

ITEM 4.6

CITY MANAGER'S REPORT OCTOBER 10, 2022 CITY COUNCIL REGULAR MEETING

ITEM: **APPROVE PURCHASE OF ITERIS PRODUCTS FOR CITY-WIDE TRAFFIC SYSTEMS AND SAFETY UPGRADES PROJECT, CIP PS 23-01, AND APPROVE BUDGET AMENDMENT**

RECOMMENDATION: **Adopt Resolution Approving the Purchase of Iteris Products for the City-Wide Traffic Systems and Safety Upgrades Project, CIP PS 23-01, and Approve Budget Amendment**

SUMMARY:

On July 11, 2022, Council approved the creation of Capital Improvement Project (CIP) PS 23-01 for City-Wide Traffic Systems and Safety Upgrades Project for various upgrades that will maintain and improve the reliability, safety and function of various traffic control devices in the City. These upgrades include the replacements of obsolete traffic controllers, installation of video and radar detection systems, communication upgrades, and safety upgrades including guard rails, signs, striping and bicycle facilities. Staff requested a proposal from Iteris, Inc. (Iteris) for 12 Vantage Next Vector video and radar detection systems and associated components as shown in Attachment "B".

PS 23-01 was approved with a budget of \$312,000 per fiscal year for the next three years for a total budget of \$936,000. Staff originally planned to complete the upgrades over the next three years to manage the workload associated with these upgrades. However, Iteris has offered a 20% discount of \$76,392 on materials if the City orders all 12 intersections at one time and staff now has the ability to complete these upgrades in one year, therefore approval of a budget amendment is proposed to fully fund the project for completion in FY 22/23.

Staff requests Council approve the purchase of the Iteris products for a total cost of \$332,305.20 and a budget amendment to provide the three-year funding in FY 22/23 for advance completion of the project.

BACKGROUND:

On July 11, 2022 Council approved the creation of CIP PS 23-01 for City-Wide Traffic Systems and Safety Upgrades. A component of this project is to improve the traffic signal technology throughout the City. Staff requested a proposal from Iteris for 12 Vantage Next Vector video and radar detection systems and associated components as shown in Attachment "B".

The Iteris Vantage Next Vector video and radar detection systems are currently required for new traffic signal installations as stated in the City Design and

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BUDGET AMENDMENT

Construction Standards. This product is proprietary and therefore, Iteris has provided a Sole Source Documentation, included as Attachment "C".

PS 23-01 was approved with a budget of \$312,000 per fiscal year for the next three years for a total budget of \$936,000. Staff originally planned to complete the upgrades over the next three years to manage the workload associated with these upgrades. However, Iteris has offered a 20% discount of \$76,392 on materials if the City orders all 12 intersections at one time and staff now has the ability to complete these upgrades in one year, therefore approval of budget amendment is proposed to fully fund the project for completion in FY 22/23.

Staff requests Council approve the purchase of the Iteris products for a total cost of \$332,305.20 and a budget amendment to provide the three-year funding in FY 22/23 for advance completion of the project.

RECOMMENDATION:

A component of the City-Wide Traffic Systems and Safety Upgrade Project is to improve the traffic signals throughout the City, which will help improve traffic flow and level of service. Staff requests Council approve the purchase of the Iteris Products listed in Attachment "B" for CIP PS 23-01.

FISCAL IMPACT:

The purchase of the Iteris products listed in Attachment "B" has a subtotal cost of \$305,568.00 plus any applicable taxes and delivery fees. The adopted Fiscal Year 2022/23 Budget included sufficient funds for City-Wide Traffic Systems and Safety Upgrades Project, CIP PS 23-01 to purchase the products.

Staff requests City Council approve a budget amendment transferring \$624,000 from the Street Reserve Fund (1010) to the Streets CIP Fund (3310) as follows:

Increase Transfer Out		
1010-9900-990-9010		\$624,000
Increase Transfer In		
3310-9900-393-0000	PS 23-01	\$624,000
Increase Expenditures		
3310-8000-420-75-00 (Labor)	PS 23-01	\$60,000
3310-8000-430-37-00 (Materials)	PS 23-01	\$564,000
Decrease Reserve		
1010-251-03-00		\$624,000

OCTOBER 10, 2022 CITY COUNCIL REGULAR MEETING


APPROVE PURCHASE OF ITERIS PRODUCTS FOR CITY-WIDE TRAFFIC SYSTEMS AND SAFETY UPGRADES PROJECT, CIP PS 23-01, AND APPROVE BUDGET AMENDMENT

ATTACHMENTS:

- A. Resolution Approving the Purchase of Iteris Products for the City-Wide Traffic Systems and Safety Upgrades Project, CIP PS 23-01, and Approve Budget Amendment
- B. Quote – Iteris, Inc.
- C. Sole Source Letter – Iteris, Inc.

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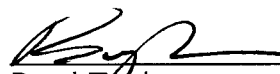
APPROVALS:



Bellal Nabizadah
Assistant Engineer

10/5/22


Date



Brad Taylor
City Engineer

10/5/2022

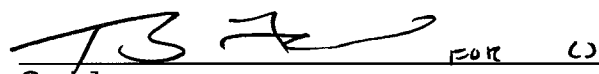
Date



Tony Fernandes
Information Systems Director

10/5/22

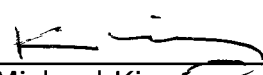
Date



Cari James
Finance Director

10/5/2022

Date



Michael King
Assistant City Manager

10/5/2022


Date



Salvador Navarrete
City Attorney

10.5.2022

Date



Stephen J. Salvatore
City Manager

10.5.22

Date

RESOLUTION NO. 22-

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF LATHROP APPROVING THE PURCHASE OF ITERIS PRODUCTS FOR THE CITY-WIDE TRAFFIC SYSTEMS AND SAFETY UPGRADES PROJECT, CIP PS 23-01, AND APPROVE BUDGET AMENDMENT

WHEREAS, on July 11, 2022 Council approved the creation of Capital Improvements Project (CIP) PS 23-01 for City-Wide Traffic Systems and Safety Upgrades; and

WHEREAS, a component of this project is to improve the traffic signals throughout the City; and

WHEREAS, staff requested a proposal from Iteris for 12 Vantage Next Vector video and radar detection systems and associated components; and

WHEREAS, the Iteris Vantage Next Vector video and radar detection systems are currently required for new traffic signal installations as stated in the City Design and Construction Standards; and

WHEREAS, this project is proprietary and therefore, Iteris has provided a Sole Source Documentation; and

WHEREAS, CIP PS 23-01 was approved with a budget of \$312,000 per fiscal year for the next three years for a total budget of \$936,000. Staff originally planned to complete the upgrades over the next three years to manage the workload associated with these upgrades.

WHEREAS, staff now has the ability to complete these upgrades in one year and therefore approval of budget amendment is proposed to fully fund the project for completion in fiscal year 22/23; and

WHEREAS, staff requests Council approve the purchase of the Iteris products for a total cost of \$332,305.20 and a budget amendment transferring \$624,000 from the Street Reserve Fund (1010) to the Streets CIP Fund (3310) as follows:

Increase Transfer Out		
1010-9900-990-9010		\$624,000
Increase Transfer In		
3310-9900-393-0000	PS 23-01	\$624,000
Increase Expenditures		
3310-8000-420-75-00 (Labor)	PS 23-01	\$60,000
3310-8000-430-37-00 (Materials)	PS 23-01	\$564,000
Decrease Reserve		
1010-251-03-00		\$624,000

NOW, THEREFORE, BE IT RESOLVED, that the City Council of the City of Lathrop does hereby approve the purchase of the Iteris Products listed in Attachment "B" of the City Manager's Report from Iteris Inc. for an amount of \$332,305.20; and

BE IT FURTHER RESOLVED, that City Council of the City of Lathrop does hereby approve the a budget amendment transferring funds from the Street Reserve Fund (1010) to the Streets CIP Fund (3310) as detailed above.

The foregoing resolution was passed and adopted this 10th day of October, 2022, by the following vote of the City Council, to wit:

AYES:

NOES:

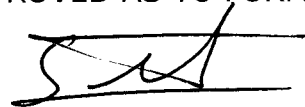
ABSENT:

ABSTAIN:

Sonny Dhaliwal, Mayor

ATTEST:

APPROVED AS TO FORM:



Teresa Vargas, City Clerk

Salvador Navarrete, City Attorney



Iteris, Inc.
 1700 Carnegie Avenue
 Suite 100
 Santa Ana, CA 92705-5551

EQUIPMENT QUOTATION
 Quote #00011244
 September 14, 2022

Brad Taylor
 btaylor@ci.lathrop.ca.us
 Agency: Lathrop, City of
 Contractor:
 Project Name: ENGQUOTE14092022CITYOFLATHROP12
 Reference: ENGQUOTE14092022CITYOFLATHROP12
 Delivery Term: FOB Destination
 Payment Terms: NET 30 Days

Fax or email Purchase Orders to: Roadway Sales Support, 949-270-9615 or RS-Sales-Support@iteris.com. Please include Quote Number on your Purchase Order. Prices are valid for 30 days from the date of quote unless extended in writing. Prices on this quote include material only unless otherwise stated. For questions regarding this quotation, please contact the representative listed above.

Product Name	Product Description	Qty	List Price	Discount %	Unit Price	Ext. Price
Adjustable Swivel Monitor Bracket	Mon-Brkt-Swvl Adjustable Swivel Monitor Bracket	12	\$165.00	20	\$132.00	\$1,584.00
CAT5E-SHLD-CABLE	1000 Ft. Spool, Outdoor, UV Resistant, CAT5E Bulk Cable	12	\$190.00	20	\$152.00	\$1,824.00
MON-10LCD-SL	10 in. Color LCD Monitor, Sunlight Viewable, 2 composite video inputs, 1 VGA input, 1 HDMI input (NTSC/PAL)	12	\$485.00	20	\$388.00	\$4,656.00
NEXT-CCU-PAK	Vantage Next CCU Unit, 1U box, supports up to 2 NEXT-DVPs (ordered separately). Includes NEXT-CCU-SHIPKIT (NEMA cabinet mounting bracket, 2.4GHz rubber duck antenna, USB optical mouse, 6 ft. HDMI cable, 5 ft. Cat5e patch cable, 4 x 3 ft. Cat5e patch cables, screwdriver, insulated crimp-on ground lug, 6 ft. power cord)	12	\$3,850.00	20	\$3,080.00	\$36,960.00
NEXT-DVP-PAK	VantageNext Dual Video Processor (supports 2x NEXT-CAM). Includes NEXT-DVP-SHIPKIT	24	\$3,850.00	20	\$3,080.00	\$73,920.00
TS2CABLE-2070	#493024101 Cable Assembly, SDLC2 2070 controller	12	\$90.00	20	\$72.00	\$864.00
VECTOR-NEXT	Vantage Vector Sensor Unit for VantageNext Platform; NTSC/PAL 115/230AC, integrated sensor that includes a compact color wide dynamic range zoom camera and radar unit. Pole mount bracket also included.	48	\$4,400.00	20	\$3,520.00	\$168,960.00
VLIVE-50-5YR	VantageLive! hosted data service. * Price per intersection for 50 to 99 intersections * Five year service duration includes setup and configuration of Vantage Data Engine server and Cloud based storage services. Provides collection, storage, analysis and presentation of traffic volume data from connected intersections.	12	\$1,750.00	20	\$1,400.00	\$16,800.00
						\$305,568.00



Iteris, Inc.
 1700 Carnegie Avenue
 Suite 100
 Santa Ana, CA 92705-5551

Lauren Olisufka
 lolisufka@iteris.com

EQUIPMENT QUOTATION
 Quote #00011244

September 14, 2022

Important Notes:

This quotation and any resulting order are subject to Iteris' Roadway Sensor Products Standard Terms and Conditions of Sale attached hereto or available at <http://www.iteris.com/RS-Std-TC.pdf>, which are incorporated herein by this reference.

Authorized Signature:

SUBTOTAL	\$305,568.00
FREIGHT	
TAX	\$26,737.20
TOTAL:	\$332,305.20



949.270.9400
iteris.com

1700 Carnegie Avenue, Suite 100
Santa Ana, CA 92705

ATTACHMENT



September 14, 2022

Brad Taylor
City of Lathrop
390 Towne Centre Dr
Lathrop, CA 95330

Re: Sole Source Documentation

To Whom it may Concern:

Within the normally defined geographic region of Northern California Iteris is the sole distributor of Iteris manufactured products to public agencies. The City of Lathrop is considered a public agency, within the normally defined geographic region as Northern California. Iteris is the sole source of Iteris manufactured products to public agencies within this region. If you have any other questions, please contact the undersigned.

Sincerely,

Lauren Olsufka

Lauren Olsufka
Western Regional Sales Director
916.342.9884
lolsufka@iteris.com

