



Agenda Item No. _____

File Code No. 550.01

CITY OF SANTA BARBARA

COUNCIL AGENDA REPORT

AGENDA DATE: July 3, 2012

TO: Mayor and Councilmembers

FROM: Transportation Division, Public Works Department

SUBJECT: Approve Sole Source Purchasing Request For Parking Revenue Control Equipment And Parts

RECOMMENDATION:

That Council waive compliance with formal bid procedure pursuant to Santa Barbara Municipal Code section 4.52.070(K) and authorize the sole source purchase of Skidata, Inc., parking revenue control equipment and parts from Sentry Control Systems, for a period of five years, and authorize a contract with Sentry Control Systems to provide equipment services for the five-year period.

DISCUSSION:

The Downtown Parking Program (Parking Program) operates and maintains five parking structures and seven surface lots with approximately 3,200 spaces. Each year, the parking lots and structures process 4.3 million transactions and generate approximately \$4.3 million in hourly parking revenues.

Revenue Control Equipment Sole Source:

During the design phase of the Granada Garage, staff worked with the architect to analyze and evaluate the revenue control systems that were available. It was determined that the equipment manufactured by Skidata, Inc. (Skidata) would meet the current and future needs of the Parking Program, not only in the Granada Garage, but also system-wide.

On June 26, 2007, Council authorized the sole source use of Sentry Control Systems (Sentry) for installing Skidata revenue control equipment and parts for a five-year period. Sentry installed the revenue control equipment at the Granada Garage, as the subcontractor to McCarthy Construction, and has been able to provide the City with regular and effective support during the warranty period. Sentry recently completed the installation of Skidata equipment in all 12 City parking lots and structures, and has built an infrastructure for the credit card payment system. The installation at the Granada Garage and other parking lots and garages has proven successful and confirms that this equipment has met the needs of the Parking Program.

Sentry Control Systems is based in Van Nuys, California and is the only certified distributor of Skidata equipment in the state. As such, the only source through which the City may purchase and install Skidata equipment is through Sentry Control Systems. Because of Sentry's proximity to the City of Santa Barbara, they are able to provide online technical support, regular equipment maintenance and repair, and can respond to urgent calls within 24 hours.

Direct negotiation has been the most effective method for generating improved cost schedules for the Parking Program. As the relationship between the City and Sentry has developed, Sentry has willingly re-examined pricing terms and offered suggestions for increasing efficiency, cost savings, and revenue generation. Sentry provides the City with certified parts for Skidata systems; however, materials such as tickets and certain computer parts are purchased through competitive awards.

Continuing the City's contract with Sentry and Skidata equipment allows the Downtown Parking revenue control system to continue to be fully integrated, guaranteeing ease of reporting and auditing and system-wide maintenance. Sole source selection of Sentry and Skidata equipment also allows the Parking Program to implement projects such as online payment processing, use of smart phone applications, as well as meeting the ongoing software and server infrastructure needs for credit card processing.

BUDGET/FINANCIAL INFORMATION:

The Parking Program has budgeted sufficient funds in the operating budget to provide for a five year agreement with Sentry Control Systems.

SUSTAINABILITY IMPACT:

The Skidata equipment continues to provide multiple options for ticketless ingress and egress of the parking lots and structures. Skidata equipment enables the use of programmed proximity entry cards for monthly permit holders using the parking facility, thus eliminating the need for paper tickets. The Skidata equipment has also given staff the ability to provide ticketless special event parking. Bypassing the regular ticket dispenser has significantly reduced the annual ticket order. In addition, the Skidata equipment "sleeps" when customers are not present and is only activated when a customer enters the lot, resulting in energy savings.

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SUBMITTED BY: Christine F. Andersen, Public Works Director

APPROVED BY: City Administrator's Office