

**COUNTY OF SACRAMENTO
CALIFORNIA**

For the Agenda of:
December 11, 2018

To: Board of Supervisors

From: Sheriff's Department

Subject: Authorization To Execute Agreement WA00037700 With Conduent State And Local Solutions, Inc. For Provision Of A Red Light Photo Enforcement System For The Term Of January 1, 2019, Through December 31, 2020 In The Amount Of \$2,097,000 And To Execute A Memorandum Of Understanding With The City Of Sacramento For Operation And Management Of The Red Light Photo Enforcement System Within The Incorporated Limits Of The City Of Sacramento For The Period Of January 1, 2019, Through December 31, 2020

Supervisory District(s): All

Contact(s): Debra Holoubek, Administrative Services Officer III,
(916) 875-0108
Craig Rader, Purchasing Agent, (916) 876-6362

RECOMMENDED ACTIONS

Adopt the attached Resolution authorizing:

1. The Purchasing Agent, or his designee, to execute agreement WA00037700 with Conduent State and Local Solutions, Inc. for the provision of a Red Light Photo Enforcement System for the term of January 1, 2019, through December 31, 2020 in the amount of \$2,097,000, with the option to renew the agreement for up to four additional one-year periods, with each optional renewal period having a maximum amount payable of \$943,500, and to take other actions necessary to uphold the agreement including any necessary changes, modifications, amendments, and termination.
2. The Purchasing Agent, or his designee, to increase the annual amount payable to Conduent State and Local Solutions, Inc. pursuant to agreement WA00037700 by up to \$125,820 annually to allow for the provision of a maximum of 3 additional red light photo enforcement cameras if necessary.

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3. The Sheriff, or his designee, to execute a Memorandum of Understanding with the City of Sacramento for operation and management of the Red Light Photo Enforcement System within the incorporated limits of the City of Sacramento for the period of January 1, 2019, through December 31, 2020, with the option to renew the Memorandum of Understanding for four one-year periods, for a total of six years, including any necessary changes, modifications, or amendments.

BACKGROUND

On September 19, 2000, the Board authorized the Sacramento Sheriff's Department (SSD) to implement Sacramento County's Red Light Photo Enforcement Program (RLPEP). On July 29, 2003, the Board authorized a contract with Affiliated Computer Services, Inc. (ACS) (Resolution 2003-0886) for installation and maintenance of a red light photo enforcement system. On August 26, 2003, the Board authorized a Memorandum of Understanding (MOU) with the City of Sacramento (City) (Resolution 2003-0989) to manage the RLPEP within the City boundaries. On December 16, 2008, the Board authorized a contract with Redflex Traffic Systems, Inc. (Resolution 2008-1286) for installation and maintenance of a red light photo enforcement system. On December 16, 2008, the Board authorized a MOU with the City (Resolution 2008-0940) to continue to manage the RLPEP within the City boundaries. On December 10, 2013, the Board authorized the SSD to continue the agreement with Redflex Traffic Systems, Inc. for the red light photo enforcement system and the MOU with the City (Resolution No. 2013-0850).

The contract with Redflex Traffic Systems, Inc. is due to expire on December 31, 2018. Authorization is requested for the County Purchasing Agent to execute a new contract with Conduent State & Local Solutions, Inc. (Conduent) to provide for the installation and maintenance of a comprehensive and integrated red light photo enforcement system, and further for the SSD to execute an updated MOU with the City for operation and management of the RLPEP within the incorporated limits of the City.

The RLPEP consists of several components. First, a contractor provides the necessary cameras, sensors, and computer systems to capture and process

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photographic evidence of red light runners (the red light photo enforcement system). The contractor also installs and maintains the red light photo enforcement system and ensures that the system operates within required parameters, and provides certain statistical reporting. Second, the SSD contracts with the California Highway Patrol for enforcement activities, including review of video evidence, citation issuance, providing court testimony, and also conducting field checks on red light camera equipment. Third, SSD personnel also conduct enforcement activities in support of the program. Finally, the SSD operates and manages the RLPEP in the City pursuant to the MOU and receives the fine revenue from the red light citations issued within the City.

The purpose of the RLPEP is to reduce the number of collisions associated with red light runners at intersections, in both the City and the unincorporated areas of Sacramento County, through photo enforcement, thereby increasing public safety. At the photo-enforced intersections (currently 23 intersections with 25 enforcement sites) within the County and City, there has been a significant reduction in red-light-related crashes. The following table displays the number of collisions at each intersection in the RLPEP for the year prior to camera installation and the number of collisions reported at the same intersection for calendar year 2017.

Intersections with Automated Enforcement System (** two Enforcement Systems at intersection)	Date of Installation	Collisions One Year Prior to Installation	Collisions Calendar Year 2017
47th Ave and Martin Luther King Jr Blvd	8/6/2009	31	8
Arden Way and Watt Avenue	8/20/2009	36	2
Broadway Blvd and 21st Street	11/27/2009	7	1
El Camino and Eastern	8/6/2010	18	2
El Camino Avenue and Evergreen Street	11/30/2009	8	1
Florin Rd and East Parkway	7/27/2010	24	0
Florin Road and Franklin Boulevard	11/30/2009	21	2
Fair Oaks Blvd and Howe Ave **	5/16/2010	18	1
Fair Oaks Blvd and Watt Ave **	8/6/2009	50	1
Howe Ave and Folsom Blvd	2/25/2010	22	0
Howe Avenue and Hurley Way	8/6/2009	40	1
Mack Road and Center Parkway	11/27/2009	13	0
Manzanita Ave and Cypress Ave	6/6/2010	10	4
Madison Ave and Date Ave	8/28/2009	32	1

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Madison Avenue and Sunrise Blvd	8/28/2009	23	5
Mack Rd & Valley High Blvd	11/27/2009	23	0
Arden and Challenge	11/23/2010	12	0
I Street and 5th Street	11/23/2010	36	2
Alhambra & J St	5/22/2012	2	0
16th and W St	6/30/2012	5	1
Florin and Lindale	8/13/2011	8	1
Calvin and Hwy 99	5/30/2012	81	5
Don Julio and Elkhorn	12/29/2011	21	2
23 Total Intersections (25 Enforcement Sites)		541	40

Procurement Process

Request for Proposal (RFP) No. 8494 was released on May 31, 2018 by the Contract and Purchasing Services Division soliciting proposals for the red light photo enforcement system. The RFP was posted on a public purchase website, www.publicpurchase.com. There are no known local businesses or State of California Certified Micro Businesses that can provide these services. Three proposals were received by the Contract and Purchasing Services Division on July 27, 2018, none of which are a State of California Certified Micro Business. An evaluation team consisting of representatives from the California Highway Patrol (CHP) and SSD evaluated each vendor's response to the written requirements presented in the RFP. A Senior Contract Services Officer reviewed the recommendation of the evaluation team and supports their recommendation. All decision makers, evaluation team members and the person signing the agreement have read, understand and documented that they will comply with the County procurement code of ethics and all required forms are in the RFP/agreement file and/or personnel file. Final scoring and proposal ranking by the evaluation committee resulted in the following:

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Evaluation Criteria (percentage of weighted score)	Conduent	Redflex	Sensys
Qualifications and References (20%)	18.75	19.28	15.44
System Capabilities (20%)	19	11.4	7.4
Customer Service and Support (10%)	9.3	6.3	4.2
Pricing (25%)	21.79	25	13.22
Risk Assessment (5%)	4.95	4.65	4.9
Product Demonstration (20%)	19	11.4	7.4
Total Points (100%)	92.79	78.03	52.56
Proposal Rank:	1	2	3

Because the recommended contract exceeds \$1,000,000 and is for services, the Procurement Opportunities Program preference provision is not applicable.

SECTION 71-J

The requirements of 71-J are not applicable, as County staff have never in the past nor currently provide the services contained within the agreement with Conduent.

FINANCIAL ANALYSIS

The maximum total annual cost of the contract with Conduent for the initial two-year term is \$1,048,500 (\$2,097,000 over the two-year term), which is based on a fixed annual price per of \$41,940 per enforcement site. The estimate is based on the equipment installed at the existing 25 enforcement sites (25 enforcement sites x \$41,940 per year) for the first and second year. Each of the four optional renewal years will be billed at a decreased annual rate of \$37,740 per enforcement site. For the existing 25 enforcement sites, the maximum total payment to Conduent if all four optional renewal years are exercised is \$5,871,000.

The authorizing resolution provides that an additional 3 enforcement sites may be added at a cost of \$41,940 annually for each site, for a maximum additional annual cost of \$125,820. The SSD does not intend to add any enforcement sites at this time, but periodically evaluates the location and quantity of enforcement sites in the RLPEP. Any additional cameras added to the RLPEP will be added to increase safety at intersections experiencing high levels of accidents due to red light running.

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Revenue from the red light citations helps support the cost of the RLPEP, including the contract with Conduent for red light photo enforcement equipment, California Highway Patrol (CHP) officers, SSD personnel, vehicles, and equipment. The impact on the General Fund and other county funds is dependent on the costs of the program and the revenue generated through the program.

Total revenue from the RLPEP cannot be determined precisely, so it must be estimated. Based on an average of the last three fiscal years (2015/2016, 2016/2017, and 2017/2018) from data stored in the red light photo enforcement system, it is known that an approximate average of 16,800 citations will be filed annually with the Court as a result of photographic evidence captured by the RLPEP. Approximately 2% of these (340 citations) will be dismissed by the court, leaving an approximate average of 16,460 citations to be further adjudicated in some manner annually.

It is not known what portions of citations are ever actually paid. The best available estimate is that 50% of citations are paid soon after being issued. Of the remaining 50%, some portion are paid at a later date, some portion are resolved by the Courts allowing for an alternative to a fine (community service or traffic violator school), and some portion are never paid.

For every red light citation paid, the County General Fund receives a net amount of \$158.72 (after a portion of the county fine is distributed to the State per statute). County Special Purpose Funds (Jail Construction, Court Jail Construction, EMS, Fingerprint and DNA) receive a total of \$97.02 for each paid citation. Based on the revenue per citation listed above, 16,460 being adjudicated annually, and 50% being paid soon after issuance, the RLPEP generates annual revenue in the amount of approximately \$2,104,740 (\$1,306,266 for General Fund and \$798,475 for Special Funds).

Annual costs for the program include: the agreement with CHP (\$475,000) for enforcement services; the agreement with Conduent for the red light photo enforcement system (\$1,048,500); the SSD's personnel costs for the RLPEP (\$678,000), and the cost program equipment and vehicles (\$289,000). Together, the annual costs of the program sum to \$2,490,500.

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The annual estimated revenue from citations and the annual costs associated with the RLPEP are summarized in the table below:

Red Light Photo Enforcement Program -- Summary of Annual Fiscal Impact	
Estimated Annual Revenue	
Average Annual Citations To Be Resolved	16,460
Percentage Of Citations Paid soon after Issuance	50%
Citations paid soon after issuance	8,230
General Fund Revenue (\$158.72 per County citation)	1,306,266
Special Purpose Fund Revenue (\$97.02 per paid citation)	798,475
Estimated Total Annual Revenue	2,104,741
Annual Costs	
Agreement with California Highway Patrol	475,000
Agreement with Conduent, Inc.	1,048,500
Sheriff Department Personnel	678,000
Equipment and Vehicles	289,000
Total Annual Costs	2,490,500
Estimated Annual Deficit (Net County Cost)	385,759

An unknown portion of the RLPEP fines that are not paid soon after issuance will be collected at a later date, increasing revenue to the County. The RLPEP achieves a significant increase in public safety by reducing the number of collisions at photo enforced intersections. Achieving an equivalent reduction in collisions through enforcement by patrol would be cost prohibitive.

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Respectfully submitted,

CONCUR:

SCOTT R. JONES, Sheriff
Sacramento County Sheriff's Department

NANCY NEWTON
Assistant County Executive

Concur as to purchasing procedures:

JEFFREY A. GASAWAY, Interim Director
Department of General Services

Attachments:

Resolution

ATT 1—MOU City of Sacramento

ATT 2—AGR WA00037700 Conduent