



May 9, 2019

To: Transit Committee

From: Darrell E. Johnson, Chief Executive Officer

Subject: Agreement for On-Board Vehicle Video Surveillance Fleet Retrofit

Overview

Each of Orange County Transportation Authority's 770 buses in the active fixed-route and paratransit fleet is outfitted with on-board video surveillance equipment. This equipment is obsolete on 295 fixed-route buses. A sole source agreement is requested to replace the obsolete equipment.

Recommendation

Authorize the Chief Executive Officer to negotiate and execute sole source Agreement No. C-9-1140 between the Orange County Transportation Authority and March Networks Corporation, in the amount of \$1,739,921, for the retrofit of on-board video surveillance system for 295 fixed-route buses.

Discussion

The Orange County Transportation Authority's (OCTA) on-board video surveillance system (OBVSS) provides video, audio, and location coordinates on equipped buses. The system utilizes five to 13 analog and internet protocol cameras, and records video in digital format to a digital video recorder on each bus. Video can be initiated by the coach operator or flagged when a sensor on the bus is triggered, such as a hard brake or impact, and it is automatically downloaded via a wireless system when the bus is at an OCTA base. Additionally, video can be live-streamed to dispatch when needed to observe real time situations. Storage servers and viewing stations are located at various OCTA facilities to provide viewing, administration, and maintenance of the system.

Since inception of the OBVSS system approximately 12 years ago, March Networks Corporation (March Networks) has provided turn-key services for the entire system. These services have included purchase and installation of all on-board equipment and the supporting wireless infrastructure,

administration of video requests, automated collection and storage of videos, as well as maintenance of the infrastructure and all on-board equipment.

Currently OCTA has 770 fixed-route and ACCESS buses equipped with OBVSS in active service, some of which have reached their end of life. Staff is seeking to upgrade the obsolete OBVSS equipment on the active fleet by retrofitting 288 New Flyer 40-foot buses and seven New Flyer 60-foot articulated buses, for a total of 295 fixed-route buses to bring the entire fleet up to current standards.

The retrofitted equipment on-board the vehicles will improve the safety of the drivers and occupants by providing improved video coverage and resolution of video taken. The retrofitted equipment will also reduce maintenance service costs incurred by the existing equipment and improve the ability to live-stream data, when needed. Additionally, as these vehicles are replaced, the retrofitted equipment will be transferred to the replacement vehicles to fully utilize the useful life of the OBVSS equipment.

Procurement Approach

This procurement was handled in accordance with OCTA Board of Directors (Board)-approved policies and procedures for a sole source procurement.

March Networks is the exclusive owner of all proprietary rights to its technology and the sole entity able to market and sell its proprietary technology. Furthermore, utilizing a different contractor selected through an open procurement would result in a system consisting of two separate manufacturers' equipment working on two separate infrastructures. Due to each system causing radio frequency interference with the other, neither system would be able to perform as designed. Therefore, March Networks meets OCTA's criteria for a sole source procurement, and based on their technical ability and financial status, March Networks is deemed responsible.

In accordance with OCTA's sole source procurement procedures, a sole source over \$50,000 requires OCTA's Internal Audit Department (Internal Audit) to conduct a price review of March Networks' proposed pricing. The Contracts Administration and Materials Management Department used the price review findings related to installation costs as the basis of negotiations with March Networks. In addition, Internal Audit concluded that March Networks' quoted equipment pricing is lower than its company standard price list. Furthermore, the OCTA project manager's cost estimate is approximately five percent higher than March Networks' quoted pricing. Therefore, the quoted price is deemed fair and reasonable.

Based on the above, it is recommended that the contract is awarded to March Networks.

Fiscal Impact

The project can be accommodated in the OCTA's Fiscal Year 2018-19 Budget. The project will be funded using local funders under account string 1288-9028-D1111-3TQ.

Summary

Staff recommends the Board authorize the Chief Executive Officer to negotiate and execute sole source Agreement No. C-9-1140 between the OCTA and March Networks, in the amount of \$1,739,921, for the retrofit of on-board video surveillance system for 295 fixed-route buses.

Attachment

None.

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