

## Shirley Rukcic

---

**From:** Carl Phillips  
**Sent:** Monday, April 15, 2019 12:11 PM  
**To:** Jared Boyd; Jerry Walker  
**Subject:** FW: RFP Query for Parking Management RFP.

FYI.

**From:** Christina Miller <christina@sevenoutsource.com>  
**Sent:** Monday, April 15, 2019 9:56 AM  
**To:** Carl Phillips <PhillipsCa@stltreasurer.org>  
**Subject:** RFP Query for Parking Management RFP.

Hi!

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1. Whether companies from Outside USA can apply for this?  
(like, from India or Canada)
2. Whether we need to come over there for meetings?
3. Can we perform the tasks (related to RFP) outside USA?  
(like, from India or Canada)
4. Can we submit the proposals via email?

Best Regards!

Christina Miller  
Business Development Manager  
Seven Outsource  
Phone: 315-308-7852  
Fax: 315-702-0205

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**From:** Jerry Walker  
**Sent:** Monday, April 15, 2019 12:14 PM  
**To:** Carl Phillips;Jared Boyd  
**Subject:** Re: RFP Query for Parking Management RFP.

Uh...I think that would be a big no.

Jerry

---

**From:** Carl Phillips  
**Sent:** Monday, April 15, 2019 12:10:35 PM  
**To:** Jared Boyd; Jerry Walker  
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**Sent:** Monday, April 15, 2019 9:56 AM  
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I know. Just showing that unusual request.

**From:** Jerry Walker  
**Sent:** Monday, April 15, 2019 12:14 PM  
**To:** Carl Phillips <PhillipsCa@stltreasurer.org>; Jared Boyd <BoydJa@stltreasurer.org>  
**Subject:** Re: RFP Query for Parking Management RFP.

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I mean they can apply. But from India?

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## Shirley Rukcic

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**From:** Carl Phillips  
**Sent:** Monday, April 22, 2019 3:13 PM  
**To:** Jerry Walker; Jared Boyd  
**Subject:** FW: Additional Questions regarding the St. Louis Parking Management RFP

FYI.

**From:** Mike Nickolaus <MNickolaus@civicsmart.com>  
**Sent:** Monday, April 22, 2019 2:08 PM  
**To:** Carl Phillips <PhillipsCa@stltreasurer.org>  
**Cc:** Cassie Hogle <CHogle@civicsmart.com>  
**Subject:** RE: Additional Questions regarding the St. Louis Parking Management RFP

Thanks, Carl. Looking forward to catching up.

Mike

---

**Mike Nickolaus**, President and CEO  
(M) (202) 841-0225 // (W) (414) 877-5481 ext. 1001



---

**From:** Carl Phillips [<mailto:PhillipsCa@stltreasurer.org>]  
**Sent:** Monday, April 22, 2019 2:01 PM  
**To:** Mike Nickolaus  
**Cc:** Cassie Hogle  
**Subject:** RE: Additional Questions regarding the St. Louis Parking Management RFP

Mike,

Thanks again, see you this week.

Carl

---

**From:** Mike Nickolaus <MNickolaus@civicsmart.com>  
**Sent:** Monday, April 22, 2019 9:29 AM  
**To:** Carl Phillips <PhillipsCa@stltreasurer.org>  
**Cc:** Cassie Hogle <CHogle@civicsmart.com>  
**Subject:** Additional Questions regarding the St. Louis Parking Management RFP

Mr. Phillips –

We have some additional questions regarding the Parking Management RFP:

8. Appendix A, K.1, states that, “This proposal must include an Android Enforcement app, operating on the smartphone or tablet of our choice, including Bluetooth printer for all enforcement activities.” – What is the

Agency's smartphone/tablet of choice? How many Bluetooth printers should the vendor provide? How many software device licenses (i.e., number of smartphones) should the vendor provide?

9. Appendix A, K.2, states that, "The Agency must be able to procure the smartphone/tablet from the carrier of our choice." – What is the Agency's wireless carrier of choice? Should the vendor include recommended smartphone/tablets and wireless services as part of their bid as an option? If so, how many smartphones should the vendor include in their proposal?

Thank you in advance, and I look forward to seeing you on Wednesday at the pre-bid meeting.

Mike

---

**Mike Nickolaus**, President and CEO  
(M) (202) 841-0225 // (W) (414) 877-5481 ext. 1001



---

**From:** Mike Nickolaus  
**Sent:** Friday, April 19, 2019 5:12 PM  
**To:** 'phillipsca@stltreasurer.org'  
**Cc:** Cassie Hوجلund  
**Subject:** Questions regarding the St. Louis Parking Management RFP

Dear Mr. Phillips –

We have reviewed the Parking Management RFP and have the following questions. Also, please include CivicSmart on the list of vendors and share any amendments with us.

1. Would the Treasurer's Office consider providing a dial-in telephone number for vendors unable to attend next week's pre-bid meeting in person?
2. Section #1, page 2, references that "the parking management software and enforcement technology will now be owned by STLTO". Can you elaborate on this statement? Does this mean that: a) the contract for this technology will be held directly by the STLTO's office and not through the service vendor, b) the STLTO is seeking a permanent license to use the software and technology even after the contract expiration date, or c) the STLTO is seeking a true "work for hire" project where it will purchase full ownership of the software?
3. Section #1, page 2, references two "lines of service" which will be awarded separately. However, Sections #2, #3 and Appendix B list a number of features and requirements but do not assign them to a specific "line of service". To ensure clarity and completeness, can the STLTO define exactly what deliverables are to be included in which line of service. For example:
  - a. In Section #2.b, Citation Management/PVB, which requirements are part of the software and technology component and which requirements are part of the service component?
  - b. In Section #2.c, Carry out STLTO's booting program, are all of these requirements part of the service component?
  - c. In Appendix B, Booting Program, which "line of service" is to include these items including 3 vehicles and LPR systems?
4. In Section #3.c, Maintenance and Service, it appears that a number of the bullets may be referring to on-street meter equipment. Can you clarify what equipment is being referred to when the RFP mentions:

- “Remote diagnostic capabilities (ability to alert third party contractor and/or STLTO if malfunctioning)”
- “Overall performance with minimum downtime related to regular usage, weather and user-created problems”
- “Ability to be maintained by third-party contractor and/or STLTO without affecting warranties”
- “Provide details for service contract and equipment warranty”
- “Policy regarding future software upgrades”

Is this bid requesting information about new parking meters?

5. In Section #3, References, the RFP appears to be requesting references associated with parking meter installations. Can you clarify what type of references should be provided for the “software and enforcement technology” component as compared to the “services” component bids?
6. In Section #10, Proposal Format and Submittals, the “Cost” section refers to “per meter base unit”. Can you please clarify if you are accepting bids for replacement meters as part of this RFP?
7. In Appendix B, Scope of Services, Ticket Processing & Collections Compensation, it states that the per ticket issued fee should include “Credit card discount fees for all parking ticket and meter payments” (emphasis added). Please confirm that meter payment credit card discount fees should be omitted from the per ticket issued fee.

---

**Mike Nickolaus**

President and CEO

CivicSmart, Inc.

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(W) (414) 877-5481 ext. 1001

Visit us at [www.CivicSmart.com](http://www.CivicSmart.com)

 CivicSmart®





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**From:** Carl Phillips <PhillipsCa@stltreasurer.org>  
**Sent:** Wednesday, April 24, 2019 11:23 AM  
**To:** Jared Boyd; Jerry Walker  
**Subject:** FW: Message from Exec Konica Printer  
**Attachments:** SExec Konic19042411250.pdf

Parking RFP attendees, April 24, 2019.



Pre-Proposal Conference for the City of St. Louis Treasurer's Office

Company Name: \_\_\_\_\_

Date: April 24, 2019

Enter questions below:

Jordan Rater	LAZ Parking	jrater@lazparking.com
Andrew Carlson	LAZ Parking	acarlson@lazparking.com
Michael Wilson	JTS Group	michael.wilson@jtsgroup.com
Shelia Hudson	Hudson Assoc.	shudson@hudson-associatesllc.com
Nathan Berry	Passport	nathan.berry@passportinc.com
Daniel Meyr	ABM PARKING	Daniel.Meyr@abm.com
JOE PELUSI	ST. LOUIS PARKING	JPELUSI@STLOUISPARKING.COM
Eddie Pohner	ST. Louis Parking Co	eddie@stlouisparking.com
Paul Dillon	Republic/Impact/Janier	pdillon@republicparking.com
Berwick Reliquet	Flowerbird	berwick.reliquet@flowerbird.group
Andrews Jackson	Flowerbird	andrews.jackson@flowerbird.com
MIKE NICKOLAUS	CIVICSMART	mickolaus@civicsmart.com
Mich Keller	ABM Parking	mich.keller@abm.com
Jeffrey Russell	ABM Parking	jeffrey.russell@abm.com
BRIAN BUSH	ABM Parking	BRIAN.BUSH@ABM.COM
Brian Dumstoft	St. Louis Parking	bdumstoft@stlouisparking.com
Sheryl Collier	Municipal Parking Services	sheryl@mpsparc.com
Jason Plamby	" "	jas.plamby@mpsparc.com
JUST WING	CONDUENT	JUSTIN.WILLIAMS@CONDUENT.COM
JOSHUA RANDALL	Hudson's Assoc.	joshua@kane.energy
ANDREW HAN	Conduent	Andrew.Han@conduent.com
Adam Ism	Conduent	adam.ism@conduent.com
Mila Bonn	Conduent	milamara.bonn@conduent.com
Alex Martignag	The William Everett Group	a.martignag@wegroup.com 314-603-4930

## Shirley Rukcic

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**From:** Carl Phillips  
**Sent:** Tuesday, May 7, 2019 3:04 PM  
**To:** Robert Maroney;Michael Wilson;Shelia Hudson;Nathan Berry;Joe Pelusi;Jeffrey Russell;Paul Dillon;Reliquet, Benoit;Mike Nickolaus;sheryl@mpspark.com;Moore, Anderson;Alex Martignago  
**Subject:** Parking RFP questions & answers

Good afternoon parking vendors,

Just in case the companies that attended the pre-proposal conference April 24, 2019 have not seen the questions & answers, they were posted on the Treasurer's Office website on May 6, 2019. The link is seen below. Please follow the schedule in the RFP. The Treasurer's Office will not answer any more questions, pursuant to the RFP guidelines.

The Q&A document has been added to the RFP page:

<https://www.stlouis-mo.gov/government/departments/treasurer/documents/parking-management-rfp.cfm>

Carl Phillips  
Parking Administrator  
Office: (314) 589-6730  
Fax: (314) 622-4246  
Email: Phillipsca@stltreasurer.org

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**From:** Carl Phillips  
**Sent:** Tuesday, May 7, 2019 3:06 PM  
**To:** Kevin Fisher  
**Subject:** FW: Parking RFP questions & answers

**From:** Carl Phillips  
**Sent:** Tuesday, May 7, 2019 3:04 PM  
**To:** Robert Maroney <RMaroney@lazparking.com>; Michael Wilson <michael.wilson@ipsgroup.com>; Shelia Hudson <shudson@hudson-associatesllc.com>; Nathan Berry <nathan.berry@passportinc.com>; Joe Pelusi <jpelusi@stlouisparking.com>; Jeffrey Russell <Jeffrey.Russell@abm.com>; Paul Dillon <pdillon@republicparking.com>; Reliquet, Benoit <benoit.reliquet@flowbird.group>; Mike Nickolaus <MNickolaus@civicsmart.com>; sheryl@mpspark.com; Moore, Anderson <Anderson.Moore@conduent.com>; Alex Martignago <a.martignago@wegrp.com>  
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**From:** Kevin Fisher <kevin@aimsparking.com>  
**Sent:** Tuesday, May 7, 2019 3:11 PM  
**To:** Carl Phillips  
**Subject:** Re: FW: Parking RFP questions & answers

Thank you Carl, I was just about to follow-up my email - I found the information on the procurement page.

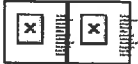
Thanks again!

Regards,

**Kevin Fisher**, *Account Representative*  
EDC Corporation | 105 Wyoming Street, Suite 300 | Syracuse, NY | 13204  
P 800.886.6316 x230 | M 315.727.3683 | [kevin@aimsparking.com](mailto:kevin@aimsparking.com)

**Be sure to visit us at booth 661 during the upcoming IPMI conference!**

Follow us on Twitter and LinkedIn:



On Tue, May 7, 2019 at 3:05 PM Carl Phillips <[PhillipsCa@stltreasurer.org](mailto:PhillipsCa@stltreasurer.org)> wrote:

**From:** Carl Phillips  
**Sent:** Tuesday, May 7, 2019 3:04 PM  
**To:** Robert Maroney <[RMaroney@lazparking.com](mailto:RMaroney@lazparking.com)>; Michael Wilson <[michael.wilson@ipsgroup.com](mailto:michael.wilson@ipsgroup.com)>; Shelia Hudson <[shudson@hudson-associatesllc.com](mailto:shudson@hudson-associatesllc.com)>; Nathan Berry <[nathan.berry@passportinc.com](mailto:nathan.berry@passportinc.com)>; Joe Pelusi <[jpelusi@stlouisparking.com](mailto:jpelusi@stlouisparking.com)>; Jeffrey Russell <[Jeffrey.Russell@abm.com](mailto:Jeffrey.Russell@abm.com)>; Paul Dillon <[pdillon@republicparking.com](mailto:pdillon@republicparking.com)>; Reliquet, Benoit <[benoit.reliquet@flowbird.group](mailto:benoit.reliquet@flowbird.group)>; Mike Nickolaus <[MNickolaus@civicsmart.com](mailto:MNickolaus@civicsmart.com)>; sheryl@mpspark.com; Moore, Anderson <[Anderson.Moore@conduent.com](mailto:Anderson.Moore@conduent.com)>; Alex Martignago <[a.martignago@wegrp.com](mailto:a.martignago@wegrp.com)>  
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**Sent:** Tuesday, May 7, 2019 4:25 PM  
**To:** Jared Boyd; Jerry Walker  
**Subject:** FW: Parking RFP questions & answers

FYI,

I also forwarded the link to the questions & answers for the RFP to those who attended the pre-proposal conference.

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**Sent:** Friday, May 17, 2019 4:37 PM  
**To:** Robert Maroney;Michael Wilson;Shelia Hudson;Nathan Berry;Joe Pelusi;Jeffrey Russell;Paul Dillon;Reliquet, Benoit;Mike Nickolaus;sheryl@mpspark.com;Moore, Anderson;Alex Martignago;Kevin Fisher  
**Subject:** RE: Parking RFP questions & answers

FYI,

The vendors who answered the recent City of St. Louis Parking RFP are:

1. Aims Parking
2. Passport Labs
3. IPS Group
4. Duncan Solutions
5. Duncan Parking Technologies (Alternate Bid – Civic Smart)
6. Groupe Techna
7. PayLock
8. Lanier Parking
9. United Public Safety
10. Conduent
11. Hudson & Associates
12. William Everett Group

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**Sent:** Tuesday, May 7, 2019 3:04 PM

**To:** Robert Maroney <[RMaroney@lazparking.com](mailto:RMaroney@lazparking.com)>; Michael Wilson <[michael.wilson@ipsgroup.com](mailto:michael.wilson@ipsgroup.com)>; Shelia Hudson <[shudson@hudson-associatesllc.com](mailto:shudson@hudson-associatesllc.com)>; Nathan Berry <[nathan.berry@passportinc.com](mailto:nathan.berry@passportinc.com)>; Joe Pelusi <[jpelusi@stlouisparking.com](mailto:jpelusi@stlouisparking.com)>; Jeffrey Russell <[Jeffrey.Russell@abm.com](mailto:Jeffrey.Russell@abm.com)>; Paul Dillon <[pdillon@republicparking.com](mailto:pdillon@republicparking.com)>; Reliquet, Benoit <[benoit.reliquet@flowbird.group](mailto:benoit.reliquet@flowbird.group)>; Mike Nickolaus <[MNickolaus@civicsmart.com](mailto:MNickolaus@civicsmart.com)>; sheryl@mpspark.com; Moore, Anderson <[Anderson.Moore@conduent.com](mailto:Anderson.Moore@conduent.com)>; Alex Martignago <[a.martignago@wegrp.com](mailto:a.martignago@wegrp.com)>

**Subject:** Parking RFP questions & answers

Good afternoon parking vendors,

Just in case the companies that attended the pre-proposal conference April 24, 2019 have not seen the questions & answers, they were posted on the Treasurer's Office website on May 6, 2019. The link is seen below. Please follow the schedule in the RFP. The Treasurer's Office will not answer any more questions, pursuant to the RFP guidelines.

The Q&A document has been added to the RFP page:

<https://www.stlouis-mo.gov/government/departments/treasurer/documents/parking-management-rfp.cfm>

Carl Phillips

Parking Administrator

Office: (314) 589-6730

Fax: (314) 622-4246

Email: [Phillipsca@stltreasurer.org](mailto:Phillipsca@stltreasurer.org)

## Shirley Rukcic

---

**From:** Carl Phillips  
**Sent:** Friday, May 17, 2019 4:38 PM  
**To:** Tishaura Jones; Jared Boyd  
**Subject:** FW: Parking RFP questions & answers

FYI

**From:** Carl Phillips  
**Sent:** Friday, May 17, 2019 4:37 PM  
**To:** Robert Maroney <[RMaroney@lazparking.com](mailto:RMaroney@lazparking.com)>; Michael Wilson <[michael.wilson@ipsgroup.com](mailto:michael.wilson@ipsgroup.com)>; Shelia Hudson <[shudson@hudson-associatesllc.com](mailto:shudson@hudson-associatesllc.com)>; Nathan Berry <[nathan.berry@passportinc.com](mailto:nathan.berry@passportinc.com)>; Joe Pelusi <[jpelusi@stlouisparking.com](mailto:jpelusi@stlouisparking.com)>; Jeffrey Russell <[Jeffrey.Russell@abm.com](mailto:Jeffrey.Russell@abm.com)>; Paul Dillon <[pdillon@republicparking.com](mailto:pdillon@republicparking.com)>; Reliquet, Benoit <[benoit.reliquet@flowbird.group](mailto:benoit.reliquet@flowbird.group)>; Mike Nickolaus <[MNickolaus@civicsmart.com](mailto:MNickolaus@civicsmart.com)>; sheryl@mpspark.com; Moore, Anderson <[Anderson.Moore@conduent.com](mailto:Anderson.Moore@conduent.com)>; Alex Martignago <[a.martignago@wegrp.com](mailto:a.martignago@wegrp.com)>; Kevin Fisher <[kevin@aimsparking.com](mailto:kevin@aimsparking.com)>  
**Subject:** RE: Parking RFP questions & answers

FYI,

The vendors who answered the recent City of St. Louis Parking RFP are:

1. Aims Parking
2. Passport Labs
3. IPS Group
4. Duncan Solutions
5. Duncan Parking Technologies (Alternate Bid – Civic Smart)
6. Groupe Techna
7. PayLock
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## Shirley Rukcic

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**From:** Carl Phillips  
**Sent:** Thursday, September 26, 2019 1:58 PM  
**To:** Robert Maroney;Michael Wilson;Shelia Hudson;Nathan Berry;Joe Pelusi;Jeffrey Russell;Paul Dillon;Reliquet, Benoit;Mike Nickolaus;sheryl@mpspark.com;Moore, Anderson;Alex Martignago;Kevin Fisher;Isen, Adam  
**Subject:** RE: Parking RFP questions & answers

Good afternoon,

Regarding the recent City of St. Louis parking Request for Proposal for:

### **Parking Management Parking Management - Software, Meter Maintenance, Collections, and Parking Violations Bureau**

On September 25, 2019, the City of St. Louis Parking Commission approved the selection AIMS & Hudson & Associates as the prime parking management contractors regarding Parking Management - Software, Meter Maintenance, Collections, and Parking Violations Bureau.

The Treasurer's Office wishes to thank you all for your patience in this lengthy process.

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Parking Administrator

Office: (314) 589-6730

Fax: (314) 622-4246

Email: [Phillipsca@stltreasurer.org](mailto:Phillipsca@stltreasurer.org)

## Shirley Rukcic

---

**From:** Jerry Walker <jwalker@stltreasurer.org>  
**Sent:** Wednesday, May 29, 2019 12:51 PM  
**To:** Carl Phillips;Kevin Holliday  
**Subject:** 3 RFP parking recommendations  
**Attachments:** AIMS.xlsx; Hudson Assoc.xlsx; United Public Safety.xlsx

Team,

Attached are the 3 recommendations for the Parking RFP. Please review and advise of any changes.

Thanks,

**Jerry Walker**

*Director of Information Technology*

City of St. Louis Treasurer's Office

133 South 11th Street, Suite 220

St. Louis, MO 63102

314-665-1950

[jwalker@stltreasurer.org](mailto:jwalker@stltreasurer.org)

	Score	AIMS	Notes
Pricing - 30	30	\$127,437.00	\$146,995 for Genetec equipment to be added. 600 a year after year 1. \$786,580 over 5 years with genetec included.
Ability to Perform the required services - 25	25		Satisfies all requirements
References - 15	15		
Technology and innovation - 10	10		
MBE/WBE Participation - 10	10		need to ask what is considered value added however, offers zebra printers in pricing, genetech, pre-printed tickets, permit, event management, tiba interface and 3 separate pricing models
Value added services - 10	10		
	Total	100	

	Score	Hudson Assoc	Notes
Pricing - 30	30	\$1,684,584.00	18 dollars per meter per month. Pricing is for 1 year on meter collections only. Probably means booting and towing as well
Ability to Perform the required services - 25	24		Based on past history on meter collections
References - 15	15		
Technology and innovation - 10	10		
MBE/WBE Participation - 10	10		MBE/WBE certified
Value added services - 10	8		Offers back office, and space meter maintenance
<b>Total</b>	<b>97</b>		

**Cost**

	Score	United Public Safety	Notes
<b>Pricing - 30</b>	20	\$190,000.00	yearly cost does not include 1 time
<b>Ability to Perform the required services - 25</b>	18		Can do most. Others missing needs
<b>References - 15</b>	15		customization
<b>Technology and innovation - 10</b>	10		
<b>MBE/WBE Participation - 10</b>	0		
<b>Value added services - 10</b>	8		LPR, ticket paper,
<b>Total</b>	<b>71</b>		
<b>Cost</b>	<b>\$190,000.00</b>		yearly cost average
	<b>\$131,255.00</b>		1 time cost for install

**Total a year \$321,255.00**

733 parkeon  
1723 ips

## Shirley Rukcic

---

**From:** Carl Phillips  
**Sent:** Wednesday, May 29, 2019 3:09 PM  
**To:** Jerry Walker; Kevin Holliday  
**Subject:** RE: 3 RFP parking recommendations

I have no changes.

**From:** Jerry Walker  
**Sent:** Wednesday, May 29, 2019 12:51 PM  
**To:** Carl Phillips <PhillipsCa@stltreasurer.org>; Kevin Holliday <kholliday@stltreasurer.org>  
**Subject:** 3 RFP parking recommendations

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City of St. Louis Treasurer's Office

133 South 11th Street, Suite 220

St. Louis, MO 63102

314-665-1950

[jwalker@stltreasurer.org](mailto:jwalker@stltreasurer.org)

## Shirley Rukcic

---

**From:** Carl Phillips  
**Sent:** Monday, June 3, 2019 11:07 AM  
**To:** Jerry Walker  
**Subject:** Interviews

I'm setting up telephone interviews for this Thursday (June 6, 2019) for the Parking RFP.

The times will be:

11:00 am

1:00 pm

3:00 pm

Are you available at those times.

Carl Phillips  
Parking Administrator  
Office: (314) 589-6730  
Fax: (314) 622-4246  
Email: [Phillipsca@stltreasurer.org](mailto:Phillipsca@stltreasurer.org)



## Shirley Rukcic

---

**From:** Jerry Walker  
**Sent:** Monday, June 3, 2019 11:08 AM  
**To:** Carl Phillips  
**Subject:** RE: Interviews

Yes.

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**Sent:** Monday, June 3, 2019 11:07 AM  
**To:** Jerry Walker <jwalker@stltreasurer.org>  
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## Shirley Rukcic

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**From:** Carl Phillips  
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**To:** Jerry Walker  
**Subject:** RE: Interviews

Ok.

**From:** Jerry Walker  
**Sent:** Monday, June 3, 2019 11:08 AM  
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## Shirley Rukcic

---

**From:** Carl Phillips  
**Sent:** Monday, June 3, 2019 3:01 PM  
**To:** Jerry Walker;Kevin Holliday  
**Subject:** Parking RFP Interviews June 6, 2019  
**Attachments:** Parking RFP Interviews 2019.docx

11:00 am Hudson & Associates  
1:00 pm United Public Safety  
3:00 pm AIMS

Carl Phillips  
Parking Administrator  
Office: (314) 589-6730  
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Email: [Phillipsca@stltreasurer.org](mailto:Phillipsca@stltreasurer.org)

June 6, 2019 – Parking RFP Interviews

St. Louis RFP Interview                    **Hudson & Associates – 11:00 am**  
Yes, I am available at 11 am. Please call me at **314.768.3612**

St. Louis RFP Interview                    **United Public Safety – 1:00 pm**

Please join my meeting from your computer, tablet or smartphone.  
<https://global.gotomeeting.com/join/387032829>

You can also dial in using your phone.  
(For supported devices, tap a one-touch number below to join instantly.)

United States: +1 (646) 749-3122  
- One-touch: <tel:+16467493122,,387032829#>

Access Code: 387-032-829

New to GoToMeeting? Get the app now and be ready when your first meeting starts:  
<https://global.gotomeeting.com/install/387032829>

**St. Louis RFP Interview                    AIMS – 3:00 pm**  
Thursday, June 6, 2019  
3:00 pm | Central Daylight Time (Chicago) | 1 hr  
Meeting number (access code): **803 879 820**  
Meeting password: blues

## Shirley Rukcic

---

**From:** Carl Phillips  
**Sent:** Monday, July 15, 2019 10:40 AM  
**To:** Tishaura Jones;Jared Boyd;Jerry Walker  
**Subject:** FW: Parking Management RFP, Status Inquiry

**Importance:** High

I will respond to this email:

No award has been made, and no recommendation has gone to the City of St. Louis Parking Commission.

Any comments?

**From:** Isen, Adam <Adam.Isen@conduent.com>  
**Sent:** Monday, July 15, 2019 10:27 AM  
**To:** Carl Phillips <PhillipsCa@stltreasurer.org>  
**Subject:** Parking Management RFP, Status Inquiry  
**Importance:** High

Hi, Carl.

I'm contacting you as our Company's primary contact, related to the Parking Management RFP to inquire about the status of said RFP released by the City of St Louis Treasures' Office in April 2019. To date, the Conduent team has not received any correspondence regarding an award or have been able to find any updates on the Treasurer's Website. According to the RFP's "key proposal and project milestones," the Treasurer's Office would make an estimated final selection of vendors by May 31, 2019, with an estimated date for contract negotiation and approval being last month.

Can you provide:

- A status as to the selection process, including the revised schedule for awards and negotiations/approvals?
- Is it anticipated that vendors will be brought in for presentations?
- How will vendors be notified if a downward selection is made?
- If an award has been made, the date of that award and information about the awardee and subcontractors?
- In the event an award has occurred, the evaluation criteria, selection scoring, and supporting commentary?
- Is there a date and time that this matter will be considered by the Parking Committee? Do you know when the next meeting is scheduled?
- In the event an award has occurred, copies of any proposals submitted by other parties.
- What is the appropriate process to request a debrief in the event a vendor is not selected?

I'd be happy to contact you by phone, at your convenience today if you'd prefer.

Thank you,

Adam Isen, CAPP  
Director, Central Region

Parking & Mobility Solutions

**CONDUENT**

Desk: 317.423.9718  
Mobile: 317.413.6830

## Shirley Rukcic

---

**From:** Carl Phillips  
**Sent:** Friday, October 4, 2019 10:05 AM  
**To:** Jared Boyd; Jerry Walker  
**Subject:** FW: Parking RFP questions & answers: IPS Response

FYI.

**From:** Michael Wilson <michael.wilson@ipsgroup.com>  
**Sent:** Friday, October 4, 2019 8:59 AM  
**To:** Carl Phillips <PhillipsCa@stltreasurer.org>  
**Subject:** Parking RFP questions & answers: IPS Response

Carl,

Hope you are doing well.

As you might suspect, I'm reaching out to get feedback on where IPS missed the mark relative to the Parking Management Software and Enforcement Technology. At the same time, I want to discuss why we continue to see Financial gaps between what is collected and what's being reported. I did research and have important information to share. Finally, I want to chat about setting up the Dome-Sensor Pilot / Trial (FREE) I mentioned when we met a year ago. It will show how you can immediately increase Revenue for the Treasurer Department and at the same time improve end-user satisfaction.

I'm going to be downtown this afternoon for another meeting. Let me know if you can grab lunch and we can discuss this while enjoying a good meal. I'm free between 11:30am – 1:00pm. If you'd like, we can do Rosalita's Cantina there on Washington or we can pick another spot you like.

Thanks!

Michael  
619-405-2028

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5. Duncan Parking Technologies (Alternate Bid – Civic Smart)
6. Groupe Techna
7. PayLock
8. Lanier Parking
9. United Public Safety
10. Conduent
11. Hudson & Associates
12. William Everett Group

**From:** Carl Phillips

**Sent:** Wednesday, May 8, 2019 5:07 PM

**To:** Robert Maroney <[RMaroney@lazparking.com](mailto:RMaroney@lazparking.com)>; Michael Wilson <[michael.wilson@ipsgroup.com](mailto:michael.wilson@ipsgroup.com)>; Shelia Hudson <[shudson@hudson-associatesllc.com](mailto:shudson@hudson-associatesllc.com)>; Nathan Berry <[nathan.berry@passportinc.com](mailto:nathan.berry@passportinc.com)>; Joe Pelusi <[jpelusi@stlouisparking.com](mailto:jpelusi@stlouisparking.com)>; Jeffrey Russell <[Jeffrey.Russell@abm.com](mailto:Jeffrey.Russell@abm.com)>; Paul Dillon <[pdillon@republicparking.com](mailto:pdillon@republicparking.com)>; Reliquet, Benoit <[benoit.reliquet@flowbird.group](mailto:benoit.reliquet@flowbird.group)>; Mike Nickolaus <[MNickolaus@civicsmart.com](mailto:MNickolaus@civicsmart.com)>; [sheryl@mpspark.com](mailto:sheryl@mpspark.com); Moore, Anderson <[Anderson.Moore@conduent.com](mailto:Anderson.Moore@conduent.com)>; Alex Martignago <[a.martignago@wegrp.com](mailto:a.martignago@wegrp.com)>

**Subject:** RE: Parking RFP questions & answers

FYI,



A few questions & answers were omitted from the posted list (on May 6, 2019). These questions & answers have been added to the Treasurer's website (see below), as an addendum.

Thanks

Carl Phillips

<https://www.stlouis-mo.gov/government/departments/treasurer/documents/parking-management-rfp.cfm>

**From:** Carl Phillips

**Sent:** Tuesday, May 7, 2019 3:04 PM

**To:** Robert Maroney <[RMaroney@lazparking.com](mailto:RMaroney@lazparking.com)>; Michael Wilson <[michael.wilson@ipsgroup.com](mailto:michael.wilson@ipsgroup.com)>; Shelia Hudson <[shudson@hudson-associatesllc.com](mailto:shudson@hudson-associatesllc.com)>; Nathan Berry <[nathan.berry@passportinc.com](mailto:nathan.berry@passportinc.com)>; Joe Pelusi <[jpelusi@stlouisparking.com](mailto:jpelusi@stlouisparking.com)>; Jeffrey Russell <[Jeffrey.Russell@abm.com](mailto:Jeffrey.Russell@abm.com)>; Paul Dillon <[pdillon@republicparking.com](mailto:pdillon@republicparking.com)>; Reliquet, Benoit <[benoit.reliquet@flowbird.group](mailto:benoit.reliquet@flowbird.group)>; Mike Nickolaus <[MNickolaus@civicsmart.com](mailto:MNickolaus@civicsmart.com)>; sheryl@mpspark.com; Moore, Anderson <[Anderson.Moore@conduent.com](mailto:Anderson.Moore@conduent.com)>; Alex Martignago <[a.martignago@wegrp.com](mailto:a.martignago@wegrp.com)>

**Subject:** Parking RFP questions & answers

Good afternoon parking vendors,

Just in case the companies that attended the pre-proposal conference April 24, 2019 have not seen the questions & answers, they were posted on the Treasurer's Office website on May 6, 2019. The link is seen below. Please follow the schedule in the RFP. The Treasurer's Office will not answer any more questions, pursuant to the RFP guidelines.

The Q&A document has been added to the RFP page:

<https://www.stlouis-mo.gov/government/departments/treasurer/documents/parking-management-rfp.cfm>

Carl Phillips

Parking Administrator

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