



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #120423  
Entitled

**Curb Management Technologies with Related Services**

The following advertisement was placed October 19, 2023 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), October 20, 2023 in Oregon's *Daily Journal of Commerce*, and October 19 and October 26, 2023 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Curb Management Technologies with Related 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>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than December 4, 2023, 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:

22nd Century Technologies, Inc.	MacKay Meters, Inc.
A&A Solutions	Maximin Management, LLC
ACCEO Solutions, Inc.	Metropolis Tennessee, LLC
AGC Alaska	Modii, Inc. (Spot Parking US, Inc.)
Agence de mobilité durable	Navigate Wellness, LLC
AIWaysion, Inc.	New Tech Solutions, Inc.
Allied Digital Services, LLC	Nortech Parking Systems USA, LLC
American Overseas Project Management, LLC	ParkMobile, LLC
Amilia Enterprises	ParkTrans Solutions
Automotus, Inc.	PARKUNLOAD, SL
Blinkay USA, LLC	Passport Labs, Inc.
Blue Systems USA, Inc.	PayByPhone Technologies, Inc.

Brilliant Repairs	People Tech Group, Inc.
Cambridge Systematics, Inc.	Populus Technologies, Inc.
Cardinal Tracking, Inc.	Precise ParkLink, Inc.
Catchbox	Presidio
Check Point Software Technologies	Prophecy Consulting, Inc.
CIMA Canada, Inc.	PVP11-FNSS Acquisition, Inc. dba Global GRAB Technologies, Inc.
Cleverciti Systems Corp.	PWXPress
Conduent State & Local Solutions, Inc.	Quality and Assurance Technology Corporation
CTY, Inc. dba Numina	Regina Construction Association
CurbiQ (Arcadis Professional Services (USA), Inc.)	S44, LLC
Cyclomedia Technology, Inc.	SHI International Corp.
Dawson Manufacturing, LLC	Sled Consulting, LLC
Dixon Resources Unlimited	SP Plus Corporation
Duncan Parking Technologies, Inc.	Stoovo, Inc.
EastBanc Technologies, LLC	StreetLight Data, Inc.
eleven-x, Incorporated	SVAM International, Inc.
ENDEAVOR PARKING CORPORATION	Toll International, LLC
eRepublic, Inc.	Tractum Corp.
Grid Smarter Cities, Limited	Turnstone Data, Inc.
GridMatrix, Inc.	Umojo, Inc.
Hudson Square Group	Urban Radar, Inc.
INRIX, Inc.	Urbiotica (Barcelona Smart Technologies, S.L.)
IPS Group, Inc.	Via Transportation, Inc.
JC-TECHS CORP.	Vianova, LLC
Kimley-Horn and Associates, Inc.	WithersRavenel, Inc.
Knock Software, Inc.	WPS Canada, Inc.
L & T Technology Services, Limited	

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 December 4, 2023 at 4:30 pm CT. Proposals were received from the following:

- ACCEO Solutions, Inc.
- AIWaysion, Inc.
- Allied Digital Services, LLC
- Automotus, Inc.
- Blinkay USA, LLC
- Blue Systems USA, Inc.
- Cleverciti Systems Corp.
- CurbiQ (Arcadis Professional Services (USA), Inc.)
- Duncan Parking Technologies, Inc.
- EastBanc Technologies, LLC
- eleven-x, Incorporated
- Grid Smarter Cities, Limited

GridMatrix, Inc.  
INRIX, Inc.  
IPS Group, Inc.  
JC-TECHS CORP.  
Modii, Inc. (Spot Parking US, Inc.)  
ParkMobile, LLC  
PARKUNLOAD, SL  
Passport Labs, Inc.  
Populus Technologies, Inc.  
PVPII-FNSS Acquisition, Inc. dba Global GRAB Technologies, Inc.  
Turnstone Data, Inc.  
Umojo, Inc.  
Urban Radar, Inc.  
Urbiotica (Barcelona Smart Technologies, S.L.)  
Vianova, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Manager  
Michael Muñoz, CPPB, Senior Procurement Analyst  
Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst  
Nick Scholer, 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 the products and services offered in the proposal response from PVPII-FNSS Acquisition, Inc. dba Global GRAB Technologies, Inc., fell outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Automotus was founded in 2017 by roommates at Loyola University to apply technology to solve traffic and parking problems on Campus. Implementing their computer vision technology, when deployed at the curb, enables automated Smart Loading Zones to be identified. Automotus is collaborating with SMART grant recipients implementing this technology. Pricing for Sourcewell participating entities is offered at a substantial discount.

Blinkay USA, LLC is a full service and company owned provider of parking management offerings including app payment, permitting, reservations, and enforcement. Their sales and service forces will serve Sourcewell participating entities throughout the United States and Canada. Blinkay provides initial on-site training at no additional cost. They are providing a competitive discount to Sourcewell participating entities.

Blue Systems USA, Inc. is a service provider specializing in Software as a Service solutions, bringing Sourcewell's Participating Entities comprehensive curb management solutions. These services are being provided by Blue System's dedicated regional teams that cover the West Coast, Mid-West, and East Coast. Blue Systems brings experience in working with the USDOT Smart Grant Program and can assist agencies as needed with the grant. All products and services proposed by Blue Systems are being provided with strong discounts to Sourcewell participating entities.

Cleverciti Corp provides comprehensive curb management solution to meet the customer's needs. They offer digitization of inventory, sensors, cameras, software, and hardware implementation. Cleverciti Corp can serve Sourcewell participating entities throughout the United States and Canada. They are offering Sourcewell participating entities better pricing than they typically offer other municipalities, universities, and school districts with a solid discount from list price.

CurbiQ emerged from their parent company, Aracidis NV who has 36,000 employees in 70 countries. Their team contributed to one of the pioneering curb management plans with the city of Toronto. CurbiQ is currently engaged with numerous cities, assisting with scope and SMART grant applications. Pricing is significantly discounted for Sourcewell Participating Entities.

Duncan Parking Technologies, Inc. is a manufacturer and service provider of parking hardware, software, and related products. Their direct sales force can provide coverage for Sourcewell participating entities in the United States and Canada. Duncan has managed to reduce the power requirements of their sensor products resulting in longer lasting and lower maintenance sensors. They are offering the potential for volume discounts from standard pricing.

EastBanc Technologies, LLC is a certified Small and Local Business by the District of Columbia Small and Local Business Development. They bring their Terral IQ platform to address Sourcewell's participating entities needs related to curb management solutions. This Terral IQ product suite is being provided nationally under a competitive discount pricing model not offered outside of Sourcewell's contract.

eleven-x Incorporated, is offering a strategic roadmap for development of curb management assets in the United States and Canada. Their Senior Account Executives will ensure quality services on schedule and within budget. Eleven x Incorporated seek out WMBE partners to deliver products and services that meet the client's needs. They are offering Sourcewell participating entities an aggressive discount off list price.

INRIX, Inc. is a SOC2 Type 2 compliant service provider of Curb Management solutions and an active participant in the development of the Open Mobility Foundation. They bring a wealth of experience performing projects under the USDOT Smart Grant Program. Inrix is offering Sourcewell and its participating entities their robust suite of curb management Software-as-a-Service and Data-as-a-Service, including pre-loaded on-street parking data in 48 cities in the United States and Canada. Their pricing includes deep discounts from standard pricing.

IPS Group Inc. provides a complete parking management system that can manage different types of smart parking zones. They can participate in the USDOT Smart Grant Program. IPS Group can serve entities throughout Canada and the United States. To complement their parking management system, they are ready to offer competitive pricing, leases, rentals, and revenue share agreements.

Modii, Inc. (Spot Parking US, Inc.) is a Cloud-Service Provider and Distributor of curb management solutions. With their sales force and authorized resellers, they provide service to all of the United States and Canada. Modii's products help drivers, ride hail services, and delivery and logistics businesses better understand curbside restrictions to reduce circling and unnecessary trips. They are offering a solid discount off MSRP pricing to Sourcewell participating entities.

PARKUNLOAD, SL offers a mobile app platform based on Bluetooth proximity sensors. They are a SBE that is focused on the digital regulation control and monitoring of the curbside - smart parking zones. Parkunload directly distributes their platform to cities in the US and Canada without intermediaries. Their pricing is better than typically offered to government entities.

Passport Labs currently serves over 800 clients, is implemented in more than 5,000 locations, supports over 14.3 million end users, and has processed over 2 billion transactions between mobile parking sessions and citation payments. Passport is headquartered in Charlotte, NC and maintains over 200 employees, consistently growing to match its expanding client base. Attractive pricing is offered to Sourcewell participating entities.

Populus Technologies, Inc. is a leading provider of curbside, parking, and mobility management solutions. Their internal sales force will cover all regions of the United States and Canada. The Populus Curb Manager platform empowers cities to digitize curbside and parking regulations, integrate new and existing curbside demand data, and make data-driven decisions to improve traffic flow and curbside utilization. They are offering substantial discounts off list pricing to Sourcewell participating entities.

Based in Chicago, Umojo specializing in parking asset management by integrating existing tools, parking vendors and data into a single platform, NexCity, an A to Z curbside management program. Currently working on a SMART grant with Arlington, VA, Umojo has the expertise providing these services. Umojo has four dedicated engineers that focus exclusively on Curbside Management and their NexCity solution. Their pricing is a significant discount off of MSRP offered to Sourcewell participating entities.

Urban Radar, Inc. offers their curbside management solutions with a mission to empower cities to make cheaper, faster, and most effective transportation policy decisions. Their sales force and distributor partners cover the United States and are looking to expand to Canada. Urban Radar's solutions are interoperable and target a different curbside-related use case allowing Sourcewell participating entities to select the solutions they require. They are offering a competitive discount off MSRP.

Urbiotica (Barcelona Smart Technologies, S.L.) is a manufacturer of Curbside Management hardware and software providing Sourcewell its line of IoT cameras and sensors with corresponding software solutions. These products are being made available to Sourcewell's participating entities in the United States and Canada by a capable dealer network including ParkTrans for the United States and Electromega in Canada. Urbiotica's full offering of intelligent parking solutions are being offered at a solid discount for all Sourcewell participating entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #120423 to:

Automotus, Inc.	#120423-AUTOM
Blinkay USA, LLC	#120423-BLKAY
Blue Systems USA, Inc.	#120423-BLUSY
Cleverciti Systems Corp.	#120423-CLVR
CurbIQ (Arcadis Professional Services (USA), Inc.)	#120423-CRBIQ
Duncan Parking Technologies, Inc.	#120423-DNCN
EastBanc Technologies, LLC	#120423-EASTBA
eleven-x, Incorporated	#120423-ELVNX
INRIX, Inc.	#120423-INRIX
IPS Group, Inc.	#120423-IPS
Modii, Inc. (Spot Parking US, Inc.)	#120423-MODII
PARKUNLOAD, SL	#120423-PKUN
Passport Labs, Inc.	#120423-PSPRT
Populus Technologies, Inc.	#120423-POPU
Umojo, Inc.	#120423-UMOJO

Urban Radar, Inc.  
Urbiotica (Barcelona Smart Technologies, S.L.)

#120423-URBAN  
#120423-URB

The preceding recommendations were approved on January 5, 2024.

DocuSigned by:

*James Voelker*

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James Voelker, CPCM, CFCM, Procurement Manager

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*Michael Muñoz*

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Michael Muñoz, CPPB, Senior Procurement Analyst

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*Scott Dobereiner*

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Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst

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*Nick Scholer*

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Nick Scholer, Procurement Analyst

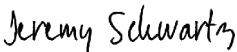
### STATEMENT OF COMPLIANCE

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 #120423 for Curb Management Technologies with Related 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.

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP  
Sourcewell Chief Procurement Officer