

From: [Marc A. Carroll](#)
To: [Christine Ruess](#)
Cc: [Marc A. Carroll](#)
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18
Date: Monday, April 16, 2018 1:33:29 PM
Attachments: [image002.png](#)

Hello Christine,

It will be Mike Finn again.

Regards,
Marc



Marc A. Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
M +1 530 957 2856 | **E** mcarroll@redflex.com
5835 Uplander Way, Suite A, Culver City CA 90230-6607, United States
www.redflex.com

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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Monday, April 16, 2018 1:18 PM
To: Marc A. Carroll <mcarroll@redflex.com>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hi Marc –

I am preparing the amendment to the interim agreement. Who should I include as the signatory for Redflex?

Thanks,
Christine

From: Marc A. Carroll [<mailto:mcarroll@redflex.com>]
Sent: Wednesday, April 11, 2018 2:36 PM
To: Christine Ruess
Cc: Chris Magdosku; Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Christine,

I have attached the draft contracts also. Please let me know what you think.

Regards,
Marc



Marc A. Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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From: Marc A. Carroll
Sent: Wednesday, April 11, 2018 2:06 PM
To: Christine Ruess <cruess@encinitasca.gov>
Cc: Chris Magdosku <Cmagdosku@encinitasca.gov>; Marc A. Carroll <mcarroll@redflex.com>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Ok, sounds good. IS this something we need to draft or will an extension letter suffice?

At least we will have it all ready now. I have also requested a few reports so I can compile a "report" for you. You can choose what stats you like from that and it should help.

Regards,
Marc

Marc A. Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Wednesday, April 11, 2018 1:19 PM
To: Marc A. Carroll <mcarroll@redflex.com>
Cc: Chris Magdosku <Cmagdosku@encinitasca.gov>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

We will need to do an extension (1-2 months). The City Manager should be able to sign an extension for that term.

From: Marc A. Carroll [<mailto:mcarroll@redflex.com>]
Sent: Wednesday, April 11, 2018 11:20 AM
To: Christine Ruess
Cc: Chris Magdosku; Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Christine,

Are we still trying for the Council Meeting on April 18th? You mentioned an extension for one month previously. Would the City Manager be able to sign an extension letter?

Regards,
Marc



Marc A. Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
M +1 530 957 2856 | **E** mcarroll@redflex.com
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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Wednesday, April 11, 2018 10:56 AM
To: Marc A. Carroll <mcarroll@redflex.com>
Cc: Chris Magdosku <Cmagdosku@encinitasca.gov>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Thanks for the update. The new traffic engineer starts at the end of the month so we will probably wait for input from him, but in the meantime I will float the options by the appropriate staff.

Thanks again,
Christine

From: Marc A. Carroll [<mailto:mcarroll@redflex.com>]
Sent: Wednesday, April 11, 2018 8:09 AM
To: Christine Ruess
Cc: Chris Magdosku; Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hello Christine,

I hope all is well. I just spoke with legal again regarding your contract. They are working off of the draft I sent previously so if there has been any changes that you have identified need to be made, please let me know so I can get approvals and have legal incorporate them. I am just trying to prevent the back and forth to save us all time.

I did get the final approval on pricing for the options you requested.

Option 1:

- 5YR initial contract term with three (3) optional and automatic one (1) year renewals- I can reduce the cost per approach to \$3,000 per month

Option 2:

- 1 YR initial contract term with three (3) optional and automatic one (1) year renewals- I can reduce the cost per approach to \$3,500 per month

Please let me know which option the City would like to go with or if both will have to be presented to Council.

Regards,
Marc



Marc A. Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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From: [Shari Watson](#)
To: [Shari Watson](#)
Subject: FW: Follow-up
Date: Thursday, April 26, 2018 5:18:55 PM

From: Joe Chase [mailto:bchase@redflex.com]
Sent: Wednesday, April 04, 2018 5:02 PM
To: Chris Magdosku
Subject: Follow-up

Christopher,

It was great meeting you today and I do apologize for just showing up at the front counter today. Reference the signal light that we talked about, I reached out to Ray Gill and he was very responsive to our needs. He was going to have his tech meet up with our tech to resolve the problem.

I did send Marc Carroll an email about our conversation about the contract.

If you need anything else, please do not hesitate in reaching out to me with your needs.

Thanks again for your time today.

Joe



Joe Chase | Client Services Specialist | **Redflex Traffic Systems Inc.**

T +1 805 208 5348 | **M** +1 805 208 5348 | **F** +1 805 523 3259 | **E**

bchase@redflex.com

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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Wednesday, April 11, 2018 7:44 AM
To: Marc A. Carroll <mcarroll@redflex.com>
Cc: Chris Magdosku <Cmagdosku@encinitasca.gov>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hi Marc –

I will be preparing an amendment to the contract.

Any word on the pricing? I have to say I find it pretty incredible that this is taking so long.

- Christine

From: Marc A. Carroll [<mailto:mcarroll@redflex.com>]
Sent: Tuesday, March 27, 2018 8:52 AM
To: Christine Ruess
Cc: Chris Magdosku; Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

There wouldn't be an issue on our side to extend it.

Marc



Marc A. Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Tuesday, March 27, 2018 8:41 AM
To: Marc A. Carroll <mcarroll@redflex.com>
Cc: Chris Magdosku <Cmagdosku@encinitasca.gov>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Thanks Marc –

I will let Chris respond regarding our reporting needs.

With regard to the contract I am concerned that our City Manager is going to feel that she will not have enough time to evaluate the terms of the contract. If needed, would there be an issue with extending the interim contract another month or two?

Thanks,
Christine

From: Marc A. Carroll [<mailto:mcarroll@redflex.com>]
Sent: Tuesday, March 27, 2018 8:37 AM
To: Christine Ruess
Cc: Chris Magdosku; Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Christine,

I can run some reports and will also have others ran for you. Some examples are below. If you think of any others that would help, just let me know.

Citation Report – shows the volume of citations

Zip Code Report – shows the volume of notices going to Encinitas residents vs non-residents

Repeat Offender Report – Compares the repeat offenders to the total violators to show the low volume of repeat offenders

Regards,

Marc



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From: Marc A. Carroll

Sent: Tuesday, March 27, 2018 6:45 AM

To: Christine Ruess <cruess@encinitasca.gov>

Cc: Chris Magdosku <Cmagdosku@encinitasca.gov>; Marc A. Carroll <mcarroll@redflex.com>

Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Chris and Christine,

I understand and I am sorry this is taking so long. I will push for it to be completed this week. Legal is drafting the contracts, (one for the 5 year with 3 one year extensions and the other for the 1 year with 3 one year extensions). I spoke with them yesterday.

The pricing is at the Global Leadership Team level so I do not see why they would not have it reviewed, however, I am making the calls.

Regards,

Marc

Marc A. Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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5835 Uplander Way, Suite A, Culver City CA 90230-6607, United States

From: Christine Ruess [<mailto:cruess@encinitasca.gov>]

Sent: Monday, March 26, 2018 5:15 PM

To: Marc A. Carroll <mcarroll@redflex.com>
Cc: Chris Magdosku <Cmagdosku@encinitasca.gov>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18
Importance: High

Hi Marc –

I really need the proposed annual cost as soon as possible. Ideally we should have submitted our agenda report already.

Thanks,
Christine

From: Christine Ruess
Sent: Tuesday, March 20, 2018 9:50 AM
To: 'Marc A. Carroll'
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hi Marc –

When do you think you will have a proposed annual cost?

Also, the staff that were familiar with running Redflex reports are no longer with the City. Who would be the best person to contact regarding reports?

Thanks,
Christine

From: Marc A. Carroll [<mailto:mcarroll@redflex.com>]
Sent: Friday, March 16, 2018 7:37 AM
To: Christine Ruess
Cc: Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hello Christine,

I still have forward movement on this and we have a meeting today regarding your renewal. My next step is the final approval of the pricing offer and simultaneously getting the contract from legal. I have been communicating with them to streamline this. Almost there.

Regards,



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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Wednesday, March 14, 2018 3:30 PM
To: Marc A. Carroll <mcarroll@redflex.com>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hi Marc –

Any update? I'd really like to get this ball rolling.

- Christine

From: Marc A. Carroll [<mailto:mc Carroll@redflex.com>]
Sent: Thursday, March 08, 2018 1:05 PM
To: Christine Ruess
Cc: Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Christine,

Not yet. I have drawn the information up but I need finish the internal approval process before I can provide the quotes.

I am trying to get heard on the next meeting that is tentatively scheduled for next week. I will keep you updated as I make progress.

Regards,



Marc A. Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Thursday, March 8, 2018 12:53 PM
To: Marc A. Carroll <mc Carroll@redflex.com>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hi Marc –

Just checking on if you have the quotes available yet.

Thanks,
Christine

From: Marc A. Carroll [<mailto:mc Carroll@redflex.com>]
Sent: Thursday, March 01, 2018 10:25 AM
To: Christine Ruess
Cc: Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

I will get them!

Marc A. Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Thursday, March 1, 2018 10:23 AM
To: Marc A. Carroll <mcarroll@redflex.com>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Thanks Marc –

It would be great to have quotes for the five year and 3 – one year extensions as your suggested as well as for a one year with 3 – one year extensions (mostly for comparison).

Thanks,
Christine

From: Marc A. Carroll [<mailto:mcarroll@redflex.com>]
Sent: Thursday, March 01, 2018 10:17 AM
To: Christine Ruess
Cc: Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Christine,

Since these were previously approved, I am confident we can still offer these rates. However, I asked for that area of the contract to be left blank because if the City decided to extend the contract terms, I would be able to approach my Executive for different pricing. For example, since we are technically in the negotiation phase again, if the City wanted to change the term to five (5) years with 3 possible one (1) year extensions, I would check for the best pricing I could get you. I am actually doing new models to see what your pricing would be for different terms just in case.

However, if you have any insight on the City's desires, I could run those scenarios, receive approval from my side and then present the options to you.

Regards,



Marc A. Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Thursday, March 1, 2018 8:51 AM
To: Marc A. Carroll <mcarroll@redflex.com>

Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Thanks Marc –

Are these still the rates....

- **Option 1** Exercise a 1yr extension at the contract price of \$3863 per approach
- **Option 2** Exercise all 3 1yr extensions remaining for reduced pricing as follows:
 - Year 1 approaches would be at \$3600
 - Year 2 approaches would be at \$3500
 - Year 3 approaches would be at \$3400

Please let me know if these are the correct rates or what rates we should be using.

Thanks,
Christine

From: Marc A. Carroll [<mailto:mcarroll@redflex.com>]
Sent: Wednesday, February 28, 2018 8:37 AM
To: Christine Ruess
Cc: Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hello Christine,

I have attached the draft (sample) agreement you requested. Please let me know if you need anything further.

Regards,



Marc A. Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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From: Marc A. Carroll
Sent: Wednesday, February 21, 2018 2:02 PM
To: Christine Ruess <cruess@encinitasca.gov>
Cc: Marc A. Carroll <mcarroll@redflex.com>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Christine,

I just confirmed with my Legal Department that they are getting me the template. I also dug into the other clients we have in San Diego County. If you can call me when you get a chance I can discuss your pricing with you.

Regards,

Marc Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Tuesday, February 20, 2018 6:03 PM
To: Marc A. Carroll <mcarroll@redflex.com>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hi Marc –

Just following up on my request for a sample contract and the other information required for a long term contract.

The contract will have to go to the city council for approval which is a time consuming process. The current contract expires May 9, 2018 and the only council meeting in April is April 18, 2018. I think this is the meeting we need to shoot for. Based on our internal timeline and the sensitivity regarding the item, I need to have an agenda report routing by the mid-March.

Anything you can do on your end to help expedite things will be greatly appreciated.

Thanks,
Christine

From: Marc A. Carroll [<mailto:mcarroll@redflex.com>]
Sent: Thursday, February 08, 2018 3:30 PM
To: Christine Ruess
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

You are awesome! I am still working on getting the info.

Regards,



Marc Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Thursday, February 8, 2018 2:11 PM
To: Marc A. Carroll <mcarroll@redflex.com>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

This would be for the long term contract.

The City Manager and City Attorney have signed the 3 month agreement. I will scan and send it over to you later today.

Thanks,
Christine

From: Marc A. Carroll [<mailto:mcarroll@redflex.com>]
Sent: Thursday, February 08, 2018 1:06 PM
To: Christine Ruess
Cc: Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hello Christine,

Just following up on a voicemail I left with this email. I spoke with Ed Tiedje because I am not familiar with the pricing of others in San Diego County yet and I wanted to get some insight. He is going to call me back when he is out of his meetings.

I did have a question though; Is this for the short term contract or the long term? How is the short term contract going on your side?

Regards,



Marc Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Thursday, February 8, 2018 10:10 AM
To: Marc A. Carroll <mcarroll@redflex.com>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hi Marc –

Could you please send me an example agreement that Redflex uses?

Also, which other cities in San Diego County use the red light cameras and what monthly rates are they charged per approach? If the rates that were provided to Chris are higher, please explain why.

Thanks,
Christine

From: Marc A. Carroll [<mailto:mcarroll@redflex.com>]
Sent: Tuesday, February 06, 2018 5:48 PM
To: Christine Ruess
Cc: Erin Chapman; Jace Schwarm; Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hello-

Just wanted to follow up. This is still not ready and I was told it will be handled first thing in the morning (2-7-18).

Regards,



Marc Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
M +1 530 957 2856 | **E** mcarroll@redflex.com
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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Tuesday, February 6, 2018 11:57 AM
To: Marc A. Carroll <mcarroll@redflex.com>
Cc: Erin Chapman <ECarrera@encinitasca.gov>; Jace Schwarm <jschwarm@encinitasca.gov>
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Hi Marc –

As I mentioned on the phone, I will be out of the office this afternoon. If the interim contract is signed today, please send a pdf to Erin, Jace (both cc'd on this email) and me.

Thanks,
Christine

From: Marc A. Carroll [<mailto:mcarroll@redflex.com>]
Sent: Monday, February 05, 2018 4:12 PM
To: Christine Ruess
Cc: Marc A. Carroll
Subject: RE: Draft Contract for RedFlex Traffic Systems 2.5.18

Christine,

Thank you! I have a call scheduled in the AM first thing with legal.

Regards,



Marc Carroll | Client Services Manager | **Redflex Traffic Systems Inc.**
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From: Christine Ruess [<mailto:cruess@encinitasca.gov>]
Sent: Monday, February 5, 2018 4:10 PM
To: Marc A. Carroll <mcarroll@redflex.com>
Subject: Draft Contract for RedFlex Traffic Systems 2.5.18

Hi Marc –

Attached is a clean version of the contract that can be signed.

Thanks,
Christine