

# City of St. Louis Treasurer's Office



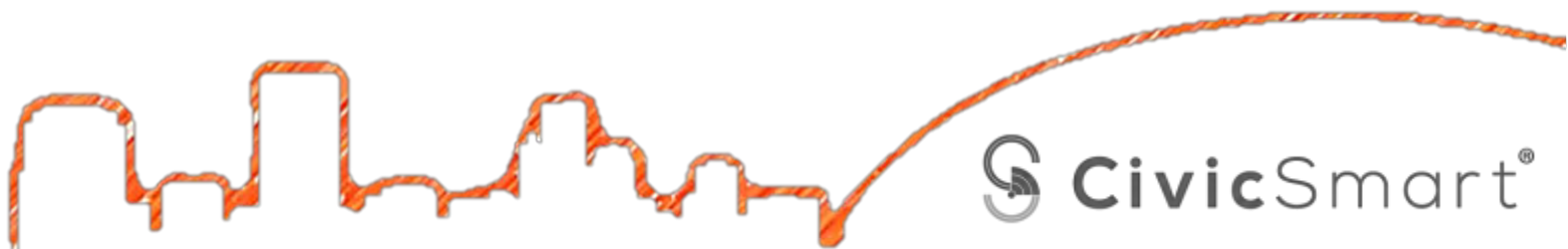
Response to Request for Proposals for:

**Parking Management – Software, Meter  
Maintenance, Collections, and Parking  
Violations Bureau – ALTERNATE BID**

## **COST PROPOSAL**

Due: Friday, May 17, 2019 at 3:00 p. m. (CT)

ORIGINAL



## D. Cost Proposal

A Cost Proposal for the offerings presented in this Alternate Bid is included below.

### D.1 Sensors

The quote below is for 1,000 sensors paired with our LNG meters and 1,000 sensors to be installed in spaces without our meters including Parkeon-metered spaces, IPS-metered spaces, time-limit or other spaces. Sensors paired with our LNG meter are available at a significant discount. Discounts for sensor purchases of more than 2,000 units will be negotiated.

Our sensors communicate via proprietary communications gateways at a ratio of 1 gateway for 30 sensors. The price for gateways (excluding any permits required) are shown below.

Finally, any traffic control, environmental remediation, or underground utility checking costs associated with installation are not included in our price.

| Product ID                                    | Description  | Unit Price  | Qty  | Extended Price       |
|---|--|-------------|------|----------------------|
| <b>1. Vehicle Detection Sensor</b>            |  |             |      |                      |
| SENS-Sx-LNG                                   | Sx Vehicle Sensor (subterranean, curb or pole mounted). Purchased paired with an LNG Meter.  | \$ 125.00   | 1000 | \$ 125,000.00        |
| SENS-Sx-INDIV                                 | Sx Vehicle Sensor (subterranean, curb or pole mounted). Purchased as a standalone sensor.  | \$ 240.00   | 1000 | \$ 240,000.00        |
| INSTALL                                       | Field Installation of Vehicle Sensors  | \$ 25.00    | 2000 | \$ 50,000.00         |
| PROJ MGMT - SENS                              | Sensor configuration, systems testing and implementation.  | \$ 3,000.00 | 1    | \$ 3,000.00          |
| TRAINING - SENS                               | Training on PEMS system for project staff.   | \$ 3,000.00 | 1    | \$ 3,000.00          |
| GUIDANCE                                      | Integration of Sensor Data with Guidance Map and Mobile Payment App (map embedded in City website; sensor data to be published to third party apps including ParkMobile at no additional cost to City) | \$ 2,000.00 | 1    | \$ 2,000.00          |
| <b>Subtotal</b>                               |  |             |      | <b>\$ 423,000.00</b> |
| <b>2. Communications Gateway</b>              |  |             |      |                      |
| SENS-Sx-GATEWAY                               | Solar-powered Communications Gateway for Sensors   | \$ 400.00   | 67   | \$ 26,800.00         |
| INSTALL                                       | Field Installation of Gateways (City to provide installation approval/permits and ladder/bucket truck)   | \$ 100.00   | 67   | \$ 6,700.00          |
| <b>Subtotal</b>                               |  |             |      | <b>\$ 33,500.00</b>  |
| <b>3. Monthly Fees - Sensors and Gateways</b> |  |             |      | <b>Monthly Total</b> |
| SENS-Sx-WIRE                                  | Monthly Real-time Sensor Communications Fee for CivicSmart Sx Vehicle Sensor. Price is per sensor per month.   | \$ 3.00     | 2000 | \$ 6,000.00          |
| GATEWAY-WIRE                                  | Monthly Wireless Fee for Communications Gateway (per gateway per month)  | \$ 6.00     | 67   | \$ 402.00            |
| <b>Subtotal: Monthly Fees</b>                 |  |             |      | <b>\$ 6,402.00</b>   |

### D.2 Electronic Tags

The quote below is for 1,000 electronic tags that can be uniquely read by our sensors.

|                             |                                     |          |      |                     |
|-----------------------------|-------------------------------------|----------|------|---------------------|
| <b>4. Electronic Permit</b> |                                     |          |      |                     |
| ELEC-PERMIT                 | Electronic Tag to be read by Sensor | \$ 25.00 | 1000 | \$ 25,000.00        |
| <b>Subtotal</b>             |                                     |          |      | <b>\$ 25,000.00</b> |

### D.3 LNG Smart Meters

The quote below is for 226 LNG Single Space Meters and 750 LNG Dual Space Meters to cost effectively replace 1,726 IPS meters. Each battery (whether included with the meter or purchased as a spare) comes with a five-year warranty so the STLTO will not have to purchase any replacement batteries for five years. Meters come with a standard, one-year warranty but an optional extended warranty to extend coverage to five years is shown below. Monthly wireless communication, payment network maintenance, support and PEMS license fees are also shown.

Our LNG Multi Space Meter may be an attractive replacement option for 3-7 space blocks or as a transition to meterless parking. The quote below includes 100 LNG MSMs.

| 5. Smart Meter Mechanisms                |   |             |     |                      |
|--|---|-------------|-----|----------------------|
| SSM - LNG                                | Liberty Next Gen Single Space Parking Meter with Credit Card Acceptance. Includes a modified dome retainer and new Lexan dome. INCLUDES FIVE-YEAR BATTERY WARRANTY (provided handled in accordance with manufacturer's instructions). | \$ 315.00   | 226 | \$ 71,190.00         |
| INSTALL - LNG                            | Field Installation of LNG Single Space Meter Mechanisms.  | \$ 25.00    | 226 | \$ 5,650.00          |
| DSM - LNG                                | Liberty Next Gen Dual Space Parking Meter with Credit Card Acceptance. Includes a modified dome retainer and new Lexan dome. INCLUDES FIVE-YEAR BATTERY WARRANTY (provided handled in accordance with manufacturer's instructions).   | \$ 435.00   | 750 | \$ 326,250.00        |
| INSTALL - DSM                            | Field Installation of LNG Dual Space Meter Mechanisms.  | \$ 40.00    | 750 | \$ 30,000.00         |
| MSM - LNG                                | Liberty Next Gen Multi Space Parking Meter with Credit Card Acceptance. Includes a modified dome retainer and new Lexan dome. INCLUDES FIVE-YEAR BATTERY WARRANTY (provided handled in accordance with manufacturer's instructions).  | \$ 435.00   | 100 | \$ 43,500.00         |
| INSTALL - MSM                            | Field Installation of LNG Multi Space Meter Mechanisms.   | \$ 75.00    | 100 | \$ 7,500.00          |
| PROJ MGMT - LNG                          | LNG Meter and back office configuration (locations, numbering, hours, rates, screens, credit card process, cell service), systems testing and implementation.   | \$ 3,000.00 | 1   | \$ 3,000.00          |
| TRAINING                                 | On-site Training (1 day) including Meter & PEMS training session for project staff including maintenance, enforcement, finance and management. Includes travel and expenses.  | \$ 3,000.00 | 1   | \$ 3,000.00          |
| SSM LNG - EXTWARR (5)                    | Optional - Five Year Extended Warranty for Liberty Next Gen Single Space Meter (covers Years 2-5. Year 1 warranty included in purchase price)   | \$ 100.00   |     | Optional             |
| DSM LNG - EXTWARR (5)                    | Optional - Five Year Extended Warranty for Liberty Next Gen Dual Space Meter (covers Years 2-5. Year 1 warranty included in purchase price)   | \$ 160.00   |     | Optional             |
| MSM LNG - EXTWARR (5)                    | Optional - Five Year Extended Warranty for Liberty Next Gen Multi Space Meter (covers Years 2-5. Year 1 warranty included in purchase price)  | \$ 200.00   |     | Optional             |
| <b>Subtotal</b>                          |   |             |     | <b>\$ 490,090.00</b> |
| 6. Smart Meter Spare Parts               |   |             |     |                      |
| 58883                                    | Spare Rechargeable Battery for Liberty Meter. INCLUDES FIVE-YEAR BATTERY WARRANTY (provided handled in accordance with manufacturer's instructions).  | \$ 74.00    | 120 | \$ 8,880.00          |
| 8908-1                                   | Battery Charging Station (30 Bay)   | \$ 1,581.00 | 4   | \$ 6,324.00          |
| 8880                                     | Liberty Collection Card   | \$ 10.00    | 20  | \$ 200.00            |
| 8881                                     | Liberty Technician Card   | \$ 10.00    | 20  | \$ 200.00            |
| <b>Subtotal</b>                          |   |             |     | <b>\$ 15,604.00</b>  |
| 7. Monthly Fees - Smart Meter Mechanisms |   |             |     |                      |
|  |   |             |     | <b>Monthly Total</b> |
| SSM - CC - WIRE                          | Monthly communications fee and PEMS license - does not include Credit Card Merchant Processing Fees. Price is per single space meter per month.   | \$ 5.50     | 226 | \$ 1,243.00          |
| DSM - CC - WIRE                          | Monthly communications fee and PEMS license - does not include Credit Card Merchant Processing Fees. Price is per dual space meter per month.   | \$ 7.75     | 750 | \$ 5,812.50          |
| MSM - CC - WIRE                          | Monthly communications fee and PEMS license - does not include Credit Card Merchant Processing Fees. Price is per multi space meter per month. (Monthly fee is \$3/space with a cap of \$25.)   | \$ 25.00    | 100 | \$ 2,500.00          |
| <b>Subtotal: Monthly Fees</b>            |   |             |     | <b>\$ 9,555.50</b>   |

The quote below highlights that if the STLTO opts to use Heartland Payment Systems as its Merchant Processor, we charge no credit card gateway transaction fee (compared to \$0.13). We also do not charge any transaction fee to display mobile payments on the LNG meters.

| 8. Transaction and Recurring Fees |  |   |
|-----------------------------------|--|---|
| CC - GTWY                         | Meter Credit Card Gateway Fees (per transaction fee) w/ Heartland Payment Systems as merchant processor. Merchant processing fees deducted from proceeds separately. | \$0.00 Per Credit Card Transaction      |
| DISPLAY MOBILE FEE                | Fee to display Mobile Payment on the meter (no transaction fee but requires purchase of Communications Gateways - see #2 above)                                      | \$0.00 to Show Mobile Payments on Meter |

### D.4 Meter Housings

The quote below is for 1076 Model 76 housings for the Single Space, Dual Space and Multi-Space Meters quoted above. We recommended the Model 76 housing because many of our clients find that, with the decrease in coin payments, they do not need the higher cost, higher security and higher coin capacity meters as in the past. However, we have included pricing for all of Duncan’s legendary single meter housings below.

**\*NOTE: The price shown below is for the purchase of housings as a standalone item without LNG meters or sensors. CivicSmart is pleased to offer the STLTO the following housing discounts:**

- **For each LNG meter purchased, CivicSmart will offer a 5% discount on any meter housing.**
- **For each LNG meter/Sensor pair purchased, CivicSmart will offer a 10% discount on any meter housing.**

| 9. Meter Housings |   |           |      |                      |
|-------------------|---|-----------|------|----------------------|
| M76S              | Model 76 Single Housing (Gunmetal Gray or Black with DE Locks and Small Sealed Coin Canister).            | \$ 279.00 | 1076 | \$ 300,204.00        |
| M70S              | Optional - Model 70 Single Housing (Gunmetal Gray or Black with DE Locks and Small Sealed Coin Canister). | \$ 305.90 |      | Optional             |
| M80S              | Optional - Model 80 Single Housing (Gunmetal Gray or Black with DE Locks and Small Sealed Coin Canister). | \$ 385.10 |      | Optional             |
| M90S              | Optional - Model 90 Single Housing (Gunmetal Gray or Black with DE Locks and Large Sealed Coin Canister). | \$ 309.10 |      | Optional             |
| M95S              | Optional - Model 95 Single Housing (Gunmetal Gray or Black with DE Locks and Large Sealed Coin Canister). | \$ 416.90 |      | Optional             |
| <b>Subtotal</b>   |   |           |      | <b>\$ 300,204.00</b> |

## D.5 AutoISSUE Handheld Enforcement Solution

The quote below is for 40 two-piece handheld devices with a Samsung Note 9 bluetooth-paired with a Zebra ZQ510 printer. Chargers, warranties, accessories and 300,000 tickets are included below. The quote also includes the AutoISSUE software license, customization and integration with ParkMobile, Parkeon, IPS, and Genetec. Monthly wireless and support fees are also shown.

| 10. Handheld Devices, Printers, Spare Parts, Accessories |  |             |    |                      |
|--|--|-------------|----|----------------------|
| SAMSUNG - NOTE9  | Samsung Galaxy Note 9, 64GB with Fast Charging Cable-Verizon*  | \$ 625.00   | 40 | \$ 25,000.00         |
| ZEB-ZQ51AUE000000  | ZQ510 Direct Thermal Mobile Printer (3 Inch, BT 4.0).  | \$ 650.00   | 40 | \$ 26,000.00         |
| ZEB-AK18913-002  | AC Adaptor ZQ510   | \$ 83.00    | 40 | \$ 3,320.00          |
| NOTE9-CASE/BATT  | ALCLAP Galaxy Note 9 Battery Case (Extended Battery)   | \$ 75.00    | 40 | \$ 3,000.00          |
| NOTE9-HOLDER/CLP   | Holder for Note 9/battery case-belt clip   | \$ 29.00    | 40 | \$ 1,160.00          |
| ZEB-P1063406038  | ZQ510 Soft Case  | \$ 69.00    | 40 | \$ 2,760.00          |
| EXT - WARR - NOTE9                                       | Extended warranty for Samsung Galaxy Note 9. Price is for 3 Years with a deductible for each claim**   | \$ 395.00   | 40 | \$ 15,800.00         |
| ZEB-Z1AEZQ5X5C0  | Zebra ZQ500 Zebra Care Warranty, 5 years total, Standard w/Comprehensive**   | \$ 349.60   | 40 | \$ 13,984.00         |
| ACC-CIT-ZQ510  | ZQ510 Thermal Paper Citation (Minimum Order Quantity: 300,000). 100 Tickets Per Roll. Includes layout fee.   | \$ 9,690.00 | 1  | \$ 9,690.00          |
| <b>Subtotal</b>  |  |             |    | <b>\$ 100,714.00</b> |
| 11. AutoISSUE Software and Services                      |  |             |    |                      |
| SW - PCI   | Android Solution Includes: Parking Citation Issuance, Digital Images, Warning Tracking, Barcode Printing, Broken Meter Reporting, Damaged Sign Reporting, Complaint Tracking, Officer Signature Capture, Wireless Communication Framework, Wireless Ticket Upload to Processing System, and Digital Images | \$ 6,000.00 | 1  | \$ 6,000.00          |
| SW - PARKMOBILE  | Integration with ParkMobile  | \$ 8,000.00 | 1  | \$ 8,000.00          |
| SW - AC - PARKEON  | Integration with Flowbird (Parkeon MSM)  | \$ 8,000.00 | 1  | \$ 8,000.00          |
| SW - AC - IPS  | Integration with IPS Meters  | \$ 8,000.00 | 1  | \$ 8,000.00          |
| SW - LPR - GEN   | Integration with Genetec Mobile LPR System   | \$ 6,000.00 | 1  | \$ 6,000.00          |
| SW - XLPR  | Enhanced LPR Plate Scan and Integration  | \$ 2,000.00 | 1  | \$ 2,000.00          |
| SW - WPPCR   | Wireless Parking Permit Cross Reference  | \$ 2,000.00 | 1  | \$ 2,000.00          |
| PM - HH  | Project Management & Configuration   | \$ 3,000.00 | 1  | \$ 3,000.00          |
| TR - ONSITE  | Training and Installation (1 day on site, 1 day back office installation). Include expenses.   | \$ 3,000.00 | 1  | \$ 3,000.00          |
| <b>Subtotal</b>  |  |             |    | <b>\$ 46,000.00</b>  |
| 12. Monthly Fees - Handhelds                             |  |             |    |                      |
| WS - HH  | Wireless Communication Services (6 GB)   | \$ 60.00    | 40 | \$ 2,400.00          |
| AI SUPPORT - SILVER                                      | Includes AutoISSUE Software Maintenance, AutoISSUE Hosting, Real-time Interface Integrations, Extended Hours Support Desk Services, PEMS Hosting, Disaster Recovery, and AirWatch Remote Management Subscription.  | \$ 80.00    | 40 | \$ 3,200.00          |
| XLPR SUPPORT   | Enhanced LPR Plate Scan License and Support  | \$ 30.00    | 40 | \$ 1,200.00          |
| <b>Subtotal: Monthly Fees</b>                            |  |             |    | <b>\$ 6,800.00</b>   |

## **D.6 Other Considerations**

The following terms are typically included in our standard agreements but are subject to negotiation:

- Sales Tax, if applicable, has not been included.
- 10-12 week lead time.
- Shipping Terms FOB Origin. Actual freight and handling will be prepaid and added to the invoice.
- Payment - All hardware, software and equipment payment due Net 30 days upon delivery. Remaining balance due Net 30 days upon project implementation and training.
- Customer will be invoiced monthly in advance for recurring wireless service fees.
- \*Note 9 price includes a two-year agreement with Verizon.
- \*\*All service agreements and warranty terms and conditions from the manufacturer apply. For the Note 9, there is a deductible for each claim – \$25 for cracked screen; \$250 for other repairs.
- Quotation subject to Duncan Parking Technologies, Inc. Standard Terms and Conditions unless otherwise negotiated.
- Additional service and transaction processing costs apply from third parties, including credit card merchant processing fees. Customer is responsible for setting up merchant processing arrangement.
- Prices are subject to change in the event of new or increased costs of wireless communications and other third party vendor services. Recurring prices are valid for the first full year of service and may be subject to change for subsequent contract terms.
- In the case of wireless communication services, changes by third party service providers including discontinuation of certain services, are not the responsibility of the seller.

## **D.7 Cost Proposal Summary**

If the STLTO opted to purchase the above equipment including:

- 2,000 Sensors (1,000 paired with LNG meters and 1,000 standalone)
- 226 LNG Single Space Meters and 750 Dual Space Meters
- 100 LNG Multi Space Meters
- 1,000 Electronic Tags
- 1,076 Model 76 Housings
- 40 Handhelds with AutoISSUE Software

The discounted upfront and monthly costs would be as follows:

- **Upfront Costs (with Housing Discount):**   **\$1,404,092**
- **Monthly Recurring Fees:**                               **\$22,758**