



Date: January 13, 2017

To: Thomas J. Bonfield, City Manager

Through: Wanda S. Page, Deputy City Manager

From: David Boyd, Finance Director
Terry Bellamy, Transportation Director
Jonathan Hawley, Purchasing Supervisor

Subject: State Contract Purchase – Replacement HD Video Cameras for the GoDurham Buses

Executive Summary

The contract under consideration will furnish/provide the City with thirty-one (31) replacement HD video cameras sets for the Department of Transportation, GoDurham section. The set price per bus is \$12,540.38, and the total cost of this contract is \$388,752.00.

Bid pricing is from North Carolina Department of Transportation Contract #201501310, where Apollo Video Technology of Bothell, WA was the lowest responsive bidder. Funding for this contract is available from the State Technology Grant (Fund 5300U050-732309-UST17). There are no good alternatives to making this purchase. The State Contract pricing is competitive and within budget.

Recommendation

To authorize the City Manager to execute a contract with Apollo Video Technology for the purchase of thirty-one (31) replacement HD video cameras sets for the Department of Transportation, GoDurham section in the amount of \$388,752.00 under the NCDOT Contract #201501310.

Background

The contract under consideration will furnish/provide the City with thirty-one (31) of replacement HD video cameras sets for the Department of Transportation, GoDurham section.

Making purchases from contracts established by the State or any agency of the State is referred to as a “State Contract Exception”. North Carolina General Statute 143-129(e)(9) allows an exception to the bidding process when making a State Contract purchase.

The Administration has analyzed market conditions, has compared the pricing to other recent similar bids, and recommends using the “State Contract Exception” provision.

Issues/Analysis

The following State Contract pricing is in effect for the replacement HD video cameras:

COMPANY

STATE CONTRACT
PRICING

Item No.1 – thirty-one (31) sets of replacement HD video cameras

Apollo Video Technology
Bothell, WA

*\$12,540.38 each
\$388,752.00 total

Alternatives

There are no good alternatives to making this purchase. The State Contract pricing is competitive and within budget.

Financial Impact

The total cost of this contract is \$388,752.00. Funding for this contract is available from the State Technology Grant (Fund 5300U050-732309-UST17).

SDBE Summary

This item is a state term contract purchase and was not reviewed for compliance with the Ordinance to Promote Equal Business Opportunities in City Contracting.

SDBE REQUIREMENTS

There were no SDBEs to provide this product.

WORKFORCE STATISTICS

The workforce statistics for Apollo Video Technology are as follows:

Apollo Video Technology

Total Workforce	94	100%
Total Females	23	24%
Total Males	71	76%
Black Males	7	8%
White Males	47	50%
Other Males	17	18%
Black Females	0	0%
White Females	8	8%
Other Females	15	16%