



Los Angeles County Service Authority for Freeway Emergencies
Kenneth Hahn Call Box System

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SAFE BOARD
DECEMBER 15, 2005

**SUBJECT: KENNETH HAHN CALL BOX SYSTEM
DIGITAL CALL BOX**

**ACTION: AWARD CONTRACT NO. 05SAFE039 FOR DIGITAL CALL BOX
DESIGN-BUILD AND MANUFACTURE**

RECOMMENDATION

Authorize the Executive Officer to award a fixed-price indefinite quantity contract, Contract No. 05SAFE039, to Integrated Technology Consulting, Inc. (ITC) for a digital call box design-build manufacture contract in an amount not-to-exceed \$8,667,000 inclusive of a 10% contingency, effective December 19, 2005.

RATIONALE

The award of this contract is required to enable SAFE to transition the existing analog wireless call box infrastructure to operate using digital wireless services. The transition of the call box system from an analog wireless to a digital wireless based system is needed due to the decreasing level of support provided by the cellular providers for analog wireless service. This contract will enable the call box system to use up-to-date digital wireless technologies in order to keep current with the wireless services provided by the cellular providers and take advantage of improved efficiencies in voice and data communications while lowering the total cost of ownership of the system over the next 10 years. The recommended contract includes designing, building, and manufacturing a digital call box and supporting components for SAFE.

The contract requires ITC to include the following characteristics and added functionality over the current call box:

- Use the digital wireless network to provide simultaneous bi-directional voice and data capabilities.
- Be easy to use with equal access to all users.
- Designed for a ten-year lifecycle.
- Integrate the digital call box with the call answering center, California Highway Patrol, and a systems control center.

- Be upgradeable over its useful life in order to take advantage of enhanced technologies.
- Designed with no moving parts and fewer components than the current call box, resulting in increased reliability and lower maintenance costs.
- Be resistant to tampering, graffiti, and vandalism.
- Designed with internal Global Positioning System to provide accurate call box location information.

The proposed digital call box will improve the level of service to the motoring public as well as realize cost savings to SAFE from a call box that costs approximately half the current call box and requires less maintenance than the existing system.

Proposals were evaluated according to SAFE's policies and procedures for competitive procurements. The evaluation team found proposals from ITC and Volt Telecommunications Group, Inc. (Volt) were technically acceptable. However, ITC's price was approximately 19% lower than Volt's. A request for Best and Final Offers was issued to ITC, the response was received, and final negotiations were conducted with ITC.

BACKGROUND

Transition of the Kenneth Hahn Call Box System to a call box utilizing digital wireless technology is critical to maintain continuous system operation. For more than 10 years SAFE has relied upon an analog wireless based system to provide communication from the call box to a call answering center and systems control center. These analog technologies and associated analog cellular network have exceeded their specified life span and new technologies are necessary for the call box program to continue to provide a high quality of service to the motoring public.

The current call box system is based upon the use of analog cellular technologies, which were implemented in 1992. Cellular providers have greatly decreased their support of analog wireless and have introduced digital wireless services thereby effectively making analog cellular technologies outdated. The current call box uses proprietary equipment and has components that are no longer available, are difficult to maintain, use analog cellular communication, and have limited functionality. Staff and consultants versed in the necessary technologies have evaluated the call box system and determined that a call box utilizing modern digital wireless technology is necessary to ensure the continuous operation of the system for the next 10 years.

FINANCIAL IMPACT

Funding of \$3,875,000 for digital call box transition is included in the approved FY06 budget under Cost Center 3351, Project 300209 for SAFE. Since this is a multi-year contract, the Cost Center Manager and SAFE Executive Officer will be accountable for budgeting the cost in future years.

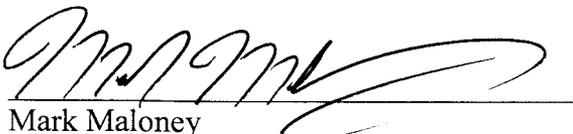
ALTERNATIVES CONSIDERED

The Board may not authorize the execution of this contract. This alternative is not recommended as SAFE will be required to continue using analog call boxes, which will result in higher costs, less reliable service, and increased maintenance costs due to the reduction of analog service and decreased availability of analog technologies. This alternative will also lead to the eventual removal of the call box system as analog wireless services and hardware become no longer available after FY07.

ATTACHMENTS

- A. Procurement Summary
- A-1. Procurement History
- A-2. List of Subcontractors

Prepared by: Kali Fogel, Project Manager
Mona Ismail, Contract Manager



Mark Maloney
Deputy Executive Officer



Roger Snoble
Executive Officer

**ATTACHMENT A
PROCUREMENT SUMMARY**

**CONTRACT NO. 05SAFE039
DIGITAL CALL BOX DESIGN-BUILD AND MANUFACTURE**

1.	Contract Number: 05SAFE039		
2.	Recommended Vendor: INTEGRATED TECHNOLOGIES CONSULTING, INC.		
3.	Cost/Price Analysis Information:		
	A. Bid/Proposed Price: \$ 7,879,304.00	Recommended Price: \$8,667,000.00	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Type: Fixed-price Indefinite Quantity		
5.	Procurement Dates:		
	A. Issued: April 27, 2005		
	B. Advertised: April 27, 2005 through June 16, 2005		
	C. Pre-proposal Conference: May 9, 2005		
	D. Proposals Due: June 16, 2005		
	E. Pre-Qualification Completed: N/A		
	F. Conflict of Interest Form Submitted to Ethics: September 2, 2005		
6.	Small Business Participation:		
	A. Bid/Proposal Goal: 0% SBE for base period + 0% of each option.	Date Small Business Evaluation Completed: N/A	
	B. Small Business Commitment: 0%		
7.	Invitation for Bid/Request for Proposal Data:		
	Notifications Sent: 47	Proposals Downloaded: 31	Bids/Proposals Received: 2
8.	Evaluation Information: Initial RFP response from Volt did not include an RFP compliant call box display. Volt provided cost for including a compliant display and the amount was added to the proposal price. Initial RFP response from ITC did not include sales tax, which was added at 8.25%.		
	A. <u>Bidders/Proposers Names:</u>	<u>Proposal Amount:</u>	<u>Best and Final Offer Amt:</u>
	Integrated Technologies Consulting, Inc. Mission Hills, CA	\$ 8,593,600 (including est. taxes)	\$ 7,879,304
	Volt Telecommunications Lake Worth, FL	\$ 10,201,759	N/A
	B. Evaluation Methodology: Details are in Attachment A-1.C		
9.	Protest Information:		
	A. Protest Period End Date: December 30, 2005		
	B. Protest Receipt Date: TBD		
	C. Disposition of Protest Date: TBD		
10.	Contract Administrator: Mona Ismail	Telephone Number: 213/922-6966	
11.	Project Manager: Kali Fogel	Telephone Number: 213/922-2665	

ATTACHMENT A-1
PROCUREMENT HISTORY

CONTRACT NO. 05SAFE039
DIGITAL CALL BOX DESIGN-BUILD AND MANUFACTURE

A. Background on Contractor

Integrated Technologies Consulting, Inc (ITC) headquartered in Mission Hills, CA is a consulting and design firm for communication, computer, network, and electronic items. Originally founded as Nationwide TelAnalysis in 1978 by Allen Kurtz, the name was changed to Integrated Technologies Consulting, Inc and incorporated in 1998. ITC personnel also provide both high level and hands-on project management services for all projects. ITC's principals and staff have advanced degrees in Electrical Engineering, Communications and Computer Science with a Professional Electrical Engineer on staff. ITC has done business with small, medium, and large business in various states such as California, Illinois, New York, Florida, and Alaska. ITC has also had contracts with government agencies such as the Community Redevelopment Agency of the City of Los Angeles.

B. Procurement Background

SAFE utilized a "best value" approach since technical factors such as the system analysis and system design were judged to be more important than cost. Additionally, management experience, record of past performance, relevant experience, and current qualifications were also considered. The period of performance is approximately two years for this contract. SAFE requires that the digital call box have a life cycle of 10 years and will provide additional services and functionality over the current box.

The Diversity and Economic Opportunity Department (DEOD) established an SBE goal of 0%.

C. Evaluation of Proposals

Proposals were evaluated according to SAFE's policies and procedures for competitive procurements. An evaluation team included personnel from SAFE, Metro, and the Los Angeles County Department of Public Works with advisory assistance from technical consultants. The evaluation team found proposals from ITC and Volt Telecommunications Group, Inc. (Volt) were technically acceptable. Written summaries of their findings led to questions that were clarified as needed. Oral presentations were made by both offerors and clarifications made. ITC's price was approximately 19% lower than Volt's. A request for Best and Final Offers was issued to ITC and the response was received. Final negotiations were conducted with ITC.

D. Cost/Price Analysis Explanation of Variances

The recommended price has been determined to be fair and reasonable based on comparisons to current costs and the offers received. The recommended contract amount of \$8,667,000 is lower than SAFE's internal estimate of \$9,559,400 - \$9,882,640. Based on the above, the cost is fair and reasonable.

ATTACHMENT A-2
LIST OF SUBCONTRACTORS

CONTRACT NO. 05SAFE039
DIGITAL CALL BOX DESIGN-BUILD AND MANUFACTURE

PRIME CONTRACTOR –
Integrated Technologies Consulting, Inc

SUBCONTRACTORS –
JMR
Hetrogenous

Small Business Commitment

N/A (No Goal)