

## **MEMORANDUM**

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**DATE:** October 1, 2018  
**TO:** Jesse Rosario, Senior Contract Services Officer  
**FROM:** Annica Hagadorn, Sheriff's Captain – Program Manager  
**SUBJECT:** Sacramento Red Light Photo Enforcement Program - RFP #8494

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With your assistance and the participation of the Sacramento Red Light Photo Enforcement Unit, California Highway Patrol Officers Dominick Blancarte and Brittany Gillespie, and Sheriff's Department Sergeant Mel Oania, Deputy Tim Halgat and Records Officer Sherri Hrabak, we evaluated proposals from three vendors that were submitted on the Public Purchase website in response to request for proposal (RFP) #8494 – Sacramento Red Light Photo Enforcement Program. The responsive vendors were REDFLEX Traffic Systems, SENSYS America and CONDUENT. After reviewing the proposals, contacting references and watching presentations, we recommend awarding the contract to CONDUENT. The following is a summary of our evaluation.

Each vendor was evaluated on seven criteria: 1. Company Qualifications and Experience, 2. Customer References, 3. Cost Proposal, 4. Product Demonstration, 5. System Capabilities, 6. Customer Service and Support, and 7. Risk Assessment.

We evaluated the vendors' experience in red light photo enforcement. REDFLEX Traffic Systems and CONDUENT exceeded the maximum amount of customers and years of experience nationally and internationally, but CONDUENT was the only responsive vendor to receive a score of one hundred. REDFLEX Traffic Systems' score reflects their employees' conduct as they are a reflection upon the company's reputation and qualifications. Two REDFLEX Traffic Systems employees were arrested relevant to cases involving fraud, bribery and extortion, therefore their score was eighty. SENSYS

America did not provide nor could it be determined how many years of red light photo enforcement they provided to its customers on an international level, and they received a score of seventy. The scores ranged between zero and one hundred.

The members of the Sacramento Red Light Enforcement Program spoke with at least two references for each vendor and asked them a standard set of questions. These answers were scored and each vendor received an average of all the scores received from the references. SENSYS America received a score of eighty four and four tenths, CONDUENT received a score of eighty seven and five tenths and REDFLEX Traffic Systems received a score of ninety two and eight tenths. The scores ranged between zero and one hundred.

Price was a factor, representing 25% of the criteria. The term of the contract is for 2 years with 4 optional (1) year extensions. For the initial installation of new equipment for 25 sites REDFLEX Traffic Systems was seven hundred sixty four dollars per site/month lower than CONDUENT and one thousand three hundred five dollars per site/month lower than SENSYS America per site. It should be noted, REDFLEX Traffic Systems would not have to replace the poles supporting the equipment or the cabling supplying power to the equipment because they are the current vendor, whereas CONDUENT and SENSYS America would have to supply new poles and cabling.

All three vendors gave in-person presentations to demonstrate their software, back-office capabilities, radar, photographic and video graphic equipment and system capabilities. Scores ranged from zero to one hundred. SENSYS America scored the lowest with a score of thirty seven. SENSYS America could not demonstrate a live version of a red light photo enforcement program within the United States meeting our requirements. REDFLEX Traffic Systems received a score of fifty seven. REDFLEX Traffic Systems demonstrated their HALO system which is live only in a testing environment for one agency. CONDUENT received a score of ninety five. CONDUENT was able to demonstrate what was provided in their proposal and additional functions which may prove beneficial from a law enforcement perspective in the future.

Customer Service and Support was based on each vendor's proposal in conjunction with the demonstrations provided. SENSYS America received a score of forty two, REDFLEX Traffic Systems received a score of sixty three and CONDUENT received a score of ninety three. The scores ranged between zero and one hundred.

Risk Assessment was evaluated on each of the vendor's Demographics, Financial Records, Insurance/Bonds, Projects, Work Value, Bankruptcy/Insolvency/Litigation, Taxes/Criminal Proceedings, Suspension/Debarment/Revocation, Past Performance and Fraud/Theft/Dishonesty. CONDUENT received a score of ninety eight and nine tenths, SENSYS received a score of ninety eight and REDFLEX received a score of ninety three. REDFLEX's score reflects the two employees who were arrested and convicted, one of the employees, a CEO and vice president of Operations who was sentenced to prison for an incident in Ohio and the another incident in Illinois. The other employee was a customer liaison. Both employees had charges related to bribery and conspiracy. A third employee, another vice president was alleged to also participate in multiple bribery incidents received immunity from prosecution for his cooperation with the investigation. The scores ranged between zero and one hundred.

After evaluating the three vendors against the seven criteria, we recommend CONDUENT to be awarded this contract.

Please see attached Evaluation Results matrix and let me know if you have any questions about the above information.