



Memorandum

TO: HONORABLE MAYOR
AND CITY COUNCIL

FROM: Drew Corbett

SUBJECT: See Below

DATE: November 12, 2024

Approved	Date:
	11/24/24

COUNCIL DISTRICT: Citywide

SUBJECT: Report on Request for Proposal for a Red-Light Enforcement Solution

RECOMMENDATION

Accept the report on the Request for Proposal and adopt a resolution authorizing the City Manager or her designee to:

- (a) Negotiate and execute an agreement with American Traffic Solutions, Inc. dba Verra Mobility (Mesa, AZ) to provide a red-light enforcement solution for the Department of Transportation, including related hardware, installation, software, maintenance, support, citation issuance and processing, and other related services, for a maximum compensation not to exceed \$201,600 during the initial term beginning on or about December 20, 2024 through December 31, 2025, subject to the appropriation of funds;
- (b) Negotiate and execute amendments and change orders as required for any unanticipated changes, including additional hardware, software subscriptions, optional modules, integrations, and related professional services for a contingency amount not to exceed \$20,000 during the initial term, subject to the appropriation of funds; and
- (c) Negotiate and execute up to six one-year options to extend the term through November 30, 2031, subject to the appropriation of funds.

SUMMARY AND OUTCOME

Authorizing the City Manager or her designee to take these actions will provide City with a viable program for deterring red-light running and enforcing penalties for violations.

BACKGROUND

In San José, red-light running is the second highest contributing factor to traffic fatalities and severe injuries. In June 2022, the City of San José approved a pilot project for a red-light running camera system. This system uses automated traffic enforcement technology to capture photos of vehicles that run red lights. This allows for citations to be issued to violating drivers. The red-light running system aims to reduce dangerous driving behavior at intersections where red-light violations are most common. California law authorizes government agencies to operate red-light camera automated enforcement solutions under specific criteria from the California Vehicle Code.

The red-light running camera system pilot program aligns with San José's Vision Zero goals. These goals contribute to safer roads through focused strategies and increased public engagement. The project goals include:

- **Strategic Traffic Enforcement:** Targeting and reducing risky behaviors—especially those linked to fatal and severe injury crashes.
- **Enhanced Community Outreach and Engagement:** Actively involving residents and community members in roadway safety initiatives. This can help foster a sense of shared responsibility.
- **Equity:** Focus resources on high-fatal and severe injury corridors and districts. This focus helps ensure that safety improvements, programs, and messaging benefit communities with the greatest need.

The Department of Transportation seeks to purchase a turnkey solution to provide hardware installation and leasing, software, citation services, and maintenance for a red-light camera system. The red-light running cameras will benefit residents, community members, visitors, and/or people who live and work in San José by:

- Deterring speeding/red-light running incidents.
- Reducing traffic crashes resulting in fatalities and severe injuries.
- Reducing right-angle (t-bone) crashes.

ANALYSIS

In April 2024, the Finance Department released a Request for Proposal for a red-light enforcement solution. Over 5,000 vendors were notified by Biddingo of the bid opportunity in their daily bid notifications. Four responsive proposals were received prior to the submittal deadline.

Evaluation Process: The submitted proposals were independently evaluated and scored, in accordance with the evaluation criteria set forth in the Request for Proposal, by a three-member evaluation team comprised of representatives from the Department of Transportation and the San José Police Department. Following the initial scoring of

Subject: Report on Request for Proposal for a Red-Light Enforcement Solution

proposals by the evaluation team, staff conducted oral interviews/system demonstrations and best and final offer processes with all four of the respondents. The proposer that scored the highest at the conclusion of those phases then participated in a Technology, Security, and Privacy review.

Final evaluation scores are as follows.

Final Scores	Maximum Points	American Traffic Solutions, Inc.	Jenoptik North America, Inc	Modaxo Traffic Management USA Inc.	NovoaGlobal, Inc.
Proposal Responsiveness	Pass/Fail	Pass	Pass	Pass	Pass
General Requirements	10	9	8	7	7
Experience and Qualifications	15	14	9	12	11
Project Approach / Schedule	10	9	7	7	7
Technical Capabilities	10	8	6	8	5
Cost Proposal (Best and final offer)	15	15	6	2	13
Oral Interview / System Demonstration	30	22	21	22	21
Local Business Enterprise	5	0	0	0	0
Small Business Enterprise	5	0	0	0	0
Technology, Security, and Privacy Review	Pass/Fail	Pass	N/A	N/A	N/A
Total Score	100	77	57	58	64

Local and Small Business Enterprise Preference: In accordance with [City of San José Municipal Code, Section 4.12.320](#), 10% of the total evaluation points were reserved for qualifying businesses pursuant to the City’s Small and Local Business Preference program. None of the proposers requested the preference points.

Protest: The City Request for Proposal process included a ten-day protest period that began when the City issued the Notice of Intended Award on September 4, 2024. No protests were received.

Reference Checks: Staff conducted reference checks on the proposed awardee with the Culver City Police Department, City of Millbrae, and San Francisco Municipal Transportation Agency. All references provided positive feedback.

Award Recommendations: Based on these results, staff recommends award of contract to American Traffic Solutions, Inc. as the highest-ranked proposer.

EVALUATION AND FOLLOW-UP

This memorandum will not require any follow-up from staff.

COST SUMMARY/IMPLICATIONS

The agreement recommended amount of \$201,600 for Fiscal Year 2024-2025 will be funded by the General Fund. This amount is inclusive of all charges related to the solution, including installation, implementation, hardware and software licensing, maintenance and support costs, and equipment lease costs. Any increases are subject to vendor request and must be in accordance with the Consumer Price Index not to exceed 3% of the previous year's fees. The cost of the four one-year options immediately following the initial one-year term are estimated to be \$806,400 (\$201,600 per year) and the two last options needing to be negotiated with the vendor at the time those options are exercised. The full six one-year options immediately following the initial one-year term are subject to the appropriation of funds.

BUDGET REFERENCE

The table below identifies the fund and appropriations to fund the initial year of the agreement recommended as part of this memorandum.

Fund No.	Appn. No.	Appropriation Name	Total Appropriation	Amount for Contract	2024-2025 Operating Budget Page	Last Budget Action (Date, Ord. No.)
001	0512	DOT Non-Personal/Equipment	\$25,804,486	\$201,600	814	10/22/2024, 31130

HONORABLE MAYOR AND CITY COUNCIL

November 12, 2024

Subject: Report on Request for Proposal for a Red-Light Enforcement Solution

Page 5

COORDINATION

This memorandum has been coordinated with the City Attorney's Office and the City Manager's Budget Office.

PUBLIC OUTREACH

This memorandum will be posted on the City's Council Agenda website for the December 3, 2024 City Council meeting.

COMMISSION RECOMMENDATION AND INPUT

No commission recommendation or input is associated with this action.

CEQA

Not a Project, File No. PP17-003, Agreements/Contracts (New or Amended) resulting in no physical changes to the environment.

PUBLIC SUBSIDY REPORTING

This item does not include a public subsidy as defined in section 53083 or 53083.1 of the California Government Code or the City's Open Government Resolution.

/s/
Drew Corbett
Acting Director of Finance

For procurement- and contract-related questions, please contact Albie Udom, Deputy Director of Purchasing and Risk Management, Finance at albie.udom@sanjoseca.gov. For program-related questions, please contact Heather Hoshii, Director, Department of Transportation, at heather.hoshii@sanjoseca.gov