



Stephen D. Bear
County Administrator

County Administrator's Office

340 South Sixth Street
Wytheville VA 24382-2598
Telephone (276) 223-4500
Fax (276) 223-4515

Request for Proposals Camera Speed Enforcement & Related Services

Wythe County requests cooperative procurement proposals from qualified vendors to provide camera-based speed enforcement in school zones and construction zones as provided under Code of Virginia §46.2-882.1. The county prefers devices which use LIDAR or any technology with demonstrated speed detection accuracy 95% or higher.

Expected minimum services to be provided by the selected vendor include:

1. **Speed enforcement cameras.** Selected vendor must install, maintain, repair, upkeep and replace speed cameras and related equipment and provide communications connections, mounts, warning signs and any other state requirements necessary to ensure safety of school and highway work zones.
2. **Law Enforcement Review.** Vendor must provide a reliable, secure, technology-based infraction review system for local law enforcement to certify speeding violations.
3. **Fines Processing.** Vendor must provide civil fine processing, violator notification, record keeping, payment receipt and remittance to the locality. Vendors must specify their processing fee to be paid in addition to the assessed civil fine.
4. **Public Education.** Vendor must provide a plan to implement the system, including expected timeframe from award, citizen education and notification efforts, and expected means of outreach to notify residents of the impending change in speed enforcement.
5. **State police reporting.** Vendor must file required annual state police reports on behalf of the locality and within the deadlines required by the Virginia State Police.
6. **Optional services.** Describe any optional or additional services including customer service, criminal activity monitoring, fusion centers, local police investigative assistance or any other ancillary service related to the operation and use of the speed enforcement cameras. Include pricing, if any, for each additional service.

Respondents must deliver five hard copies and one electronic copy (.pdf preferred) of their response, which shall include the following:

- 1) Letter of introduction and interest.
- 2) Address all five areas of the expected minimum services and any optional or additional services.
- 3) Demonstrate the experience, technical expertise and background of the company, its principals and the technical team which will complete the work for the County.
- 4) Address all six of the expected minimum services.
- 5) Identify the national origin of components and assembly location of all components.
- 6) Cost to the agency, payment terms and planned frequency of civil fine remittances.

- 7) References for similar work, in and out of Virginia, demonstrating success in reducing speeding in school and construction zones.

Responses will be scored on the following:

- Speed detection technology (25 points maximum)
- Qualifications and experience of the vendor team (25 points)
- Processing services and methods and reporting (25 points)
- Public Education Plan (10 points)
- Optional Services and their value to the County (15 points)

COOPERATIVE PROCUREMENT NOTICE: This solicitation is a cooperative procurement. Pursuant to Virginia Code Section §2.2-4304, any resultant contract from this solicitation may be extended to any public agency or body in the Commonwealth of Virginia to permit those public agencies or bodies to purchase at contract prices, in accordance with the terms, conditions and specifications of this solicitation. The successful contractor shall deal directly with each public agency or body in regard to order placement, delivery, invoicing and payment.

Submit five hard copies and a .pdf file of responses to: Martha G. Collins, Wythe County Clerk, ATTN: Speed Enforcement Cameras, 340 South Sixth Street, Wytheville, VA 24382. Responses are due by Wednesday, March 16, 2022 at 2 p.m.

Wythe County is an equal opportunity offeror. Disadvantaged business enterprises are encouraged to respond.



WYTHE COUNTY SHERIFF'S OFFICE

Wythe County Law Enforcement & Judicial Complex
245 South Fourth Street
Wytheville, Virginia 24382

CHARLES W. FOSTER
SHERIFF

Office	(276) 223-6000
Fax	(276) 223-6127

To: Assistant County Administrator Matt Hankins

From: Chief Deputy Anthony Cline

Date: March 17, 2022

Re: Photo Speed Enforcement RFP review

The RFP proposals for photo speed enforcement were reviewed by the administration from the Wythe County Sheriff's Office. There were (5) submissions that were reviewed.

Altumint: charges a fee of \$25 per summons along with a \$10 fee that must be paid by the locality if the summons goes to collections and is paid. This company uses fixed radar to detect speeds and provide handheld lidar to the agency. There is no equipment cost to the locality for Automated License Plate Readers (ALPR).

Blueline Solutions: charges a fee of \$15 per summons. This company uses fixed lidar to detect speeds and provides handheld units to the agency at no additional cost. The company also provides 100% reimbursement for overtime of deputies using the handheld units. There is no equipment cost to the locality for ALPR. This is the only company that provided speed studies in Wythe County.

Conduent: charges a fee of \$10.25 per summons. There is an additional charge of \$1.74 per citation that goes to collection paid by the locality. They only offer a scanning lidar method to detect speeds. There are additional equipment fees. To add ALPR technology to the photo cameras there is a \$290 per camera per month charge to the locality.

Nova: did not provide a cost per summons. The document provided stated it was negotiable. The company did not provide pricing on equipment for the locality to use the device. The company does provide a Radar method only when detecting speed.

Sensys: charges \$12 per license plate it scans in a school zone and \$1,000 a month from the locality. If the device is used in a construction zone the locality shall pay \$1,185/\$1,380 per day to operate the device. They only provide radar to detect speeds.

Recommendation: Upon reviewing the proposals this agency wants to move forward with a company that uses fixed lidar to determine speeds. This method is more accurate and fair to the traveling public. Blueline Solution provides this method. The speed studies conducted by Blueline Solutions along with being willing to pay the overtime for deputies to operate the handheld units is the most attractive offer. They also charge a \$15 fee per citation and are willing to put in their contract the locality will never be billed for anything including equipment. Please accept this agency's recommendation of Blue Line Solutions for photo speed enforcement which will provide ALPRs in all of our school zones at no additional cost.