



BOARD OF COUNTY COMMISSIONERS

DATE: September 17, 2013

AGENDA ITEM NO. 86.

Consent Agenda ☒

Regular Agenda ☐

Public Hearing ☐

County Administrator's Signature:

Subject:

Approval of Ranking of Firms: Multi-User Flight Information and Display System and Voice Paging System - Airport
Request for Proposal No.: 123-0209-P(Df)

Department:

Department of Environment and Infrastructure - Airport /
Purchasing

Staff Member Responsible:

Noah Lagos / Joe Lauro

Recommended Action:

I RECOMMEND THE BOARD OF COUNTY COMMISSIONERS (BOARD) APPROVE THE RANKING OF FIRMS AND AUTHORIZE STAFF TO NEGOTIATE AN AGREEMENT FOR MULTI-FLIGHT INFORMATION AND DISPLAY SYSTEM (MUFIDS) AND VOICE PAGING SYSTEM (VPS) - AIRPORT WITH THE NUMBER ONE RANKED FIRM, INFAX, INC. (INFAX), DULUTH, GEORGIA.

Summary Explanation/Background:

On April 22, 2013, the Purchasing Department on behalf of the St Pete-Clearwater International Airport (Airport), released a Request for Proposal (RFP) for the purpose of seeking qualified consultants to provide a single entity solution that addresses all areas of a MUFIDS and VPS. The MUFIDS/VPS project will replace the current VPS which is over twenty years old, and is very costly to repair since it is beyond its lifespan. The current MUFIDS system is over ten years old and unable to accept visual paging inputs due to age and simplicity of the system. MUFIDS provides commercial carrier departure and arrival, baggage claim, passenger notices and weather information, as well as visual paging. The new digital VPS will be connected to existing speaker circuits and will provide features such as required A.D.A. visual paging, self diagnostics, distribution of pre-recorded and real time information, and the ability to auto-construct messages. Additionally, it will be equipped with IP microphone stations and may include an ambient noise monitoring system.

The Evaluation Committee (Committee) consisted of two representatives from the Airport, one representative from Business Technology Services and one representative from the Department of Environment and Infrastructure. The Purchasing Department provided one representative who acted as the facilitator. The Committee met on July 11, 2013 to review and evaluate the RFP responses, and rank the three proposals received. The evaluation process was two-step consisting of a preliminary evaluation of written responses where firms were short listed, followed by a demonstration by the short listed firms.

The first step of evaluation consisted of the firms written responses based on the following criteria with a potential score of 500 points:

- Experience, Background and Qualifications – 125 points
- Proposed Solution – 225 points
- Pricing – 100
- Other – 50

The order of ranking of qualified firms after evaluation of written responses was as follows:

1. Infax, Inc. – 422.80
2. Signature Technologies Inc. d/b/a Com.Net Software (Signature Technologies) – 412.50
3. Altel Systems Group, Inc. (Altel) – 364.50

The two firms scoring eighty percent (80%) or higher of the 500 points available were invited to the second step of evaluation consisting of a demonstration of the systems equipment.

- MUFIDS Set Up – 100 points
- MUFIDS Database Entry – 50 points
- MUFIDS System Operation – 100 points
- MUFIDS Additional Features – 50 points
- VPS Set Up – 80 points
- VPS System Operation – 80 points
- VPS Additional Features – 40 points

The final ranking of firms after both steps of the evaluation is as follows:

1. Infax, Inc. – 892.05
2. Signature Technologies Inc. – 803.63

At the direction of the Board, staff will begin negotiations with the top ranked firm Infax Inc. A final negotiated contract will be presented to the Board for consideration at a later date.

Fiscal Impact/Cost/Revenue Summary:

Estimated Total Expenditure: \$826,000.00

Funding for this project is provided through the Federal Aviation Administration's approved Airport Passenger Facility Charges (50%) and a Florida Department of Transportation grant (50%).

Exhibits/Attachments:

Contract Review
Evaluation Criteria Tabulation



PURCHASING DEPARTMENT
CONTRACT REVIEW TRANSMITTAL

CATS
NO.:

41875

PROJECT: Multi-User Flight Information and Display System and Voice Paging System - Airport

RFP NUMBER: 123-0209-P(DF)

REQ. NUMBER:

TYPE: ☐ Purchase Contract ☒ Other: RFP ☐ Construction-Less than \$100,000 ☒ One Time

In accordance with the policy guide for Contract Administration, the attached documents are submitted for review and comment.

Upon completion of review, complete Contract Review Transmittal and forward to next Review Authority listed. Please indicate suggested changes by revising, in RED, the appropriate section of the document reflecting the exact wording of the change.

RISK MANAGEMENT: Please enter required liability coverage on pages: 14-17

PRODUCT ONLY ☒

This is an annual contract.

Estimated Expenditure: \$

REVIEW SEQUENCE	REVIEW AUTHORITY	REVIEW DATE	REVIEW SIGNATURE	COMMENTS (Attach Separate page if necessary)	COMMENTS INCORPORATED
1.	Purchasing Dept. J. Lauro, Director C. Mancuso, Ass't. Director D. Fechter, PA	3/11/13	JL	Comments throughout. Still needs work prior to release. This contract shall require a custom written agreement.	DF
2.	Airport Dept. Noah Lagos, Director Lloyd Tillman, PM	3/19/13	ML	CONSIDER LISTING SUB-CONTRACTORS	DF

Using Dept please provide below information:

☐ Yes, funding for this requisition is using grant Funding. ☐ No, funding for this requisition is not using grant Funding. If grant funding is being used you must provide Purchasing with the exact clauses that need to be on attached document.

Please check attached vendor list. Circle vendors you want RFPs mailed to. Add additional vendors with complete information (Name, Address, Phone and Fax)

9/26/13 3.	Risk Management Director Attn: Virginia E. Holscher (Check applicable box at right)	3/27/13	VEH	see ins requirements P15-17	HIGH RISK NOT HIGH RISK
4.	BCC Finance Attn: Cassandra Williams	3/29/13	CBW		
5.	Legal Attn: Michael Zas Attn: Michelle Wallace	4/8/13 4/8/13	129 MW	Agreements Attached	DF
6.	Asst. County Administrator Attn: M. Woodard	4/9/13	Woodard		

RETURN ALL DOCUMENTS TO PURCHASING

Make all inquiries to: D. Fechter, PA at Extension 3154
In order to meet the following schedule, please return your requirements to Purchasing by: 3/22/13

TENTATIVE DATES

RFP Mail Out: 3/29/13
RFP Opening: 4/30/13
Purchasing Director Approval: 5/31/13

Revised 10/2012

* The RFP as submitted by the consultant is still on the attached disk- please remove prior to release

after negotiations are complete

PINELLAS COUNTY EVALUATION CRITERIA TABULATION SHEET

RFP TITLE: Multi-User Flight Information and Display System and Voice Paging System - Airport
RFP #: 123-0209-CP(DF)

	COMPANY NAME	EVALUATOR	EVALUATOR	EVALUATOR	EVALUATOR	TOTAL POINTS Before Demo	TOTAL AVERAGE Before Demo	RANK Before Demo	EVALUATOR	EVALUATOR	EVALUATOR	EVALUATOR	TOTAL POINTS After Demo	TOTAL AVERAGE After Demo	RANK After Demo
		Ken Jacobs	Noah Lagos	Michael Roiland	Lloyd Tillmann				Ken Jacobs	Noah Lagos	Michael Roiland	Lloyd Tillmann			
1	Altel Systems Group, Inc.	364.50	358.25	364.50	358.25	1445.50	361.38	3	0.00	0.00	0.00	0.00	1445.50	361.38	3
2	COM.NET Software	412.50	412.50	412.50	412.50	1650.00	412.50	2	392.00	399.50	396.50	376.50	3214.50	803.63	2
3	Infax Incorporated	422.80	422.80	422.80	422.80	1691.20	422.80	1	465.50	470.50	470.50	470.50	3568.20	892.05	1

Date: August 22-23, 2013