



CITY OF CORAL GABLES

405 Biltmore Way
Coral Gables, FL 33134
(305) 460-5102

Finance Department / Procurement Division
Request for Sole Source Procurement
(Over \$25,000 requires Commission approval)

Section 2-689 A contract may be awarded without competitive bids or proposals when the Procurement Officer, after conducting a good faith review of all available sources, determines in writing, pursuant to a written request from a department head, that the contract by its very nature is not suitable to competitive bids or proposals, as there is only one source for the required supply, service or construction item capable of fulfilling the needs of the city.

Contract ID: SS 2022-046

PART I: Department/Vendor Information

Table with 6 columns: Division/Department, Department Name (PARKING DEPT.), Dept. Contact (Merlyn Marengo, Kevin Kinney), Requisition No., Suggested Vendor (WPS USA CORP), Service/Item Description (SERVICE CONTRACT AND REPAIRS), Value (\$130,474.00)

PART II: Explanation (Supporting documentation must be attached)

WPS USA CORP located at 7524 Standish Place, Suite 150, Rockville MD 20855 is the sole source authorized for the maintenance of all equipment in the city's Municipal Parking Garage 1, 2, 4 and 6. Therefore all parts are acquired through them and all service calls are performed by their trained technicians. The requested amount is to extend a Maintenance and Service Agreement in Parking Garage 2, 4 and 6 with WPS USA CORP for maintenance and service of the Parking and Revenue Control Equipment and consolidate the start and end dates of Parking Garage 1, 2, 4 and 6 maintenance agreements.
GARAGE 1 - 5 YEARS END IN 2022 (will not renew-Building will be torn down Fall 2022)
GARAGE 2 AND 6- 5 YEAR RENEWED EXTENSION ENDS IN 2023 (1 year extension \$50,400)
GARAGE 4 - 5 YEARS END IN 2024
Brief History
In 2015 City of Coral Gables purchased and installed a new parking and revenue control system (PARCS) for Garage 2 and Garage 6 from WPS Corp USA. In 2017, a new system was purchased and installed in Garage 1 and in 2018 a new system was purchased and installed in Garage 4. The PARCs system is used to manage traffic and transactions annually in the city's four public parking garages. At the end of each installation, the city entered into a five-year maintenance and service agreement with the vendor. The city is interested in combining the maintenance and service agreements for all four garages and extending the agreement with WPS through fiscal year 2024. The maintenance and service agreement with WPS will be in a form like the draft agreement attached that is mutually acceptable to the City Manager and City Attorney. That total cost of the maintenance and service agreement for Garage 2, 4 and 6 for 2023 will be Sixty-Four Thousand Seven Hundred Forty-Eight Dollars (\$64,748); for 2024 will be Sixty-Five Thousand Seven Hundred Twenty-Six Dollars (\$65,726).

Handwritten signature of Department Head

Department Head Signature

2/2/2022

Date

2/2/22

Procurement Officer Signature

Date



January 21, 2022

City of Coral Gables Parking Department
City Hall – Annex Building
405 Biltmore Way
Coral Gables FL 33134

To Whom It May Concern:

WPS is the sole source provider of BC200 parking revenue equipment and software. All finished goods, parts, repairs and service must be performed by WPS or a designated partner. PARCs equipment installed in the City of Coral Gables Parking Garages must be serviced and maintained by WPS. Parts and service are for a proprietary Parking Access and Revenue Control System manufactured by WPS-Global, a Dynnic Company.

Be advised that WPS USA Corp. is the sole source for the purchase of the following equipment or components:

1. All WPS hardware and components including but not limited to:
 - a. Ticket Dispensers
 - b. Credit Card Exit Terminals
 - c. Pay on Foot and Pay in Lane cash & credit payment terminals
 - d. Credit Card only Pay on Foot terminals
 - e. PARCS Server and BC200 TRAC Software
 - f. WPS Barrier Gates
 - g. All peripheral devices and components that comprise the total PARCS system
2. Hardware and software features
 - a. Aluminum terminal housings to minimize corrosion
 - b. Proprietary software code for secure processing of data
 - c. Custom developed universal communication board (MPB board) utilized in all terminals to communicate with BC200 TRAC Software
 - d. Unique intelligent barcode processing for on-line or off-line processing of revenue transactions
 - e. PCI compliant credit card processing software, proprietary to WPS USA Corp.

Best Regards,

Ira O. Powers
Managing Director

T 301-258-9292 ext 202 | M 856-981-9076 | E ira.powers@wps-us.com

WPS SERVICE CONTRACT AGREEMENTS

FACILITY	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	TOTAL
						YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	
GARAGE 1 (2019 -2022) as of 5/1/17						\$ 7,410.00	\$ 10,112.55	\$ 10,723.60	\$ 11,443.90			
								YEAR 2	YEAR 3	YEAR 4	YEAR 5	
GARAGE 4 (2020-2024) as of 9/13/18								\$ 8,990.00	\$ 13,370.58	\$14,348.00	\$15,326.00	\$29,674.00
		YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	YEAR 11	
GARAGE 2 & 6 (2019-2023 Warr. renew)	\$ 43,637.37	\$ 46,201.64	\$ 49,725.11	\$ 39,216.20	\$ 43,200.00	\$ 50,400.00	\$ 50,400.00	\$ 37,800.00	\$ 50,400.00	\$ 50,400.00	\$ 50,400.00	\$ 100,800.00
	\$ 45,652.37	\$ 48,217.64	\$ 51,742.11	\$ 41,234.20	\$ 52,629.00	\$ 60,512.55	\$ 70,113.60	\$ 62,614.48	\$ 64,748.00	\$ 65,726.00	\$ 65,726.00	\$ 130,474.00

extension

GARAGE 1 - 5 YEARS END IN 2022

GARAGE 2 AND 6- 5 YEAR RENEWED EXTENSION ENDS IN 2023

GARAGE 4 - 5 YEARS END IN 2024



September 21, 2021

Mr. John S. Kowalchik
Assistant Parking Director
City of Coral Gables
Trolley Building
515 South Dixie Highway
Coral Gables, Florida 33146
(P) 305-460-5330
jkowalchik@coralgables.com

Subject: Garage G1 maintenance calculations for 2023 and 2024 and consolidation of all garage maintenance agreements to the same start date.

Dear Mr. Kowalchik,

Thank you for the continuing opportunity to serve you and the City of Coral Gables. As requested, please read below for the requested values for providing maintenance on Garage 4 and consolidating the start and end dates of each garages maintenance agreement.

Here is the revised schedule adding garage one values for years 2023 and 2024. As a courtesy, we also extended garages two and six to run until 2024 as well.

		1	2	3	4	5	6	7	8	9	10	11
G2&G6 Combined	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
	\$ -	\$ 26,215.26	\$ 43,637.37	\$ 46,201.64	\$ 49,725.11	\$ 39,216.20	\$ 43,200.00	\$ 50,400.00	\$ 50,400.00	\$ 37,800.00	\$ 50,400.00	\$ 50,400.00
G1					2017	2018	2019	2020	2021	2022	2023	2024
					\$ -	\$ -	\$ 7,410.00	\$ 10,112.55	\$ 10,723.60	\$ 11,443.90	\$ 12,359.00	\$ 13,471.76
G4						2018	2019	2020	2021	2022	2023	2024
						\$ -	\$ -	\$ -	\$ 8,990.00	\$ 13,370.58	\$ 14,347.90	\$ 15,325.23

Concerning matching all garages to a January 1, 2022 start date, garages two and six, will be reset to start January 1, 2022. They are currently paid until 3/31/2022, and we will apply this as a credit when we restart their dates to January 1, 2022. This means that garages two and six for the year 2022 will require a payment amount of \$ 37,800.00 instead of 50,400.00.

Please note this is an addendum to the overarching contract, and all language and provision will remain in place.



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company

If any questions arise from this correspondence, please let us know, and we will respond promptly. Again, thank you for allowing us to serve the City of Coral Gables.

Sincerely,

Ira Powers
President
WPS Parking Solutions
(P) 301-258-9292 ext:202
(M) 856-981-9076
ira.powers@wps-us.com

CC: Stefan Batic

CC: Susana Lombardo

Off-Street Ops. Supervisor

North American Controller

City of Coral Gables

WPS Parking Solutions

WPS USA Corp.

7524 Standish Place, Rockville, MD 20855

Telephone 301-258-9292

www.wpsparkingsolutions.com

CITY OF CORAL GABLES, FLORIDA

RESOLUTION NO. 2019-88

A RESOLUTION OF THE CITY COMMISSION, AUTHORIZING THE CITY MANAGER TO ENTER INTO A FIVE-YEAR MAINTENANCE AND SERVICE AGREEMENT WITH WPS USA CORP TO PROVIDE MAINTENANCE AND SERVICE FOR THE PARKING AND REVENUE CONTROL EQUIPMENT IN CITY PARKING GARAGE 2 AND PARKING GARAGE 6.

WHEREAS, the City purchased and installed a new parking and revenue control system (PARCs) in Garage 2 and Garage 6 in 2014 from WPS; and

WHEREAS, the PARCs system is used to manage traffic and transactions in the City's four public parking garages; and

WHEREAS, the PARCs system manages more than 1,000,000 transactions annually in the City parking garages with a total value of nearly \$4,000,000; and

WHEREAS, the initial maintenance and service agreement is set to expire; and

WHEREAS, the City of Coral Gables is interested in continuing the maintenance and service arrangement with WPS for an additional five-year period;

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF CORAL GABLES:

SECTION 1. The foregoing "WHEREAS" clauses are hereby ratified and confirmed as being true and correct and are hereby made a specific part of this Resolution upon adoption hereof.

SECTION 2. That the City Manager is authorized to enter into a five-year maintenance and service agreement with WPS covering the PARCs equipment installed in Garage 2 and Garage 6 in a form substantially similar to the draft agreement attached that is mutually acceptable to the City Manager and City Attorney, and which reflects the intention of the Commission stated herein.

SECTION 3. That this maintenance and service agreement will be in the total amount of Two-Hundred Forty-Four Thousand Eight-Hundred dollars (\$244,800.00).

SECTION 4. That this Resolution should become effective upon the date of its passage and adoption herein.

PASSED AND ADOPTED THIS TWENTY-SIXTH DAY OF MARCH, A.D., 2019.

(Moved: Lago/Seconded: Mena)

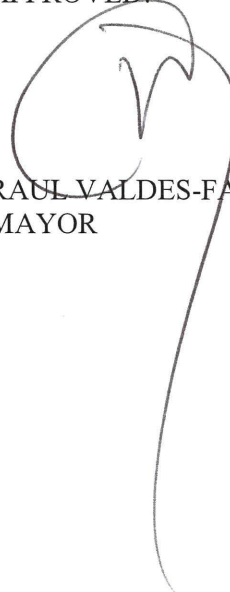
(Yeas: Mena, Quesada, Lago, Valdes-Fauli)

(Majority: (4-0) Vote)

(Absent: Keon)

(Agenda Item: D-2)

APPROVED:

A handwritten signature in black ink, appearing to be 'Raul Valdes-Fauli', written over a circular stamp or mark.

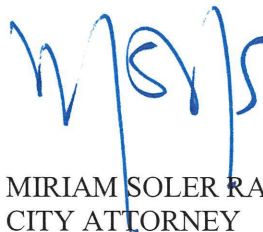
RAUL VALDES-FAULI
MAYOR

ATTEST:

A handwritten signature in black ink, appearing to be 'Billy Y. Urquia', written in a cursive style.

BILLY Y. URQUIA
CITY CLERK

APPROVED AS TO FORM AND LEGAL
SUFFICIENCY:

A handwritten signature in blue ink, appearing to be 'Miriam Soler Ramos', written in a cursive style.

MIRIAM SOLER RAMOS
CITY ATTORNEY