



AGENDA BILL

Agenda Subject: Resolution 1909: Approve Vendor Ranking for the Parking Access and Revenue Control System (PARCS) Replacement Project		Date: January 13, 2025
Staff Contact: Zach Piepmeyer, P.E., Parking & Mobility Director	Attachments: <ol style="list-style-type: none"> 1. Resolution 1909 2. RFP for PARCS Replacement Project 3. Amano McGann RFP Submittal 4. RFP Scoring Summary Sheet 	
Action Requested: Adopt Resolution 1909, approving the Request for Proposal vendor ranking and authorizing the Executive Director to negotiate an agreement with Amano McGann, Inc. for the PARCS Replacement Project.		

Background

A Parking Access and Revenue Control System (PARCS) includes all software and hardware necessary to manage and control parking facility access, record transactions and collect revenue for a parking system like ParkBOI. PARCS includes the gate hardware, signage, vehicle detection, card/ticket readers, vehicle counter displays, and ticket dispensers at vehicle entrances. It also includes the pay-on-foot kiosks located in garage vestibules, software that manages the various in-garage elements, and—in the case of the current ParkBOI PARCS—on-site servers to store all system information.

The current ParkBOI PARCS consists of two separate equipment types: five of six ParkBOI garages include Scheidt & Bachmann equipment, procured and installed in 2014. The sixth and newest garage at 11th & Front includes Amano PARCS equipment installed with the construction of the garage in 2018. While both types of PARCS have provided basic functionality for the Agency, the Operator and the general public, the current systems are built on an outdated non-cloud-based system architecture, they lack modern day conveniences and functionality, and much of the equipment is approaching the end of its useful life. The Agency desires to replace the current PARCS equipment in all ParkBOI garages with more modern, reliable, and efficient equipment that offers better functionalities for all users.

State-of-the-art PARCS technologies provide operational enhancements that offer a high level of customer service and parking management operations, including automated ingress/egress controls such as License Plate Recognition (LPR) and Automatic Vehicle Identification (AVI) systems. Newer PARCS technology also offers more payment options, including digital wallets,

mobile payment and other contactless options. Modern PARCS are also cloud-based, limiting the need for on-site servers and integrate with 3rd party parking partners, such as valet services, 3rd party reservation platforms, and hotels.

In December 2023, the Agency engaged Kimley-Horn & Associates, Inc. in a Professional Services Agreement (PSA) for PARCS Procurement Consulting Services. Since then, Kimley-Horn has assisted the Agency in its effort to procure new PARCS technology by evaluating the existing PARCS system and garage infrastructure, conducting outreach to local partners and other community stakeholders regarding desired PARCS functionality, coordinating PARCS vendor product demonstrations, recommending new technologies for the ParkBOI system, developing functional specifications for the future PARCS equipment, assisting in the development of a Request for Proposals (RFP) for the PARCS replacement and evaluating proposals submitted by PARCS vendors.

Request for Proposals for PARCS Replacement

The procurement of a PARCS system is unique in that the Agency desired to find the best solution for the ParkBOI system. To accomplish this, the Agency utilized Idaho Code § 67-2806A which allows for a qualitative selection process when (1) fixed specifications might preclude the discovery of a cost-effective solution; (2) a specific problem is amenable to several solutions; or (3) price is not the sole determining factor for the selection. Factors that may be considered in the evaluations of vendors in the RFP include, but are not limited to:

- (a) An innovative solution that is offered;
- (b) Unique product features;
- (c) Price;
- (d) Vendor experience in the market;
- (e) Financial stability of a vendor;
- (f) Differences among vendors in their ability to perform contract requirements in a timely or efficient manner;
- (g) Ability to meet product specifications;
- (h) Product quality;
- (i) Product performance records;
- (j) Past performance by a vendor;
- (k) Future product maintenance or service requirements; and
- (l) Product warranties.

The Agency advertised a RFP for the PARCS Replacement Project on September 10 and September 17, 2024 and conducted a pre-proposal meeting and ParkBOI garage site tour on September 26, 2024. One addendum was issued on October 8, 2024.

Four responsive proposals were received by the Agency before the 3:00 PM deadline on October 21, 2024. An evaluation panel consisting of Agency, Kimley-Horn and Operator staff performed an initial review of the four proposals according to pre-determined evaluation criteria, including respondent company history and qualifications, technical specifications and functionality of the proposed PARCS product, technical support for the PARCS product, PARCS installation procedures and timeline, qualifications of the proposed project manager and other key personnel, and proposed PARCS cost.

Following initial review of the written proposals, the Agency elected to conduct in-person vendor interviews and PARCS product demonstrations on December 16th and December 18th, 2024 with the two highest-ranked vendors: Amano McGann, Inc. and FlashParking, Inc. The interviews allowed the evaluation panel to ask additional clarifying questions about information included (or

not included) in each respondent’s written proposal and the PARCS product demonstrations allowed for valuable exposure to the proposed PARCS equipment to be installed in the ParkBOI garages and the associated software.

A maximum of 1,000 points per evaluator (3,000 points total) was possible for the combined written and interview/demonstration portions of the RFP. The final score and ranking of each of the four vendors is as follows:

Ranking	Vendor Name	Total Points (3,000 Possible)
1	Amano McGann, Inc.	2,539
2	FlashParking, Inc.	2,336
3	Scheidt & Bachmann USA, Inc.	1,951*
4	SKIDATA, Inc.	1,824*

**No interview/demonstration conducted, no interview/demonstration points awarded.*

Considering all scoring criteria for the written proposal and interview/demonstrations, the evaluation panel determined that Amano McGann, Inc. (“Amano”) proposes the best PARCS solution for ParkBOI.

Fiscal Notes

The RFP required respondents to submit proposal pricing for the procurement and installation of the vendor’s proposed PARCS solution as well as software and extended warranty costs of the system for up to 10 years following installation and acceptance of the new PARCS equipment. This vendor pricing was considered in assessing the best PARCS solution for the agency.

Amano’s proposed PARCS solution included the following components:

Description	Amount	Note
Base Pricing	\$1,429,987	Includes procurement and installation of Amano ONE at 6 ParkBOI garages
Anticipated Options (To Be Negotiated)	~\$50,000	Add LPR, Remove UPS
Total Estimate for Installation:	\$1,479,987	
<i>Software-As-A-Service (10 Years)</i>	<i>\$432,516</i>	<i>Annual service contract following installation</i>
<i>Optional Extended Warranty (10 Years)</i>	<i>\$544,920</i>	

Final costs shall be negotiated with Amano based on final system design and actual equipment quantities which will be adjusted to fit the realities of each of the ParkBOI garages.

The Agency’s FY25 budget includes sufficient funds to complete procurement and installation of the PARCS. Software-as-a-Service and the optional Extended Warranty costs to be incorporated into future budget years.

Next Steps

Upon approval of Resolution 1909, the Agency will negotiate an agreement with the highest-ranked firm (Amano) for procurement and installation of the new PARCS equipment. Considering the selected vendor’s recommendations, staff will negotiate the ultimate quantities of equipment to be installed, options for the system (like LPR) and annual service contractors in order to arrive

at a final contract value to be memorialized in the agreement with the selected vendor. Staff will request the Board's approval of that negotiated agreement at a future Board meeting.

A separate agreement for on-going software maintenance and technical support of the PARCS equipment will be negotiated between the selected PARCS vendor and the Parking Operator and will be included in future years' budgets for the Board's consideration.

The Kimley-Horn PSA executed in December 2023 includes consultant services up through selection of a preferred PARCS vendor. Upon selection of the PARCS vendor and negotiation of the Agreement between the Agency and that vendor, Kimley-Horn will prepare an amendment to the PSA to cover Construction Administration as well as testing and acceptance of the proposed PARCS system.

Installation of the PARCS equipment is anticipated to be completed by fall 2025.

Staff Recommendation

Adopt Resolution 1909 approving the Request for Proposal vendor ranking and authorizing the Executive Director to negotiate an agreement with Amano McGann, Inc. for the PARCS Replacement Project in accordance with the requirements set forth by state statute.

Suggested Motion:

I move to adopt Resolution 1909, approving the Request for Proposal vendor ranking and authorizing the Executive Director to negotiate an agreement with Amano McGann, Inc. for the PARCS Replacement Project.

RESOLUTION NO. 1909

BY THE BOARD OF COMMISSIONERS OF THE URBAN RENEWAL AGENCY OF BOISE CITY, IDAHO:

A RESOLUTION OF THE BOARD OF COMMISSIONERS OF THE URBAN RENEWAL AGENCY OF BOISE CITY, IDAHO, APPROVING THE RANKING FOR THE AGENCY'S REQUEST FOR PROPOSAL FOR THE PARKING ACCESS AND REVENUE CONTROL SYSTEM (PARCS) REPLACEMENT PROJECT; AUTHORIZING THE AGENCY'S EXECUTIVE DIRECTOR TO NEGOTIATE THE STANDARD AGREEMENT AND GENERAL CONDITIONS BASED ON THE RANKING FOR FUTURE APPROVAL BY THE AGENCY BOARD; AND PROVIDING AN EFFECTIVE DATE.

THIS RESOLUTION is made on the date hereinafter set forth by the Urban Renewal Agency of Boise City, Idaho, an independent public body, corporate and politic, authorized under the authority of the Idaho Urban Renewal Law of 1965, as amended, Chapter 20, Title 50, Idaho Code (the "Law"), and the Local Economic Development Act, as amended and supplemented, Chapter 29, Title 50, Idaho Code (the "Act"), as a duly created and functioning urban renewal agency for Boise City, Idaho (hereinafter referred to as the "Agency").

WHEREAS, the Agency is empowered by the Law, among other things, to construct off-street parking facilities, to issue bonds, to finance the construction, operation, and maintenance of such facilities, and to enter into agreements necessary or convenient to the exercise of such powers; and,

WHEREAS, the Agency owns and operates the ParkBOI public parking system ("ParkBOI") which includes six (6) parking garages with 3,154 spaces, in part as a significant investment in implementing the Downtown Urban Renewal Plans and providing for economic growth in downtown Boise; and,

WHEREAS, upon approval of Resolution 1327 by its Board of Commissioners at the public meeting on August 12, 2013, the Agency approved the procurement and installation of the current Parking Access Revenue Control System ("PARCS"); and

WHEREAS, the Agency regards ParkBOI as an important asset which requires updating the functionality of the PARCS system to ensure a high-level of customer service and parking management operations; and,

WHEREAS, upon approval of Resolution 1847 by its Board of Commissioners at the public meeting on December 11, 2023, the Agency entered into a Professional Services Agreement with Kimley-Horn and Associates to provide professional expertise to assist with the procurement of the new PARCS system for ParkBOI; and,

WHEREAS, Kimley-Horn assisted the Agency in its effort to procure a new PARCS technology by evaluating the existing PARCS system and garage infrastructure, conducting outreach to local partners and other community stakeholders regarding desired PARCS functionality, coordinating PARCS vendor product demonstrations, recommending new technologies for the ParkBOI system, developing functional specifications for the future PARCS equipment, and assisting in the development of a Request for Proposals (RFP) for the PARCS replacement; and,

WHEREAS, the Agency complies with various provisions of the Idaho Code as may be applicable to the Agency for the selection of goods and services; and,

WHEREAS, Idaho Code Section 67-2806A allows the Agency to undertake a qualitative selection process for the procurement of goods and services when: 1.) fixed specifications might preclude the discovery of a cost-effective solution; 2.) a specific problem is amenable to several solutions; or 3.) price is not the sole determining factor for the selection; and,

WHEREAS, the Agency published the requisite notice of the RFP in the Idaho Press on September 10 and 17, 2024, and further the RFP was made available on the Agency's website and to certain entities known to manufacture PARCS equipment; and,

WHEREAS, the Agency conducted a pre-proposal meeting and ParkBOI site tour on September 26, 2024, and one RFP addendum was issued on October 8, 2024; and,

WHEREAS, as a result of the RFP, the Agency received four (4) responsive proposals from the following companies by the published 3:00 PM deadline on October 21, 2024: Amano McGann, Inc.; FlashParking, Inc.; Scheidt & Bachmann USA, Inc.; and SKIDATA, Inc.; and,

WHEREAS, the Agency convened an Evaluation Panel consisting of representatives from the Agency, the Agency's Parking Operator (The Car Park), and the Agency's consultant, Kimley-Horn to review the RFPs; and,

WHEREAS, following the initial round of written proposal reviews, the Evaluation Panel elected to conduct vendor interviews and PARCS product demonstrations on December 16th and December 18th, 2024, with the two highest-ranked vendors: Amano McGann, Inc. and FlashParking, Inc. Thereafter, the Evaluation Panel recommend the following ranking of the two firms:

1. Amano McGann, Inc.
2. FlashParking, Inc.; and,

WHEREAS, the Evaluation Panel's unanimous scoring showed Amano McGann as the recommended firm because:

- Amano McGann, Inc. ("Amano") is a parking technology company with 4,500 employees worldwide, including 250 employees within 20 offices in the USA. Amano's headquarters are located in Minneapolis, Minnesota, and Amano equipment is manufactured and assembled at its Loveland, Ohio, factory.
- For over 40 years, Amano has been developing, manufacturing, installing, and servicing parking solutions. Amano has successfully completed over 7,000 PARCS installations for municipalities, healthcare facilities, educational institutions, event venues, financial institutions, hotels, office complexes, port authorities, and retail centers.
- Amano offers complete PARCS solutions with multiple product lines, parking management software, and access control solutions and can deliver a PARCS that meets ParkBOI's needs.

- The company’s robust history, combined with national and global stability, gives them the financial strength and capability to design, develop, manufacture, install, and support the proposed ParkBOI PARCS.
- Amano proposes to implement their flagship PARCS product called “Amano ONE.” The Amano ONE solution has established a solid presence across North America with 275 parking facility installations consisting of over 2,000 parking access lanes to date. Amano ONE is manufactured in the United States and offers multiple benefits to the Agency, the Parking Operator and ParkBOI customers, including (but not limited to):
 - Robust PARCS hardware with simple operation, minimal moving parts, and easy maintainability.
 - Strong cloud-based architecture with straight-forward, web-based administrative tools for managing all PARCS equipment and programs as well as an easy-to-use dashboard with robust reporting tools.
 - Multiple access credential options to improve customer ingress/egress from ParkBOI facilities, including proximity cards, mobile phone, Automatic Vehicle Identification (AVI), and License Plate Recognition (LPR).
 - Improved and secure ParkBOI customer payment options, including tap-to-pay credit card and digital wallet processing at all payment kiosks and pay-by-phone options with no mobile phone app required and no additional hardware needed.
 - Simplified 3rd party integrations with existing and future parking partners such as hotels and valets.
 - Integration with CARMA, The Car Park’s account management and billing system.
 - Simplified validation system with multiple options for issuing validations.
 - Simplified special event (pre-pay) parking management platform; and,

WHEREAS, for these reasons, the Agency is recommending that the Agency Board approve the ranking and authorize the Executive Director to negotiate and execute an agreement for the procurement and installation of the new PARCS equipment; and,

WHEREAS, the Agency Board of Commissioners finds it to be in the best public interest to approve the ranking for its RFP – Parking Access and Revenue Control System (PARCS) Replacement project and to authorize the Executive Director to negotiate a Standard Agreement and General Conditions between Owner and Constructor in accordance with that ranking and the requirements set forth in Idaho Code § 67-2806A.

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE BOARD OF COMMISSIONERS OF THE URBAN RENEWAL AGENCY OF BOISE CITY, AS FOLLOWS:

Section 1: That the above statements are true and correct.

Section 2: That the Agency Board affirms the following ranking for the RFP – Parking Access and Revenue Control System (PARCS) Replacement Project:

1. Amano McGann, Inc.
2. FlashParking, Inc.
3. Scheidt & Bachmann USA, Inc.
4. SKIDATA, Inc.

Section 3: That the Agency Board authorizes the Agency Executive Director to negotiate a Standard Agreement and General Conditions between Owner and Constructor with the top-ranked proposer, Amano McGann, Inc., for the Parking Access and Revenue Control System (PARCS) Replacement Project, and in the event an agreement cannot be reached, that the Agency Executive Director is authorized to negotiate the agreement with the next ranked proposer, and so forth, in accordance with Idaho Code § 67-2806A.

Section 4: That this Resolution shall be in full force and effect immediately upon its adoption and approval.

PASSED AND ADOPTED by the Urban Renewal Agency of Boise City, Idaho, on January 13, 2025. Signed by the Chair of the Agency Board of Commissioners and attested by the Secretary to the Agency Board of Commissioners on January 13, 2025.

URBAN RENEWAL AGENCY OF BOISE CITY

Signed by:
Commissioner Latonia Haney Keith
By: _____
Latonia Haney Keith, Chair

ATTEST:

Signed by:
Lauren McLean
By: _____
Lauren McLean, Secretary