

CITY OF CORAL GABLES

-MEMORANDUM-

TO: Honorable Mayor and
Members of the City Commission

Date: June 4, 2025

FROM: Peter J. Iglesias, P.E.
City Manager

SUBJECT: Award Recommendation
RFP 2025-004 School Zone Speed
Detection System

At the next available City Commission Meeting an award recommendation for RFP 2025-004 School Zone Speed Detection System will be included on the agenda. This memorandum serves to notify you that in accordance with Section 2-763 of the City Code entitled "Contract Award", my recommendation to the City Commission for award of the subject RFP is as follows:

- 1) Accept the recommendation of the Chief Procurement Officer to award the RFP and authorize negotiations with Jenoptik Smart Mobility Solutions, LLC, the highest ranked responsive and responsible proposer.
- 2) Should negotiations fail with the top-ranked proposer, negotiations may commence with the next highest ranked responsive-responsible proposer RedSpeed Florida, LLC, if determined to be in the best interest of the city, until a satisfactory agreement and contract amount that is fair, competitive, and reasonable is reached.
- 3) Reaffirm the City's right to pursue alternative courses of action.

On March 19, 2025, the Procurement Division of Finance formally advertised, issued, and distributed School Zone Speed Detection System, Request for Proposals (RFP) 2025-004. Fifty-one (51) prospective proposers were notified of the RFP package from INFOR, the City's web-based e-procurement system.

On April 23, 2025, four (4) firms responded in response to the RFP: American Traffic Solutions, Jenoptik Smart Mobility Solutions, LLC, OptoTraffic, LLC and RedSpeed Florida, LLC.

The responses were reviewed by the Procurement Division in order to determine responsiveness to the requirements of the RFP. American Traffic Solutions, Jenoptik Smart Mobility Solutions, LLC, OptoTraffic, LLC and RedSpeed Florida, LLC were all deemed to be responsive to the requirements of the RFP and responsible.

On June 3, 2025, the Evaluation Committee convened to evaluate the four (4) responsive and responsible proposals and ranked the firms in the following order of preference: Jenoptik Smart Mobility Solutions, LLC (first ranked), RedSpeed Florida, LLC (second ranked), American Traffic Solutions, Inc. dba Verra Mobility (third ranked), and OptoTraffic, LLC (fourth ranked). The Evaluation Committee determined that Jenoptik Smart Mobility Solutions, LLC, was the highest ranked responsive-responsible proposer to provide the requested services.

The Evaluation Committee further recommended that should negotiations fail with Jenoptik Smart Mobility Solutions, LLC, negotiations could be conducted with the next two (2) ranked firms, RedSpeed Florida, LLC and American Traffic Solutions, Inc. dba Verra Mobility.

After successful negotiations, a Professional Services Agreement will be executed. A more detailed description of the RFP, proposal response and evaluation results will be provided to you as part of the agenda package.

Please contact me should you have any questions.

Copy:

Cristina M. Suárez, City Attorney

Billy Y. Urquia, City Clerk

Joe Gomez, Deputy City Manager

Edward Hudak, Police Chief

Randy Hoff, Executive Officer

Diana M. Gomez, Finance Director

Celeste S. Walker-Harmon, Chief Procurement Officer