



City of Richmond

Report to Committee

To: General Purposes Committee **Date:** September 17, 2020
From: Lloyd Bie, P.Eng. **File:** 02-0775-50-6851/Vol
 Director, Transportation 01
Re: **Recommendation to Award Contract 6851P - Video Detection System
 Hardware, Software and Services**

Staff Recommendation

1. That Contract 6851P - Video Detection System Hardware, Software and Services be awarded to Econolite Canada; and
2. That the Chief Administrative Officer and General Manager, Planning and Development, be authorized to execute the contract between the City and Econolite Canada.

Lloyd Bie, P.Eng.
 Director, Transportation
 (604-276-4131)

REPORT CONCURRENCE		
ROUTED TO:	CONCURRENCE	CONCURRENCE OF GENERAL MANAGER
Finance	<input checked="" type="checkbox"/>	
Information Technology	<input checked="" type="checkbox"/>	
Law & Community Safety Administration	<input checked="" type="checkbox"/>	
SENIOR STAFF REPORT REVIEW	INITIALS: 	APPROVED BY CAO

Staff Report

Origin

On December 11, 2017, Council approved \$2,185,242 to fund the Traffic Intersection Cameras project (the Project). On March 23, 2020, Council approved the operating budget impacts of implementing the Project and the establishment of a service fee for video footage requests. This report seeks Council approval to award a contract for the supply of the video detection system.

This report supports Council's Strategic Plan 2018-2022 Strategy #1 A Safe and Resilient City:

Enhance and protect the safety and well-being of Richmond.

1.1 Enhance safety services and strategies to meet community needs.

This report supports Council's Strategic Plan 2018-2022 Strategy #5 Sound Financial Management:

Accountable, transparent, and responsible financial management that supports the needs of the community into the future.

5.3 Decision-making focuses on sustainability and considers circular economic principles.

This report supports Council's Strategic Plan 2018-2022 Strategy #6 Strategic and Well-Planned Growth:

Leadership in effective and sustainable growth that supports Richmond's physical and social needs.

6.3 Build on transportation and active mobility networks.

Analysis

Procurement Process and Recommendation

A competitive procurement process was undertaken to identify the most qualified and experienced contractor to supply the video detection system over a five-year term sufficient to enable installation of 253 traffic cameras and supporting hardware, communications cabling and management software.

A total of 93 traffic cameras are projected for deployment in Year 1 with the remaining quantities based on and/or aligned with the City's build-out timelines for its fibre optic network update. An estimated 10 intersections are anticipated to be completed each year for the duration of the contract term. At the end of the contract term, the contract may be renewed for up to a maximum of two additional years.

A Request for Proposals (RFP) for Video Detection System Hardware, Software and Services was posted on BC Bid by the City in May 2020. Two proposals were received and were evaluated by Transportation staff according to the following criteria:

- 1) Financial Proposal (total cost): 40% weighting
- 2) Technical Requirements and Compliancy: 30% weighting
- 3) Proponent Project Team, Approach and Service Level Agreement: 15% weighting
- 4) Proponent Background, Past Projects and Financial Strength: 10% weighting
- 5) Circular Economy Assessment: 5% weighting

The quotation received from Econolite Canada received the highest overall score from the review team and was the lowest priced quotation received in response to the RFP that also met the required specifications (Table 1).

Table 1: Pricing of Proposals Evaluated
(based on forecast product requirements over five-year term)

Proponent	Pricing	% Total Average Score
Econolite Canada	\$1,445,064.39	70.7%
TELUS Canada	\$1,746,146.00	50.7%

Econolite Canada has over 85 years experience in the traffic industry with hundreds of traffic camera installations dating back to 2002 and an excellent understanding of the City’s existing traffic signal infrastructure and integration. Conversely, TELUS Canada has a higher priced bid and did not fully meet some of the technical requirements.

Financial Impact

The Year 1 (2020) cost for the supply of video detection system hardware, software and services for this contract will be funded from a previously approved capital project (Closed Circuit Television for Signalized Intersections). For Years 2 through 5 (2021-2024), funding will come from the annual Traffic Video and Communication Program, which is subject to Council approval each year. Annual expenditures over the five-year term will not exceed Council-approved funding.

Conclusion

To fulfil the objectives of the Project, a competitive procurement process was undertaken to secure the supply of video detection system hardware, software and services over a five-year term. Based on the evaluation process, the City wishes to negotiate and enter into an agreement with Econolite Canada for the provision of the video detection system as outlined in the RFP and this report.



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