

COUNCIL AGENDA: JANUARY 20, 2015

SUBJECT: AUTHORIZATION TO PURCHASE PASSENGER INFORMATION EQUIPMENT

SOURCE: Public Works Department – Transit Division

COMMENT: For consumers and staff alike, transit vehicle connectivity is quickly emerging as the “must have” in public transportation. With the growing collection of sub-systems, today’s transit buses have become rolling technology centers. From convenient WiFi, real time information and efficient mobile fare collection for riders, to vehicle maintenance, passenger safety and video monitoring for operations, in-vehicle network solutions are changing how we live and how Porterville Transit does business.

Internet users today increasingly expect to be able to connect wherever they are, including on the way from one place to another or when they’re working where there is normally no connection. PewResearch found that as of 2014, 90% of American adults have a cell phone, 58% have a smartphone, and 42% own a tablet computer.

Today, Porterville Transit buses include intelligent sub-systems to manage key functions like real-time passenger information, mobile fare collections, and security cameras. However, one critical gap, multi-point connectivity for vehicle sub-systems, has been identified. Currently, transit vehicles are limited to single point connectivity through the vehicle logic unit.

In order to close the gap and allow multi-point connectivity, staff is seeking authorization to purchase 3G/4G/LTE enterprise class cellular routers to provide cost-effective integration for the multiple sub-systems currently operating in the vehicle. These compact, ruggedized routers are ideal for in-vehicle networks providing the ability to scale deployments quickly and manage vehicle networks in real-time.

Staff has conducted extensive research to establish criteria for the solution needed. Criteria including durability, serviceability, compatibility, expandability, remote management, and cost. Staff has received the following four (4) quotes from established vendors:

<u>Vendor</u>	<u>Amount</u>
SHI	\$23,532.07
CDWG	\$25,389.50
QPCS	\$28,495.64
RouteMatch	\$32,679.00

Dir BSL Appropriated/Funded MB CM [Signature]

Item No. 3

Staff reviewed the quotes and found the lowest quote responsive to the specifications. This project will be funded 100% by available Prop 1B transit funds.

**RECOMMENDATION:** That the City Council authorize staff to purchase passenger information equipment from SHI and authorize payment for said equipment upon satisfactory delivery.

**ATTACHMENTS:** Vendor Quotes

P:\pubworks\GeneralCouncil\Transit - Authorization To Purchase Passenger Information Equipment - 2015-01-20.doc



Pricing Proposal  
 Quotation #: 9061913  
 Created On: 1/14/2015  
 Valid Until: 1/31/2015

**City of Porterville CA**

**Richard Tree**  
 291 North Main Street  
 Porterville, CA 93257  
 United States  
 Phone: (559) 782-7448  
 Fax:  
 Email: rtree@ci.porterville.ca.us

**Inside Account Executives**

**Julie C. Tuzzolino**  
 33 Knightsbridge Road  
 Piscataway, NJ 08854  
 Phone: 732-652-0323  
 Fax: 732-564-8224  
 Email: Julie\_Tuzzolino@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 Rugged Enterprise-Class Mobile 3G/4G Lte Multi-Band Rtr W/Wifi CradlePoint Technology - Part#: IBR1100LPE-VZ <b>Note: *IN STOCK*</b>	17	\$687.24	\$11,683.08
2 5In1 Gps-Glonass 2 Cell 3G/4G 2.4/5Ghz Wifi Screwmnt Ant 3M Cbl CradlePoint Technology - Part#: 170654-000	17	\$306.79	\$5,215.43
3 CRADLEPOINT, COR WALL POWER ADAPTER, REPLACEMENT WALL POWER SUPPLY FOR COR PRODUCTS CradlePoint - Part#: 170584-000	1	\$19.33	\$19.33
4 5Yr Ent Cloud Manager + Cradlecare Sup Agreement Cat 2 Prod CradlePoint Technology - Part#: ECM-CC5YR-CAT2 <b>Note: *VENDOR DROP SHIP*</b>	17	\$280.63	\$4,770.71
		*Tax	\$1,843.52
		Total	\$23,532.07

\*Tax is estimated. Invoice will include the full and final tax due.

**Additional Comments**

First time user for SHI Direct website? Please use the following information when registering.

California Gov't:  
<http://www.publicsector.shidirect.com/slg/ca>  
 Token: 30343  
 Access Key: HBB59KL3PK

*The Products offered under this proposal are subject to the SHI Return Policy posted at [www.shi.com/returnpolicy](http://www.shi.com/returnpolicy), unless there is an existing agreement between SHI and the Customer.*

[View in a browser](#)

# QUOTE CONFIRMATION



**DEAR NINO RENZI,**

Thank you for considering CDW•G for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
FVRH256	1/14/2015	TRANSIT	0657199	\$25,389.50

QUOTE DETAILS					
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE	
 <b>CRADLEPOINT RUGGED ENT LTE</b> <b>RTR ATT</b> Mfg. Part#: IBR1100LPE-AT Contract: NJPA 100614#CDW Technology Catalog (100614#CDW)	17	3516050	\$800.00	\$13,600.00	
 <b>CRADLEPOINT 5IN1 GPS-GLONASS</b> <b>ANT</b> Mfg. Part#: 170654-000 Contract: NJPA 100614#CDW Technology Catalog (100614#CDW)	17	3516082	\$300.00	\$5,100.00	
 <b>CRADLEPOINT COR PWR SUP -20C</b> <b>TO 60C</b> Mfg. Part#: 170584-002 Contract: NJPA 100614#CDW Technology Catalog (100614#CDW)	1	3516839	\$0.00	\$0.00	
 <b>CRADLEPOINT 5YR ENT CLOUD</b> <b>MGR</b> Mfg. Part#: ECM-CC5YR-CAT2 Contract: NJPA 100614#CDW Technology Catalog (100614#CDW)	17	3434850	\$300.00	\$5,100.00	

SHIPPING DETAILS	SUBTOTAL	\$23,800.00
<b>Shipping Address:</b> CITY OF PORTERVILLE INFORMATION TECHNOLOGY 291 N MAIN ST PORTERVILLE, CA 93257-3737 <b>Phone:</b> (559) 782-7451 <b>Shipping Method:</b> FEDEX Ground <b>Payment Terms:</b> NET 30-VERBAL	<b>SHIPPING</b>	\$0.00
	<b>SALES TAX</b>	\$1,589.50
	<b>GRAND TOTAL</b>	<b>\$25,389.50</b>
	<div style="border: 1px solid black; padding: 5px; display: inline-block;"> <b>CONVERT QUOTE TO ORDER</b> </div>	

## DEAL OF THE WEEK



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One product.

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Need Assistance? CDW•G SALES CONTACT INFORMATION



Chris Anderson | (877) 570-2643 | [chrande@cdwg.com](mailto:chrande@cdwg.com)



# Quote

Quote Number: 1108

Payment Terms:  
Expiration Date:02/09/2015

### Quote Prepared For

**Richard Tree**  
**City of Porterville**  
 291 N. Main St.  
 Porterville, CA 93257  
 United States  
 Phone:559-782-7514  
 rtree@ci.porterville.ca.us

### Quote Prepared By

**Bob Ange**  
**QPCS**  
 1141 Kansas Avenue  
 Modesto, CA 95351  
 United States  
 Phone:209-408-8140  
 Fax:775-244-6394  
 bange@qpcs.net

ITEM#	QUANTITY	ITEM NAME	UNIT PRICE	UNIT DISCOUNT	ADJUSTED UNIT PRICE	EXTENDED PRICE
<b>One-Time Items</b>						
1)	17	COR IBR1100LPE-VZ Cradlepoint Integrated Broadband LTE Router	\$899.00	\$44.95	\$854.05	\$14,518.85
2)	17	CP Part# 170654-000 CRADLEPOINT INC : cellular (3G/4G/LTE) & two WiFi 2.4/5GHz WiFi screwmount antenna with 3M cables	\$379.00	\$0.00	\$379.00	\$6,443.00
3)	1	CP Part# 170584-000 CRADLEPOINT INC : POWER SUPPLY FOR IBR6X0 SERIES  *NO CHARGE*	\$0.00	\$0.00	\$0.00	\$0.00
4)	17	CP Part # ECM-CC5YR-CAT2 CRADLEPOINT INC : CradleCare Support Agreement, Cat 2 prod	\$319.00	\$0.00	\$319.00	\$5,423.00
					<b>One-Time Total</b>	<b>\$26,384.85</b>
<b>Comment:</b>					<b>SubTotal</b>	<b>\$26,384.85</b>
					<b>Total Taxes</b>	<b>\$2,110.79</b>
					<b>Total</b>	<b>\$28,495.64</b>

Authorizing Signature \_\_\_\_\_

Date \_\_\_\_\_

Interest Charges on Past Due Accounts and Collection Costs Overdue amounts shall be subject to a monthly finance charge. In addition, customer shall reimburse all costs and expenses for attorney's fees incurred in collecting any amounts past due. Additional training or Professional Services can be provided at our standard rates.



## RouteMatch Software Inc.

Porterville Transit

*Budget Proposal CradlePoint Hardware & Services*

### **Date:**

January 13, 2015

### **Presented by:**

Teague Kirkpatrick

RouteMatch Software, Inc.

1625 Broadway, Suite 1400

Denver, CO 80202

[teague.kirkpatrick@routematch.com](mailto:teague.kirkpatrick@routematch.com)

303.997.1507

## 1.0 BUDGET PROPOSAL

RouteMatch Software is pleased to present Porterville Transit with the following budget proposal for CradlePoint hardware & Services for integrated multi-point connectivity.

Item	Description	Qty	Price	Total
IBR1100LPE-VZ	3G/4G LTE multi-band router with WiFi for Verizon	17	\$879	\$14,936
CCPRM5YR-CAT2	CradleCare Premier 5yr Spt Agrmt	17	\$276	\$4,695
170635-000	IBR series vehicle power adapter	17	\$28	\$469
170654-000	cellular (3G/4G/LTE) & two WiFi 2.4/5GHz WiFi screwmount antenna with 3M cables	17	\$391	\$6,644
ECM-CC5YR-CAT2	Cradlepoint 5yr Enterprise Cloud Manager	17	\$349	\$5,935
<b>Total</b>				<b>\$32,679</b>

### Notes & Assumptions

- Goods and Services billed as delivered

## 2.0 ACCEPTANCE

This change order serves as an agreement for the above scope of services. This change order is subject to the Hardware, Software License, and Service Agreement between RouteMatch Software Inc., and Porterville Transit. It will assume the terms and conditions as set forth in this executed contract. If accepted, please have an authorized official to sign and return. Upon receipt of the accepted change order, RouteMatch will authorize the above described product and/or services to be delivered to Porterville Transit.

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Organization Name