refund any amounts paid for any Opticom infrared system component found to be defective in materials or manufacture within five (5) years from the date of shipment from GTT.

Extended Coverage: Under the Five/Ten plan, GTT will provide a functioning replacement component at a standard charge per unit for an additional five (5) years.

Future System Operability Coverage: Under the Five/Ten Plan, GTT warrants future system operability coverage as described herein.

Coverage Limitations: The warranties set forth in this document shall not apply to (A) incandescent lamps (confirmation lights) or (B) to any Opticom infrared system components which have been (1) repaired or modified by persons not authorized by GTT; (2) subjected to incorrect installation, misuse, neglect or accident; (3) damaged by extreme atmospheric or weather-related conditions; or (4) subject to events or use outside the normal or anticipated course.

IN NO EVENT SHALL GTT BE LIABLE FOR ANY INJURY (INCLUDING, WITHOUT LIMITATION PERSONAL INJURY), DEATH, LOSS, OR DAMAGE (INCLUDING, WITHOUT LIMITATION PROPERTY DAMAGE), WHETHER DIRECT, INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL, OR OTHERWISE, ARISING OUT OF THE USE OR INABILITY TO USE, REPAIR OR FAILURE TO REPAIR, ANY GTT PRODUCT. REGARDLESS OF THE LEGAL THEORY ASSERTED. THE REMEDIES SET FORTH IN THIS DOCUMENT ARE EXCLUSIVE.

Sale and use of the Opticom infrared system is expressly restricted to authorized agencies of government customers, within their specific jurisdictions. However, because the infrared signal generated by the Opticom infrared system is not exclusive, GTT does not warrant exclusive activation by purchaser. Authorized users who desire to use or coordinate use of the Opticom infrared system with that of other jurisdictions must first obtain the prior written approval of each authorized user in the jurisdiction where use is sought.

Basic Coverage shall terminate upon emitter "flash counts" of three hundred (300) million or five (5) years, whichever first occurs. Vehicle components that exceed Basic Coverage in less than five (5) years receive Extended Coverage for the remainder of the Five/Ten Plan, and total coverage continues to be ten (10) years.

U.S. Warranty Claim Process: Contact your authorized Opticom system dealer, or contact GTT technical service at 1-800-258-4610. Outside the United States please contact our headquarters in St. Paul, MN at +1 651-789-7333 for assistance in locating an authorized repair facility servicing your country.



Global Traffic Technologies, LLC
7800 Third Street North
St. Paul, Minnesota 55128-5441
1-800-258-4610
651-789-7333
www.gtt.com

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76-0100-1000-2(A)
Document updated: November 2007



Global Traffic Technologies

Technical Service
 1-800-258-4610 ext: 3 (United States)
 1-519-868-9199 (Canada)
 1-651-789-7333 (International)

Warranty Service & Equipment Returns:

Global Traffic Technologies
 Attn: Service & Repair Department
 7800 Third Street North, Bldg. 100
 St. Paul, MN 55128-5441

Phone: 1-800-258-4610-Ext: 2
 Phone: 1-651-789-7323
 Fax: 651-789-7334
 E-Mail: serviceandrepair@gtt.com

Customer Information	Customer's Internal Reference Number (optional):	Authorized Signature:
	Customer (Name)(Ship to):	Date:
	Address (ship to address) (no P.O. Box):	Phone Number (include Area Code):
	City - State - Zip - Country:	Fax Number (include Area Code): (e-mail) _____
	Bill to Name-Address if different from above:	Name: : (e-mail):
Product Information	Product Model Number(s):	Product Serial Number(s):
	Installation Location (<i>Intersection Name, Vehicle ID, etc.</i>):	Mounting Location (<i>Controller Type, Roof Mount, etc.</i>):
Detailed Problem Description	Please check appropriate box(s) <u>and</u> provide detailed problem description below:	
	<input type="checkbox"/> Out of Box Failure - (<i>does not work, specify below</i>)	<input type="checkbox"/> Diagnostic Light or LED Indication - (<i>specify below</i>)
	<input type="checkbox"/> Damaged as Received - (<i>shipping damage</i>)	<input type="checkbox"/> Natural Disaster - (<i>Lightning, Flood, etc., specify below</i>)
	<input type="checkbox"/> Will not Power-up - (<i>specify below</i>)	<input type="checkbox"/> Replaced on Recommendation - (<i>by GTT Tech. Service</i>)
	<input type="checkbox"/> Will not Detect - (<i>specify channels, etc. below</i>)	<input type="checkbox"/> Special Request or Upgrade - (<i>specify below</i>)
	<input type="checkbox"/> Will not Flash - (<i>specify below</i>)	<input type="checkbox"/> Will not place calls - (<i>specify below</i>)
	<input type="checkbox"/> Intermittent Problem - (<i>specify below</i>)	<input type="checkbox"/> Other - (<i>specify below</i>)
Please provide detailed problem description (symptoms, operating characteristics, etc.):		
Please Select Warranty Service Request Option	<input type="checkbox"/> Normal Warranty Repair Service - (Customer wishes to retain their unit and serial number, if possible)* Customer sends defective unit, along with this completed form to Global Traffic Technologies (GTT) Warranty Repair Facility listed above. GTT will verify warranty status, troubleshoot, repair, test and return the customer's unit ASAP. *If customer's unit cannot be repaired, GTT reserves the right to substitute an equivalent refurbished or new unit (remaining warranty period transferred to replacement unit). Charge will apply during extended warranty coverage period, contact repair facility for details or quote	
	<input type="checkbox"/> "Quick-Turn" Warranty Exchange Service - (Customer will accept a warranted replacement unit) Available for Models 250 series, 450 series, 492 series, 4592, 592, 702, 711, 721, 722, 750 series 792 series, C800 series, C920 series, TMC 940 series, 9592, and 1000 series Opticom™ GPS Customer Faxes or e-mails this form to the GTT Repair Facility, with agreement to <u>promptly return defective unit when replacement arrives.</u> GTT will verify warranty status and send a refurbished or new unit (via express delivery) in exchange for the defective unit. <ul style="list-style-type: none"> • Charge may apply during extended warranty coverage period, contact repair facility for details or quote • The period of warranty remaining on the returned unit will automatically be transferred to the replacement unit. • Upon receipt of the replacement unit, customer agrees to <u>repackage the defective unit</u> in the replacement unit's shipping carton and return it to GTT within 10 working days to avoid being invoiced for full purchase price of the unit. 	
GTT Internal Use only	Date Service Request Received:	Date Defective Unit(s) Received:
	Warranty Status:	Replacement Model No(s):
	Invoice Date (if applicable):	Replacement Serial No(s):
	Invoice No. (if applicable):	Return Authorization No:

Original

Vendor's Proposal Offer

It is REQUIRED that Proposal Offeror COMPLETE, SIGN and SUBMIT the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Proposal Offer", late proposal response and/or a materially incomplete response will be considered non-responsive and rejected.

Proposal offeror is to type or legibly write in ink all information required below.

Proposal Offeror's Company Name	<u>Southwest Traffic Systems</u>		
Company Mailing Address	<u>4402 E Kiva St</u>		
Company Street Address	<u>4402 E Kiva St</u>		
Proposal Offeror Contact	<u>Fred Roush</u>	Title	<u>President</u>
Contact's Phone No.	<u>480-706-7987</u>	E-mail Address	<u>froush@southwesttraffic.com</u>
<u>Proposal Offeror's Company Tax Information:</u>			
Arizona Transaction Privilege (Sales) Tax No.	<u>07-481216-G</u>	or	
Arizona Use Tax No.	_____		
Federal I.D. No.	<u>86 0766019</u>		
City & State Where Sales Tax is Paid	<u>Phoenix</u>		<u>AZ</u>

THIS PROPOSAL IS OFFERED BY

Authorized Proposal Offeror (Type or Print in ink) Fred Roush

Proposal Offeror's Title (Type of Print in ink) President

Date 7-24-08

REQUIRED SIGNATURE OF AUTHORIZED PROPOSAL OFFEROR (Must Sign in Ink)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other offeror or potential offeror. Failure to sign and return this form with proposal offer will result in a non-responsive proposal.

Fred Roush
Signature of Authorized Proposal Offeror

July 24, 2008
Date

Form 201-B (RFP)
(H/RFP 3-2002)

Proposal Questionnaire

Please answer the questions listed below in the format provided. These questions will be used in the evaluation process. Additional pages may be used as long as the category and question numbers correspond.

OFFEROR EXPERIENCE AND CONTRACTOR SUPPORT

1. How long has your company been in business of updating fire preemption equipment and standardizing emergency preemption operations?

14 Years

2. What is your company's core business?

The sale of various traffic products including optical pre-emption, video detection, traffic cabinets & controllers.

3. Please specify your firm's assigned Contract Manager to complete this project.

Name: Jason Shadle

Phone: 951-541-9943

Cellular Phone: 951-704-3586

E-mail Address: jshadle@southwesttraffic.com

4. Please provide the location of your sales and technical support office and specify all services to be performed out of this office. List the staff (team) that will be responsible for supporting the City of Tempe project, based upon your capabilities at the time of proposal opening. Provide a brief overview of the experience and background for each team member.

Sales Office Address: 4402 E Kiva St

Phoenix, AZ 85044

Phone Number: 480-961-7000

Fax Number: 480-961-0404

Website: _____

Project Staff:

Name: Jason Shadle

Phone: 951-541-9943

Name: Chris Mcpherson

Phone: 480-961-7000

Name: Tony Holliday

Phone: 480-961-7000

5. Please provide and explain any training, if available, for specific products being proposed. If training is not supplied directly by your company, please provide details regarding training organization and describe the relationship with the training organization. Training costs shall be also provided.

Southwest Traffic Systems will provide training prior to, during and after the sale at a nominal costs.

6. Verify the proven, safe operation of the system's infrared communication technology.
Tomar Electronics has been successfully providing safe optical pre-emption technology since 1985 to various
customers world wide.
-
7. Please provide the location of your maintenance facility and list all trained and certified technicians available to the City and specify all applicable certifications for each technician.
Tomar Electronic provides a maintenance facility for all its products in Gilbert, Arizona.
Southwest Traffic Systems which is located in Phoenix is the distributor for Tomar products and
will be the direct contact for maintenance/technical issues that may occur.
Jason Shadle has been providing these services for Southwest Traffic Systems for two years
8. Provide a list of the manufacturer's user agencies having experience interfacing priority control equipment with electromechanical solid state and programmable controller type.
Gilbert, Arizona Glendale, Arizona Sun City, Arizona Palm Springs, California.
-

REFERENCES

Please list three (3) customers for whom your firm has provided services of a similar scope as identified in this RFP, during the last 24 months. Include the length of any contracts listed.

Firm's Name: City of Phoenix
 Address: 200 W Washington Street 6th Floor Phoenix, AZ 85003
 Contact Person and Phone #: Richard Jerina 602-495-5885
 Length of Contract: Ongoing

Firm's Name: City of Avondale
 Address: 395 E Lower Buckeye Rd Avondale, AZ 85323
 Contact Person and Phone #: Gus Woodman 623-932-2930
 Length of Contract: Ongoing

Firm's Name: City of Palm Springs
 Address: 3200 E Tahquitz Canyon Way Palm Springs, CA 92263
 Contact Person and Phone #: Richard Jenkins 760-323-8253 x8739
 Length of Contract: Ongoing

FINANCIAL STABILITY/WARRANTY

1. Demonstrate your firm's ability to finance ongoing technical support, written product warranties and responsibility for product failure.
2. Explain your company's return policy.
Most of Tomar's pre-emption products come with a "Full 10 year warranty. If something does go wrong with any
of the products. Customer can contact Southwest Traffic Systems. For most cases the customer will only be responsible for any
Shipping costs.

3. What warranty is included on the system that you are offering from the various product manufacturers?
 A full 10 year Manufacturers replacement Warranty.

4. What warranty does your company offer over and above the manufacturers' warranties?
 N/A. The manufacturer offers an unprecedented 10 year warranty.

5. Provide copies of your firm's previous two (2) years corporate financial statements (audited financials are preferred).

CONTRACT EXECUTION

1. What percentage of this project will your company directly complete? 100 %
2. What percentage of this project will your company sub-contract to others? 0 %
3. List sub-contractors, if applicable and provide a brief detail of their relevant experience as it relates to this project:
 N/A. Southwest Traffic Systems will providing all products needed for the project,
 Subcontractors will not be needed to supply any products

4. Will your sub-contractors meet the City's insurance requirements?
 Yes N/A No _____
5. Based on the products offered, what are the service and support capabilities of your company? Will you be providing these services and support activities directly or will you be using third party vendors?
 Southwest Traffic Systems is located in Phoenix, AZ and will supply technical support before, during and after the sale of the products.

6. List your project team and elaborate on your strategy to complete this project.
 Jason Shadle (Sales Manager) will be working with Tomar and the customer to make sure that all items are shipped and/or ordered on time. We will also be available for technical support should it be needed before, during and after the sale.

7. List your service team and elaborate on your strategy to maintain this installation.
 Jason Shadle, Tony Holliday and Chris Mcpherson of Southwest Traffic Systems will be available Monday -Friday (8am-5pm) and will provide assistance for the customer to make sure that all products maintain proper operation before, during and after the sale. Our strategy is to make sure that we maintain a close relationship with the customer and to maintain the installation of the Tomar Products.

COMPLIANCE TO TERMS AND CONDITIONS

1. Does your company agree to all terms, conditions, and scope of work of this RFP?

Yes No

If no, please explain

2. If selected, will your company follow all invoicing/billing requirements?

Yes No

3. If selected, will your company allow other government agencies to utilize this Contract?

Yes No

4. If selected, will your company comply with the Insurance requirements as outlined in the Special Terms and Conditions section of this RFP?

Yes No

If so, provide name of the firm and "Best's" rating.

Company Name: Southwest Traffic Systems

PRICE SHEET

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
Specification A					
1.	Data-Encoded Emitter No Bid _____ Manufacturer and Part Number	15	Each	\$ _____	\$ <u>0</u>
2.	Infrared Detector (single and multi channel) No Bid _____ Manufacturer and Part Number	375	Each	\$ _____	\$ <u>0</u>
3.	Detector Cable No Bid _____ Manufacturer and Part Number	100	500' Reels	\$ _____	\$ <u>0</u>
4.	Phase Selector (Two channel) No Bid _____ Manufacturer and Part Number	175	Each	\$ _____	\$ <u>0</u>
5.	System Software No Bid _____ Manufacturer and Part Number		Each	\$ _____	\$ <u>0</u>
6.	Card Rack No Bid _____ Manufacturer and Part Number		Each	\$ _____	\$ <u>0</u>
7.	Electromechanical Card No Bid _____ Manufacturer and Part Number		Each	\$ _____	\$ <u>0</u>
Specification B					
1.	Optical Emitter TOMAR 3060 _____ Manufacturer and Part Number	15	Each	\$ <u>599.00</u>	\$ <u>8,985.00</u>
2.	Optical Detector (single and multi channel) TOMAR 2091-SD _____ Manufacturer and Part Number	375	Each	\$ <u>275.00</u>	\$ <u>103,125.00</u>
3.	Optical Detector Cable TOMAR M913 _____ Manufacturer and Part Number	100	500' Reels	\$ <u>250.00</u>	\$ <u>25,000.00</u>

Company Name: Southwest Traffic Systems

PRICE SHEET

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
4.	Phase Selector (Two channel) <u>TOMAR 3080-M2SPM</u> Manufacturer and Part Number	175	Each	\$ <u>1,100.00</u>	\$ <u>192,500.00</u>
5.	System Software <u>TOMAR OSPSoft</u> Manufacturer and Part Number	1	Each	\$ <u>60.00</u>	\$ <u>60.00</u>
6.	Card Rack <u>TOMAR 1881</u> Manufacturer and Part Number	1	Each	\$ <u>125.00</u>	\$ <u>125.00</u>
7.	Electromechanical Card <u>No Bid</u> Manufacturer and Part Number		Each	\$ <u>0</u>	\$ <u>0</u>

* Applicable Tax 8.3 %

* State correct jurisdiction to receive sales tax on the Vendor's Bid Offer, form CS-P201 (B) included in this Invitation for Bid document.

Less prompt payments discount terms of ___ % ___ days/ or Net 30 days. (To apply after receipt and acceptance of an itemized monthly statement.) For bid evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than 30 days from receipt of statement.

Ordering and Invoice Instructions

In order to facilitate internal control and accounting, each City Department will order and must be invoiced separately. Monthly invoices must be segregated by City Department number and mailed or delivered directly to the City Customer Department. For most materials, there will be between three - (3) and six - (6) ordering departments. At the time an order is placed, the contractor must obtain the ordering department's cost center numbers for billing purposes. The use of the department's cost center numbers will be in addition to the purchase order number. Once a month, the contractor shall submit a consolidated statement which shall itemize the invoice numbers, invoice date, invoice amounts, and the total amount billed to Accounting. Discount offering will be based upon days from receipt of the consolidated monthly statement. Invoice(s) shall not show previous balances.

Invoices shall include:

1. Listing Of All Delivery/Pickup Receipt Numbers Being Invoiced.
2. Total Cost Per Item.
3. Applicable Tax.
4. Payment Terms.
5. Blanket Purchase Order Number.

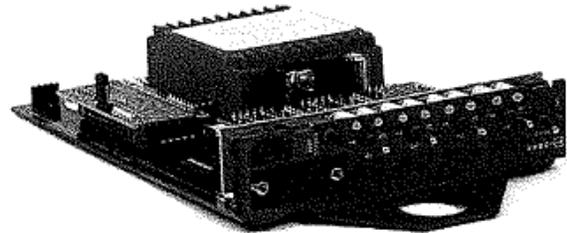
3080 OSP CARD AND CARD CAGE

The 3080 Optical Signal Processor (OSP) is TOMAR's mid-range OSP providing the advanced detection and discrimination of all 3000 Series OSP's with improved system security and upgradability. Installed inside the traffic cabinet, the 3080 provides power for 209X Optical Detectors, receives and prioritizes signals from the detectors, and optically isolates the preemption channels.

The 3080 responds on a first-come, first-served basis to optical signals from vehicles within two signal bands. Emergency band signals are typically emitted by emergency vehicles to effect a preemption of normal traffic control timing and are given the highest priority to allow rapid emergency response with enhanced safety.

Transit band signals are generally emitted by transit or other non-emergency municipal vehicles to effect a priority change for the vehicle's approach direction without necessarily interrupting traffic control timing.

The 3080 OSP is compatible with NEMA TS-1, TS-2, and CA/NY 170, and 2070 controllers and meets all NEMA and CalTrans environmental requirements. The 3080 plugs directly into a 170 input file without any additional hardware and does not use the internal 24VDC cabinet power. For NEMA cabinets without prewired preemption slots, the TOMAR model 1881 rack provides the necessary hardware and harnessing to allow simple connection to detector outputs and controller inputs.



3080 OSP

The TOMAR 3080 Optical Signal Processor offers the following features and benefits:

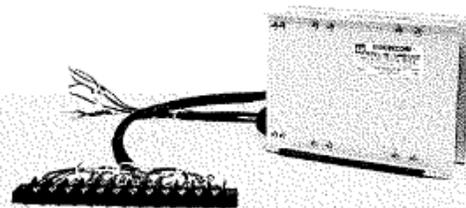
Modular construction allows tool-less field repair and firmware upgrades. Competitive products must be returned to the factory for proper repair.

Plug-and-Play Firmware allows the ability to add preemption channels or other accessories in the field without manual configuration. This allows you to buy only what is needed today and add more capability later, saving precious funds.

Active Reflection Suppression prevents cross street preemption due to reflected emitter technology. Only TOMAR's advanced, digital signal processing can eliminate this troublesome side effect making system installation and setup far less critical.

Preemption channel disconnect switches allow the preemption outputs from the 3080 to be physically disconnected from the controller inputs during setup and testing. This allows traffic technicians the ability to perform all system setups and testing without disrupting traffic flow.

The 1881 Card Cage provides all the necessary hardware and harnessing required to allow the simple wiring of the 3140 card to the detector outputs and controller inputs. The 1881 is equipped with two 60" long cables which are wired to the controller. The first cable carries all 115 VAC power wiring, safety ground, and card outputs. The second cable is terminated to a 12 point terminal block which is typically mounted in the wiring compartment of the cabinet. The detectors are then connected to the terminal block.



1881 Card Cage and Harness

3080 OSP Card and Card Cage

True 10 Year Warranty:

The 3080 OSP and all STROBECOM II components are covered under the 10 year warranty. Unlike other manufacturers, TOMAR's warranty has NO FEES or charges for warranty repairs.

Specifications for OSP Card

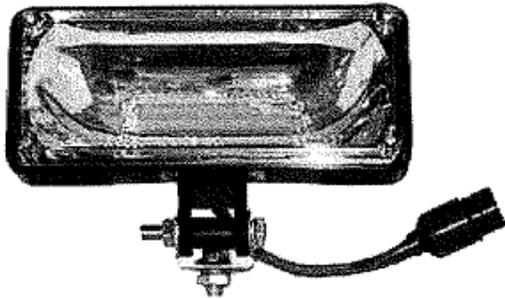
Item	Description
Signal	The 3080 shall be capable of receiving and prioritizing the Emergency and Transit signals transmitted by TOMAR 2060, 3060 or 3065 emitters. The 3080 shall be configurable via a jumper on the control module, to accept or reject older non-coded optical signals.
Signal Acquisition Time	Typical signal acquisition time shall be approximately 2.5 seconds. Acquisition time will vary depending upon the number of signals present simultaneously and on the density of optical noise.
Simultaneous Signals	Each signal processor module shall be capable of receiving 10 signals simultaneously. Additional simultaneous signals will be ignored.
Range	2500 feet maximum adjustable down to 200 feet in 255 steps for each signal band.
Range Adjustment	Range adjustment shall be accomplished via front panel switches and emitter.
Priority Determination	Signals in the Emergency signal band shall be given priority over signals in the Transit signal band. Signals in the same band shall be serviced on a first-come, first-served basis.
Output Signals	The 3080 shall provide four optically isolated output channels for placing calls on the traffic controllers preempt inputs. All output signals shall comply with NEMA signal level definitions.
Max Call Timer	Each channel shall be equipped with a MAX CALL TIMER which will disable a channel's response to an emitter code should that code remain within range for more than 2 minutes. Once the emitter is shut off for 10 seconds or more the channel shall again respond to that emitter.
Electrical Requirements	120VAC 50/60 Hz
Temperature Range	-40 degrees Celsius to +75 degrees Celsius
Transient Protection	Input power shall be MOV and fuse protected from line transients.
Fusing	Input power connections shall be fused at 1/2 amp to prevent cabinet wiring damage in the event of an electrical failure.

Specifications for 1881 Card Cage and Harness

Item	Description
Mechanical	Height 5.80" (147.3mm) Length 8.06" (204.7mm) Width 2.90" (73.7mm)
Mounting	The 1881 can sit on mounting feet atop a shelf or can be hung, using the mounting holes in the top flange, under a shelf.
Construction	Anodized aluminum with upper mounting flange and lower mounting feet. Open frame with single 22/44 card edge connector and 60" long controller and detector terminal block cables.

NOTICE: The sale of these items are restricted to state and local governments and to authorized distributors only.

3060 PREEMPTION EMITTER



3060 Emitter

The model 3060 STROBECOM II preemption emitter is used on authorized vehicles to activate TOMAR STROBECOM® or competitive optical preemption and priority control systems. The 3060 is self-contained, weather resistant, and operates on 12 or 24 VDC vehicle power. Configured via optional software, the 3060 can emit any of 65,000 vehicle ID's of either Emergency Band (high) or Transit Band (low) priorities. The 3060 is equipped with continuous self-diagnostics with visual feedback and a highly adaptable automatic disable system to prevent intersection lockup. An optional visible light filter can be added to make emitter operation invisible on undercover, transit, or maintenance vehicles.

Features and Benefits:

- Self-contained, potted emitter assembly
- Hermetically sealed lamp
- Power and control cable included
- Waterproof connectors
- Control switch and indicator included
- Low power mode for transit applications
- Disable feature can be latching/non-latching, GND or +BAT polarity

10 Year Warranty

This product is covered by TOMAR's standard warranty except that the warranty period is extended to 10 years for the power supply.

NOTICE:

The sale of these items are restricted to state and local governments and to authorized distributors only.

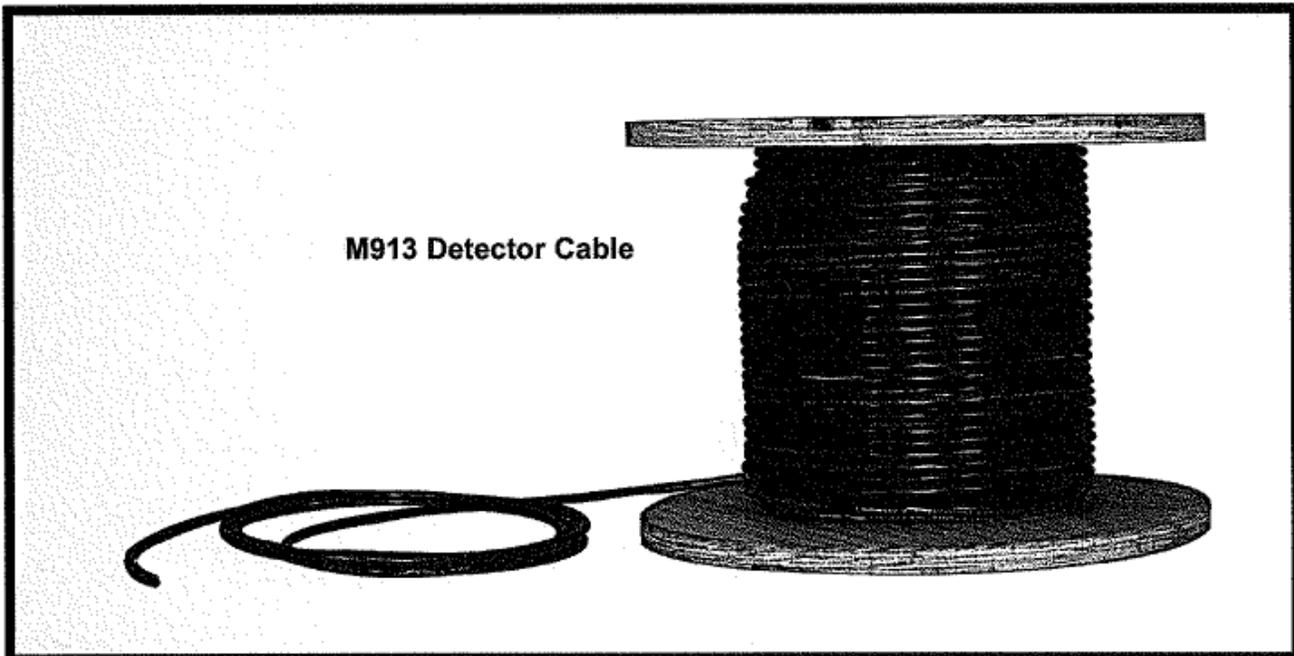
Specifications

Item	Description
Range	2500 feet in high power 1000 feet in low power
Output	Xenon flash compatible with TOMAR STROBECOM and competitive, non-coded, preemption equipment.
Power Requirements	Input voltage: 9 to 30VDC Input current: 2.8A average @ 12.8V, 1.4A average @ 25.6V
Construction	3060: Black UV stabilized glass filled Lexan® polycarbonate, polyurethane encapsulated electronics 3060-CHROME: Automotive chrome plated ABS housing, polyurethane encapsulated electronics
Size	7.5" (191mm) x 4.5" (114mm) x 4.5" (114mm)
Weight	2.5 lbs. (1.14kg)

Ordering Information

Model No.	Description
3060	Preemption emitter with black Lexan® housing
3060-CHROME	Preemption emitter with chrome plated ABS housing
3060-PROGCAB	Programming cable with ECMP5 3 software
3060-HOUSING	Replacement housing and power supply
RECT-37-VLF	Visible light filter

STROBECOM DETECTOR CABLE



TOMAR Model M913 Strobecom Detector Cable is made specifically for connecting 1890-T14a detectors to 1880 interface cards. M913 cable is available in 500, 1000, and 2500 foot reels.

M913 Detector Cable Specification

General - Three conductor shielded control cable, with foil shield overall and ground wire. Meets the requirements of IPCEA-S-61-402/NEMA WC5, Section 7.4, 600-Volt Control Cable, rated for 75 degrees Celsius, Type B, and the following:

1. Conductors

- 1.1 Quantity - 3
- 1.2 Gauge - AWG #20 (7 x 28) stranding
- 1.3 Conductor Material - Individually tinned copper strands
- 1.4 Insulation - PVC, 80C, 600V, 25 mil minimum average thickness
- 1.5 Color - 1 Blue, 1 Orange, and 1 Yellow

2. Shield

- 2.1 Aluminized polyester film or approved equal, applied with a nominal 20% overlap to provide 100% shield coverage

3. Drain Wire

- 3.1 Gauge - AWG #20 (7 x 28) stranding
- 3.2 Material - Individually tinned copper strands
- 3.3 Uninsulated and in contact with the shield conductive surface

4. Electrical Characteristics

- 4.1 Drain and conductor DC resistance shall not exceed 11.0 ohms per thousand feet
- 4.2 Capacitance from 1 conductor to the other 2 conductors and shield shall not exceed 48 pF/ft at 1000 Hz

5. Jacket

- 5.1 Minimum average wall thickness - .045"
- 5.2 Temperature rating - 80C
- 5.3 Voltage Rating - 600V
- 5.4 Material - PVC, Black

6. Nominal O.D. over jacket - .35" maximum

2100 WEST OBISPO
GILBERT, AZ. 85233



PHONE: 800-338-3133
FAX: 800-688-6627

2090-SD OPTICAL 2091-SD PREEMPTION DETECTORS

The TOMAR 209X-SD Optical Preemption Detectors sense the optical pulses emitted by properly equipped emergency or transit vehicles. Mounted to observe the approaches of an intersection, 209X-SD Detectors are used with TOMAR 2000 Series Optical Signal Processors to inform the traffic control system of the presence of designated vehicles.

Using 209X-SD Detectors and STROBECOM II throughout your traffic control system reduces emergency response time, allows emergency vehicles to travel with greater safety, and improves transit vehicle timeliness.

ONLY TOMAR 209X-SD Detectors offer these important features:

- Military derived sensor technology for direct sunlight rejection and detection performance unmatched by ANY other system.
- Fully encapsulated electronics for complete resistance to water, heat, and vibration.
- Complete electronics protection from damage due to miswiring or electrical transients.
- Wide field of view option for uncompromised detection even in untethered span wire applications without the risk of side street activation.
- Simple parallel detector installation without any special cabling for enhanced detection around corners and over hills.



2090-SD Detector



2091-SD Detector

2090/2091 Optical Preemption Detectors

TRUE 10 Year Warranty!

10 year warranty covers the 209x-SD and all STROBECOM II components. Unlike other manufacturers, TOMAR's ten year warranty has NO fees or charges for warranty repairs after five years.

Specifications for 2090-SD and 2091-SD Detectors

Item	Description
Maximum Range	2500 feet minimum when used with a TOMAR 2000 Series Optical Signal Processor.
Optical Pulse Rise Time Discrimination	The 2090-SD and 2091-SD input stages are optimized for the detection of strobe pulses with a rise time from start of pulse to peak of pulse of 10 microseconds or less. Slower pulses such as varying sunlight and incandescent emergency lighting will be highly attenuated and substantially ignored by the detector's digital discriminators.
2090-SD Field of View	13 degrees conical centered about the viewport normal axis (typical).
2091-SD Field of View	60 degrees conical centered about the viewport normal axis (typical).
Power Requirements	VOLTAGE: 12 to 30VDC CURRENT: 15 mA maximum
Wiring Connections	Blue Wire - GROUND Yellow - SIGNAL Orange Wire - +12 to 30 VDC Shield and Drain Wire - CONNECT TO BLUE WIRE AT TRAFFIC CABINET
Temperature Range	-40° Celsius to +75° Celsius
Physical Construction	The 2090-SD and 2091-SD enclosures are black, glass-filled, UV stabilized, polycarbonate suitable for all-weather use. All electronic circuitry is completely encapsulated in polyurethane for protection from shock, vibration, and moisture. A weep hole is provided for allowing the escape of condensation or other internal moisture build-up in the sight tube of the detector.
Size and Weight	2.75" dia. (69.8 mm) X 3.375" tall (85.7 mm) with side mounted 4" long (101.5 mm) sight tube
Mounting	The 2090-SD and 2091-SD are easily mounted using standard hardware on either span wire or mast arm. The unit has a 1/2" female pipe mount hub and internal terminal block for connection to a 3/C shielded detector cable. **** See catalog page 23 for available mounting hardware.

Available Option

Model No.	Description
2091-OPTIC	Upgrade package that allows the user to convert a 2090-SD detector in the field to a 2091-SD.
2090-OPTIC	Upgrade package that allows the user to convert a 2091-SD detector in the field to a 2090-SD.

NOTICE: The sale of these items are restricted to state and local governments and to authorized distributors only.