

POLICE RADAR/LIDAR SPEED ENFORCEMENT & SPEED ADVISORY SYSTEMS

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February 6, 2019

RE: Evaluation/Award Summary and Recommendation for NASPO ValuePoint RFP 00218

This executive summary was prepared by NASPO ValuePoint staff for use by the Management Board. The official award documents are maintained by the Lead State in accordance with its procurement laws.

BACKGROUND: The NASPO ValuePoint Management Board authorized the State of Washington to conduct a solicitation to establish multistate contracts for Police Radar/Lidar Speed Enforcement & Speed Advisory Systems, Parts & Accessories. The State of Washington, with sourcing team assistance, conducted a solicitation, and completed award evaluations. They have six award recommendations to bring to the Management Board for approval. The resulting contract portfolio will be established for two-years with the option, upon mutual written agreement, for three additional one-year renewal periods.

SOURCING TEAM: The RFP was led by the State of Washington and developed with sourcing team involvement from five other states: California, Florida, Nevada, Oklahoma, and South Carolina. NASPO ValuePoint staff provided project oversight.

RFP INFORMATION: The RFP was issued on November 19, 2018. It was amended four times and closed on January 16, 2019.

SOLICITATION GOALS: State and local law enforcement agencies rely on National Highway Traffic Safety Administration (NHTSA) approved police radar/lidar speed measuring devices for quality, accuracy, and traffic court acceptance. They use the Conforming Product List (CPL), established and maintained by the NHTSA, as the standard for procuring their devices.

The CPL is a list of manufacturers and their approved products. To meet the needs of state and local law enforcement agencies, this RFP only considered the manufacturers and their products listed on the CPL.

PROPOSAL INFORMATION: We received seven proposals. All seven came from manufacturers. There were no restrictions for distributors or dealers to participate but none of them submitted proposals.

EVALUATIONS: The sourcing team met via teleconference to conduct the evaluations on January 24, 2019. One of the seven proposals received was deemed non-responsive. The six remaining proposals were evaluated on the following factors: Responsiveness (including Offeror's Certification, Offeror's Profile, Offeror's Wage Theft Prevention Certification, and Offeror's Workers' Rights Certification); their ability to meet the RFP specification; lowest price; and references.

Evaluation Process:

- *Step 1: Responsiveness (pass/fail)*
- *Step 2: Specification Evaluation (pass/fail)*
- *Step 3: Pricing Evaluation (80 points)*
- *Step 4: References (20 points)*

Products in the RFP were categorized into the following categories:

- Category A – Police Radar/Lidar Products (Speed Enforcement);
- Category B – Pole/Trailer Mounted Police Radar/Lidar Products;
- Category C – Lidar Products for Crash Reenactment; and
- Category D – Parts & Accessories.

The team focused on Category A as the basis for the evaluation because it includes most of the items purchased in our prior contracts. Category A was divided into seven subcategories (listed below).

The following conditions were also considered in the evaluation process:

- To win an award in one of the seven Category A – subcategories, an offeror was required to propose pricing on all the items in that subcategory.
- The RFP allowed for two awards in each subcategory. *Note: We anticipated that distributors and dealers would participate but they didn't and we only received one proposal for each subcategory.*
- Offerors were required to propose in the Category A subcategories in order to be considered for awards in Categories B, C, and D.
- The products in Categories B, C, and D were not scored but their pricing was reviewed for reasonableness to confirm they were consistent with or lower than current market prices.

The sourcing team evaluated each Category A - subcategory and is recommending award for six of the seven subcategories. The proposal from Unipar Services was deemed non-responsive.

AWARD SUMMARY: Since the NHTSA listed their approved CPL products by manufacturer name and product model, we used that same nomenclature in naming our RFP Category A – subcategories. The proposed awards for each Category A - subcategory are provided below:

SUBCATEGORY PRODUCT MANUFACTURER	PROPOSED SUBCATEGORY AWARDS	SCORE
1. Sub-category - Stalker	Applied Concepts	86.67
2. Sub-category - Decatur Electronics	Pulse Technology Partners	80.00
3. Sub-category - DragonEye Technology	DragonEye Technology	100.00
4. Sub-category - Kustom Signals	Kustom Signals	80.00
5. Sub-category - Laser Technology	Laser Technology	93.33
6. Sub-category - MPH Industries	MPH Technologies	100.00

KEY BENEFITS OF THE NEW AWARDS:

- A. These contracts will include all but one of the items listed on the current CPL.
- B. The new awards expand the speed advisory systems available to law enforcement agencies and add Crash Reenactment products.
- C. The prior NASPO ValuePoint Police Radar/Lidar contract was in place from October 31, 2011, to October 30, 2018. There were no price increases during the seven years of that contract except for a single request from Laser Technology that was granted on April 6, 2016.

Of the 44 products in Category A – Police Radar/Lidar products, the pricing for two products increased by 10% - 15% over 2011 pricing and 13 products increased by only 1% - 10%. The remaining 29 items were either the same price or discounted from the 2011 pricing. That data is available in the Price Review below.

CONCLUSION: The State of Washington Management has reviewed and approved these award recommendations. I applaud the excellent work and analysis of the sourcing team, recommend your approval of the proposed awards, and ask that we permit the State of Washington to move ahead with establishing the Master Agreements.

PRICE REVIEW:

CATEGORY A - Police Radar/Lidar Products (Speed Enforcement)						
A. Subcategory Applied Concepts						
Manufacture	Offeror	Unit	Old Price	New Price	+/-	% Difference
Stalker	Applied Concepts	Stalker Dual SL	\$2,128.00	\$2,192.00	\$64.00	3.01%
Stalker	Applied Concepts	Stalker Dual DSR	\$2,886.00	\$2,895.00	\$9.00	0.31%
Stalker	Applied Concepts	Stalker 2X	\$3,030.00	\$3,080.00	\$50.00	1.65%
Stalker	Applied Concepts	Stalker II SDR	\$1,405.00	\$1,448.00	\$43.00	3.06%
Stalker	Applied Concepts	Stalker II MDR	\$2,251.00	\$2,319.00	\$68.00	3.02%
Stalker	Applied Concepts	Stalker Patrol	\$1,395.00	\$1,595.00	\$200.00	14.34%
Stalker	Applied Concepts	Stalker XS	\$1,695.00	\$1,795.00	\$100.00	5.90%
Stalker	Applied Concepts	Stalker XLS	\$2,195.00	\$2,261.00	\$66.00	3.01%
Stalker	Applied Concepts	Stalker RLR	\$2,450.00	\$2,524.00	\$74.00	3.02%
The manufacturer did not receive a price increase for during the seven-year term of the last contract.						
B. Subcategory Decatur Electronics						
Manufacture	Offeror	Unit	Old Price	New Price	+/-	% Difference
Decatur Electronics	Pulse Technology	Genesis GHD	\$645.00	\$6.15.00	-\$30.00	-4.88%
Decatur Electronics	Pulse Technology	Genesis II Select K Band	\$1,899.00	\$1,999.00	\$100.00	5.00%
Decatur Electronics	Pulse Technology	Genesis II Select KA Band	\$1,899.00	\$2,150.00	\$251.00	11.67%
Decatur Electronics	Pulse Technology	Scout	\$995.00	\$989.00	-\$6.00	-0.61%
This is a new contractor on this contract.						
C. Subcategory DragonEye Technology						
Manufacturer	Offeror	Unit	Old Price	New Price	+/-	% Difference
DragonEye	DragonEye	DragonEye Compact Speed	\$1,475.00	\$1,549.00	\$74.00	5.02%
DragonEye	DragonEye	DragonEye Speed Lidar	\$2,149.00	\$2,149.00	\$0.00	0.00%
These items were under the Decatur Electronics on the old contract.						

D. Subcategory Kustom Signals						
Manufacturer	Offeror	Unit	Old Price	New Price	+/-	% Difference
Kustom Signals	Kustom Signals	Eagle II	\$1,345.00	\$1,308.00	-\$37.00	-2.75%
Kustom Signals	Kustom Signals	Golden Eagle II	\$1,873.00	\$1,818.00	-\$55.00	-2.94%
Kustom Signals	Kustom Signals	Directional Golden Eagle II	\$2,240.00	\$2,175.00	-\$65.00	-2.90%
Kustom Signals	Kustom Signals	Falcon HR	\$673.00	\$645.00	-\$28.00	-4.16%
Kustom Signals	Kustom Signals	Talon II	\$1,039.00	\$1,006.00	-\$33.00	-3.18%
Kustom Signals	Kustom Signals	Directional Talon	\$1,360.00	\$1,312.00	-\$48.00	-3.53%
Kustom Signals	Kustom Signals	Raptor RP-1	\$1,191.00	\$1,104.00	-\$87.00	-7.30%
Kustom Signals	Kustom Signals	Eagle 3		\$1,930.00	1,930.00	
Kustom Signals	Kustom Signals	LaserCAM 4	\$7,018.00	\$5,995.00	-\$1,023.00	-14.58%
Kustom Signals	Kustom Signals	ProLaser III	\$2,605.00	\$2,546.00	-\$59.00	-2.26%
Kustom Signals	Kustom Signals	ProLaser 4	\$2,505.00	\$2,195.00	-\$310.00	-12.38%
Kustom Signals	Kustom Signals	Pro-Lite +	\$1,505.00	\$1,395.00	-\$110.00	-7.31%

The contractor did not receive a price increase during the seven-year term of the old contract.
The Eagle 3 product is new to the CPL and was not on the old contract.

E. Subcategory Laser Technology						
Manufacturer	Offeror	Unit	Old Price	New Price	+/-	% Difference
Laser Technology	Laser Technology	TruSpeed	\$1,695.00	\$1,695.00	\$0.00	0.00%
Laser Technology	Laser Technology	TruSpeed LR	\$1,995.00	\$1,995.00	\$0.00	0.00%
Laser Technology	Laser Technology	TruSpeed S	\$1,395.00	\$1,395.00	\$0.00	0.00%
Laser Technology	Laser Technology	TruSpeed SXB	\$1,995.00	\$1,995.00	\$0.00	0.00%
Laser Technology	Laser Technology	Ultralyte 100 LR	\$2,995.00	\$2,995.00	\$0.00	0.00%
Laser Technology	Laser Technology	Ultralyte LR B	\$2,995.00	\$2,595.00	-\$400.00	-13.36%
Laser Technology	Laser Technology	LTI TruVision	\$5,995.00	\$5,995.00	\$0.00	0.00%

This manufacturer was the only one to receive a price increase on the old contract. That was on April 6, 2016.

F. Subcategory MPH Industries						
Manufacturer	Offeror	Unit	Old Price	New Price	+/-	% Difference
MPH Industries	MPH Industries	BEE III	\$1,460.00	\$1,349.00	-\$111.00	-7.60%
MPH Industries	MPH Industries	Enforcer	\$1,308.87	\$1,379.00	\$70.13	5.36%
MPH Industries	MPH Industries	Python III	\$831.27	\$885.00	\$53.73	6.46%
MPH Industries	MPH Industries	Ranger EZ	\$1,859.00	\$1,859.00	\$0.00	0.00%
MPH Industries	MPH Industries	SpeedGun Pro	\$1,178.89	\$1,229.00	\$50.11	4.25%
MPH Industries	MPH Industries	SpeedLaser B	\$1,661.53	\$5,000.00		
MPH Industries	MPH Industries	SpeedLaser R	\$2,538.14	\$5,000.00		
MPH Industries	MPH Industries	SpeedLaser S	\$1,812.67	\$5,000.00		
MPH Industries	MPH Industries	SpeedLaser T	\$2,175.41	\$5,000.00		
MPH Industries	MPH Industries	Sure Shot	\$2,399.00	\$2,399.00		0.00%

The manufacturer did not receive a price increase during the seven-year term of the old contract.
SpeedLaser products are at end-of-life and being replaced with Sure Shot.