

**SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

532



**FROM:** Transportation and Land Management Agency

**SUBMITTAL DATE:**

November 8, 2012

**SUBJECT: APPROVE THE PURCHASE OF SOLAR POWERED RADAR SPEED FEEDBACK  
SIGNS FOR THE TLMA AGENCY WITHOUT SECURING COMPETITIVE BIDS**

**RECOMMENDED MOTION:** That the Board of Supervisors:

Receives and files notice of the proposed purchase of solar powered radar feedback signs without securing competitive bids, in accordance with Ordinance No. 459.4, in the annual amount of \$99,000 with FORTEL Traffic Inc., pursuant to the Purchasing Agent approving this purchase on behalf of the County. Further, exempt the Purchasing Agent from reporting the individual purchases for these signs for a period of three (3) years.

**BACKGROUND:** The County Purchasing Department issued a Request for Quote on behalf of the Transportation Department to purchase various sized solar powered feedback signs to meet the County's requirements over the next three years. RFQ #TLARC-345 was sent to ten (10) potential bidders and advertised on PublicPurchase.com and the County Website. The bid closed on July 30, 2012 with a single responsive bid being received from FORTEL Traffic Inc. After contacting other  
(Continued on Page 2)

*[Signature]*  
Juan Perez, Director  
Transportation and Land Management Agency

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 99,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	12/13

<b>SOURCE OF FUNDS:</b> 300 (Measure A/Western)	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

**C.E.O. RECOMMENDATION:** APPROVE

BY: *[Signature]*  
Jennifer L. Sargent

**County Executive Office Signature**

FORM APPROVED COUNTY COUNSEL  
BY: *[Signature]*  
NEAL R. KIPNIS, DATE

Departmental Concurrence

Purchasing: *[Signature]*  
Mark Seiler, Assistant Director

- Policy
- Consent
- Policy
- Consent

Dep't Recomm.:  
Per Exec. Ofc.:

Prev. Agn. Ref.:      District:      Agenda Number:

ALL

ATTACHMENTS FILED  
WITH THE CLERK OF THE BOARD

3.45

**BOARD OF SUPERVISORS**

**FORM 11: APPROVE THE PURCHASE OF SOLAR POWERED RADAR SPEED  
FEEDBACK SIGNS FOR THE TLMA AGENCY WITHOUT SECURING  
COMPETITIVE BIDS**

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**BACKGROUND (Continued)**

Manufacturers of this type of equipment, it was determined that FORTEL Traffic Inc. is the only vendor/manufacturer providing a product matching County requirements.

**PRICE REASONABLENESS**

Purchasing released a previous RFQ for radar signs in September 2008 and received two bids. FORTEL was the lowest bidder at that time with prices approximately two percent less than the competition. The contract was rebid in 2009 and single sourced to FORTEL as the only vendor capable of providing a product that has the functions, sizes, and programming flexibility to meet County requirements. Worthy of note is the fact that FORTEL actually decreased prices by approximately eight (8) percent in 2009 and has kept their pricing constant since that time. The pricing of the new agreement is identical to the pricing FORTEL offered in 2009. This includes the purchasing of a sign to be installed on State Route 62 as part of the I-10 Emergency Action Plan.

Date: 08/28/2012

From: Juan C. Perez Department/Agency: Transportation /TLMA

To: Board of Supervisors

Via: Purchasing Agent

Subject: Single Source Procurement; Request for

The below information is provided in support of my Department requesting approval for a single source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for single source.

Supply/Service being requested: Solar powered radar speed feedback signs.

Supplier being requested: Fortel Traffic, Inc.

Alternative suppliers that can or might be able to provide supply/service: None that meet all the technical requirements.

Extent of market search conducted: Internet. RFQ #TLARC345. Contacted all potential bidders to determine no one else meets the specifications.

Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide: The only manufacturer that can supply four different sign sizes and types to meet various applications, have units that are programmed either by using SD card technology and/or an online application via a cell phone modem. The SD card technology allows for programming in the office and inserting the card into the unit in the field, without the need for a laptop computer in the field.

Reasons why my department requires these unique features and what benefit will accrue to the county: Various sizes of signs will allow for application on different classifications of roadways under different traffic situations and easy programming. Fully programmable signs allows for all types of applications, not just for speed notification. Signs may be used for incident control, detours, etc.


Price Reasonableness: Recently completed a three-year contract with Fortel Traffic (2009-2012). The new pricing is identical to the pricing that Fortel Traffic Inc. held for each of the previous three years. These prices average \$700 less per unit than on a previous bid from 9/08 for the same sign, and \$895 less than a competitor who was on that same bid who did not meet all the functional requirements.

Does moving forward on this product or service further obligate the county to future similar contractual arrangements? No.

  
**Department Head Signature**

9/11/12  
**Date**

Purchasing Department Comments:

<u>Approve</u>	Approve with Condition/s	Disapprove
	10-16-12	13-183
<b>Purchasing Agent</b>		<b>Date</b>