



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #080321  
Entitled

**Parking Management Systems with Related Equipment, Supplies, and Services**

The following advertisement was placed June 15, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and June 16, 2021 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Parking Management Systems with Related Equipment, Supplies, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [\[https://proportal.sourcewell-mn.gov\]](https://proportal.sourcewell-mn.gov). Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than August 3, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

Aark Canada, Incorporated	Infosmart Technologies, Inc.
ACCEO Solutions, Inc. (Gtechna USA Corp.)	IPS Group, Inc.
Amano McGann Canada	MacKay Meters, Inc.
Anderson Hydra Platforms, Inc.	Mitchell Adding Machine Co., Inc.
Apex OmniSource, LLC	Motorola Solutions, Inc.
ASI Southeast, Inc.	NEXPA SYSTEM, LLC.
Associated Time Instruments	Nortech Parking Systems
C&S Jones Group, LLC	OMER USA, Inc.
Cardinal Tracking, Inc.	OSP US, Inc.
Comvision India Pvt., Ltd.	Parkeon, Inc. dba Flowbird
DESIGNA Access Corporation	Parking Logix, Inc.
Duncan Solutions	ParkMobile
EDC Corporation	Passport Labs, Inc.

Electronic Data Collection Corporation	PayByPhone Technologies, Inc.
eleven-x, Incorporated	Portable Computer Systems, Inc.
FairWay Manufacturing, LLC	Precise ParkLink, Inc.
FlashParking, Inc.	Premium Parking Service, LLC
Frogparking	Quicket Solutions
General & Mechanical Services	Republic Parking System, LLC
Gladstein, Neandross & Associates	Richard Dingman, INC.
Global Equipment Services	Sled Consulting, LLC
HAH Parking, Inc. - XPressPark	T2 Systems, Inc.
Heartland Parking, Inc.	TIBA Parking Systems
HotSpot Parking, Inc.	Traffic and Parking Control Co., Inc.
HTS Image Processing, Inc.	Valuber Security, LLC
HUB Parking Technology USA, Inc.	Wisemoving Technologies Corp.
IBI Group, a California Partnership	WPS Canada, Inc.
Inet, Inc.	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on August 3, 2021, at 4:30:52 pm CT. Proposals were received from the following:

Aark Canada, Incorporated  
ACCEO Solutions, Inc. (Gtechna USA Corp.)  
Cardinal Tracking, Inc.  
DESIGNA Access Corporation  
eleven-x, Incorporated  
Frogparking  
HotSpot Parking, Inc.  
HTS Image Processing, Inc. (omniQ VISION)  
HUB Parking Technology USA, Inc.  
Inet, Inc. dba iParq  
IPS Group, Inc.  
MacKay Meters, Inc. (J.J. MacKay Canada Limited)  
Parkeon, Inc., dba Flowbird  
Parking Logix, Inc.  
ParkMobile  
Passport Labs, Inc.  
PayByPhone Technologies, Inc.  
Precise ParkLink, Inc.  
Quicket Solutions  
T2 Systems, Inc.  
Wisemoving Technologies Corp.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst  
Brandon Town, CPSM, CPSD, Procurement Analyst

Beverly Hoemberg, Procurement Analyst  
 Craig West, Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Gtechna USA Corp., operating as ACCEO Solutions, Inc., in Canada, offers an off-street parking and curbside enforcement software including an eCitation and permit management software program. Their software has capability to interface with a variety of other parking service technologies, such as pay by cell, intelligent parking meter, and automatic license plate reader solutions. Gtechna's sales force is available to serve participating entities throughout the United States and Canada. They offer a strong customer service program that is available 24/7/365 and a competitive discount off list price.

Parkeon, Inc., dba Flowbird, provides parking meters, pay stations, mobile payment applications, a hosted parking management platform, parking lot and parking ramp access, revenue control systems, an electronic permit solution, parts, and supplies. They have a dedicated sales, service and field support force, supplemented by 20 distribution partners in the US and an exclusive dealer serving Canada, enabling them to reach all Sourcewell participating entities. Parkeon, Inc. is offering a substantial discount off their list price.

Quicket Solutions delivers a broad range of cloud-based, fully integrated solutions that include virtual parking meters, pay stations, eCitation, real-time data analytics and online payment processing for the public sector. Application programming interfaces allow for interoperability with a participating entity's existing systems. Quicket's sales and service force is geographically dispersed throughout the United States and Canada to serve Sourcewell Participating Entities. They are offering a solid percentage discount off MSRP.

T2 Systems, Inc., offers portfolio of integrated parking solutions that include permits, enforcement, citation services, access and revenue control (PARCS), pay stations, mobile payment, license plate readers (LPR), reporting, analytics and consulting, implementation and support services. Their sales and distribution network are ready to serve Sourcewell participating entities. T2 is offering financing options and a considerable discount off list price by solution category, and available additional discounts with the implementation of multiple solutions.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #080321 to:

Gtechna USA Corp. (ACCEO Solutions)	#080321-GTE
Parkeon, Inc., dba Flowbird	#080321-PRK
Quicket Solutions	#080321-QKT
T2 Systems, Inc.	#080321-TSI

The preceding recommendations were approved on October 4, 2021.

DocuSigned by:

*Kim Austin*

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

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Brandon Town, CPSM, CPSD, Procurement Analyst

DocuSigned by:



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Beverly Hoemberg, Procurement Analyst

DocuSigned by:



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Craig West, Procurement Analyst

#### STATEMENT OF COMPLIANCE

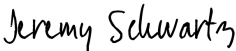
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #080321 for Parking Management Systems with Related Equipment, Supplies, and Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:



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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer