



CITY OF SANTA BARBARA

COUNCIL AGENDA REPORT

AGENDA DATE: January 28, 2014

TO: Mayor and Councilmembers

FROM: Business Services Division, Waterfront Department

SUBJECT: Sole Source Purchase Order For Skidata, Inc., Parking Revenue Control Equipment

RECOMMENDATION:

That Council find it in the City's best interest to waive the formal bid procedure as authorized by Municipal Code Section 4.52.070(k), and authorize the General Services Manager to issue a purchase order to Sentry Control Systems for Skidata parking revenue control equipment in an amount not to exceed \$230,000.

DISCUSSION:

The Waterfront Department operates eight parking lots with a total of approximately 2,580 parking stalls. Three of the parking lots, Stearns Wharf, Leadbetter, and Harbor Main, are staffed and use revenue control/point of sale systems that operate with ticket dispensers, and entry and exit gate arms. The Harbor Main parking lot is staffed twenty-four hours a day and 365 days a year. Stearns Wharf is staffed year-round and Leadbetter is staffed on weekends all year and weekdays during the summer season.

The current parking equipment was installed in 1995. The equipment has been fully depreciated and the technology is now obsolete. The manufacturer of this system no longer makes or services the necessary replacement parts. Consequently, when the system malfunctions, Parking staff needs to use retired equipment or cannibalize used equipment.

In reviewing options for replacing parking revenue control equipment and systems for Waterfront parking lots, Waterfront Department staff consulted with Downtown Parking staff to clearly define the needs of the Waterfront Department. Downtown Parking currently employs Skidata equipment at all twelve of the Downtown Parking lots including five parking garages and seven surface lots. Downtown Parking has experienced minimal problems with Skidata equipment since they installed the systems in 2006 and has allowed them to create useful occupancy and revenue reporting, to provide effective revenue control, to improve customer service, and to increase safety

for their staff and patrons. The equipment is dynamic and flexible allowing the Department the ability to add features onto the system in the future, if necessary.

Staff recommends waiving the formal bid procedure because Sentry Control Systems meets the unique parking needs of the Waterfront Department (visitors, permittees, boats, and boat trailers) as well as their proven record of reliability and service with Downtown Parking. Sentry Control Systems is the certified distributor and installer of Skidata and are located in the San Fernando Valley. Because Sentry is located in Southern California, they are able to provide consistent, ongoing equipment maintenance and repair, and are also able to respond to urgent calls within 24 hours. In addition, having Downtown Parking and the Waterfront Department on the same parking revenue control systems, Skidata will allow for maintenance agreement cost-sharing as well as the exchange of information, training, and best use practices.

The system cost of \$230,000 includes everything to appropriately run the new system including: car lane and booth equipment, revenue control software, server/network equipment, as well as complete installation and set up services.

The implementation of the system will be completed in phases over the next two fiscal years. Funding for the first purchase of the Skidata equipment is included in the Fiscal Year 2014 Waterfront Department Capital Budget. The balance will be programmed into the Fiscal Year 2015 budget, subject to Council approval.

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SUBMITTED BY: Scott Riedman, Waterfront Director

APPROVED BY: City Administrator's Office