



TO: Honorable Mayor & Members of the Fort Lauderdale City Commission

FROM: Rickelle Williams, City Manager

DATE: March 19, 2026

TITLE: Motion Approving an Agreement for Request for Proposals (RFP) No. 483-4, Automated School Zone Speed Detection Camera Program (Rebid) - RedSpeed Florida LLC - \$1,710,000 (estimated revenue); \$598,500 (estimated expense) - **(Commission Districts 1, 2, 3 and 4)**

Recommendation

Staff recommends the City Commission approve an agreement, in substantially the form attached, for an Automated School Zone Speed Detection Camera Program pursuant to Request for Proposals (RFP) No. 483-4, with RedSpeed Florida LLC (RedSpeed), in the estimated initial three (3)-year contract term amount of \$598,500; and authorize the City Manager to execute said agreement and approve one (1) additional two (2)-year renewal option, in the estimated renewal annual amount of \$399,000, for a potential total contract amount of \$997,500.

Background

The City, via the then Procurement Services Division, issued Request for Proposal (RFP) No. 332-5 on July 19, 2024, requesting proposals from qualified service providers to provide Automated School Zone Speed Detection Camera System Equipment with both Light Detection and Ranging (LiDAR) and Radio Detection and Ranging (RADAR) options to the City, in accordance with the terms, conditions, and specifications contained in the RFP. At the April 1, 2025 City Commission Regular Meeting, the City Commission directed staff to reject all proposals and to resolicit with revised specifications and requirements.

On July 1, 2025, the City, via the Procurement Services Division, re-issued the Request for Proposals for the Automated School Zone Speed Detection Camera System Equipment, RFP No. 483-4. The RFP closed on August 29, 2025, with the following six (6) firms responding:

- American Traffic Solutions, Inc. dba Verra Mobility
- Blue Line Solutions, LLC (BLS)
- Jenoptik Smart Mobility Solutions LLC
- NovoaGlobal, Inc.
- RedSpeed Florida (RedSpeed)
- Solar Champs LLC D/B/A Champs Pro Services

NovoaGlobal, Inc. did not submit the required SOC 2 Type 1 Report and were deemed non-responsive. While Solar Champs LLC D/B/A Champs Pro Services did submit their SOC 2 Type 1 Report, upon ITSD review of the report, ITSD concluded it did not comply with the City’s SOC 2 requirements and, as a result, Solar Champs LLC D/B/A Champs Pro Service was also deemed non-responsive.

On November 21, 2025, an Evaluation Committee (EC) meeting was held to evaluate the remaining responsive and responsible firms and ranked them based on the evaluation criteria shown in the table below.

EVALUATION CRITERIA	WEIGHT (%)
Experience, Qualifications, Financials and References	25
Methodology/Approach to the Scope of Work	25
Proposed Automated School Zone Safety Speed Enforcement System with ALPR Technology (software/hardware), web-based system, case management system, integration, training and related services (i.e. equipment/technical support and maintenance).	25
Proposed Revenue Percentage to City	25
TOTAL	100

The firms’ presentations and proposals were ranked based on the evaluation criteria shown in the table above. The evaluation resulted in the following ranking:

VENDOR	RANK
RedSpeed Florida	1
Jenoptik Smart Mobility Solutions LLC	2
Blue Line Solutions	3
American Traffic Solutions dba Verra Mobility	4

The EC scored and ranked RedSpeed as the highest ranked, responsive, and responsible firm.

On December 3, 2025, the third ranked firm, BLS submitted a protest. On December 9, 2025 the Chief Procurement Officer issued a stay of award to receive formal responses to the allegations (Exhibit 6). On January 22, 2026, the Chief Procurement Officer denied BLS’s protest (Exhibit 7).

Accordingly, staff recommends award to RedSpeed. RedSpeed will manage and administer the Automated School Zone Speed Detection Camera Program on behalf of the Police Department. RedSpeed will be entirely and wholly responsible to provide and install automated school zone speed detection camera system equipment on designated roads/school zones, within Fort Lauderdale (determined by direction from the City Commission and/or traffic studies) for school zone speed enforcement. The system will

be exclusively violator funded.

Pursuant to Florida Statute 316.008(9)(c), a county or municipality must enact an ordinance in order to authorize the placement or installation of a speed detection system on a roadway maintained as a school zone.

On January 20, 2026, the City Commission adopted a second reading of an ordinance amending Chapter 26 by creating a new Article X entitled School Zone Speed Enforcement Act (Exhibit 8, CAM #26-0093).

While the contract allows RedSpeed to manage and administer the Automated School Zone Speed Detection Camera Program citywide, Phase 1 of the program contemplates installation at twelve (12) schools as adopted in the ordinance. The intent of the contract is to allow for the expansion of the program in the future.

The following schools were listed in the ordinance:

- Bayview Elementary
- Cardinal Gibbons High
- Croissant Park Elementary
- Fort Lauderdale High
- Harbordale Elementary
- St. Thomas Aquinas High
- Stranahan High
- Sunland Park Academy
- Sunrise Middle
- Thurgood Marshall Elementary
- Virginia Shuman Young Elementary
- Walker Elementary

Incorporating additional schools as part of future phases of the program will be subject to additional data collection(s), contract and ordinance amendment(s), as required by the Florida Statute.

The purpose of this program is to significantly increase safety through awareness and enforcement of speed limits within our school zones via automated speed enforcement with Light Detection and Ranging (LiDAR), Radio Detection and Ranging (RADAR), and Automated License Plate Readers (ALPR) technology. In accordance with Florida state law, the system will monitor, detect, and record speed violations within designated school zones, thereby increasing vehicle and/or pedestrian safety, while providing greater situational awareness and investigative capability through accessible ALPR data.

RedSpeed's contractual responsibilities include installing, maintaining and operating the system in accordance with federal, state, and local laws and/or ordinances, as may be amended, obtaining all certificate/permit approvals, system training, delivery of all camera and ALPR equipment, required signage, installation of hardware and software, and all back-office processing of traffic violations.

The \$100.00 per citation revenue pursuant to Florida Statute §316.1896 will be shared, as described below:

Total Citation Amount = \$100.00	
Total Citation Amount Shared Revenue Breakdown	Agency/Program
\$20.00	Department of Revenue for Deposit into the General Revenue Fund
\$3.00	Department of Revenue for Deposit into the Department of Law Enforcement Criminal Justice Standards and Training Trust Fund
\$12.00	County School District
\$5.00	City School Crossing Guard Recruitment and Retention Program
\$60.00*	City/RedSpeed
*Revenue Split	\$39.00 - City / \$21.00 - RedSpeed

The City’s portion of the \$60.00 per citation revenue will be split by the City and Redspeed with the City retaining \$39.00 and RedSpeed receiving \$21.00. This will allow RedSpeed to install, maintain, and operate the Automated School Zone Speed Detection Camera System at no additional cost during the term of the agreement.

While RedSpeed Florida is providing the back-office operations regarding citation issuance and collection, two (2) city staff positions (Public Safety Aide and Administrative Assistant) were included in the Fiscal Year (FY) 2026 budget (estimated at \$187,000) for citation review and contract administration.

It is also noted that currently there is a Senate Bill (SB) 654 – Traffic Infraction Enforcement being considered by the Florida Legislature. The bill’s intent is to update and standardize traffic infraction enforcement practices, particularly those involving automated detection systems, while expanding local and school district involvement and strengthening oversight, privacy protections, and accountability. It refines how school zone speed and school bus violations are detected and enforced, extends timelines for motorists to respond to violations, and ensures that enforcement is tied to clear operational conditions, such as active flashing beacons. The bill also seeks to prevent revenue-driven enforcement by prohibiting per-ticket vendor fees or commissions, redirecting fine distributions, and imposing transparency and reporting requirements. Overall, the legislation aims to balance public safety in school zones with due process for drivers, data privacy protections, and clearer limits on the use and financial structure of automated traffic enforcement programs.

To ensure compliance with SB 654, the negotiated term sheet between the City and RedSpeed contains a provision that the City reserves the right to amend, supplement, modify, update, change, add, delete, or restructure any portion of the agreement to comply with state law (i.e. operational, equipment, scope, financial, revenue, etc.).

Resource Impact

The estimated annual revenue of \$570,000 to the General Fund (based on an estimated 9,500 citations assessed and collected at \$60.00 per citation) will offset the costs

associated with the program, including amounts paid to the vendor (\$21.00 per citation) and administrative expenses for staff administering the program (estimated at \$187,000 annually).

An estimated \$47,500 of additional annual revenue to support the school crossing guard program is also anticipated. The program is expected to be in place for only a portion of FY 2026. Funding for this contract is available in the account listed below.

<i>Funds available as of February 20, 2026</i>					
ACCOUNT NUMBER	COST CENTER NAME (Program)	CHARACTER/ACCOUNT NAME	AMENDED BUDGET (Character)	AVAILABLE BALANCE (Character)	AMOUNT
10-001-5048-521-30-3107	SCHOOL ZONE CAMERAS	SERVICES/MATERIALS/DATA PROCESSING SERVICES	\$234,600	\$233,700	\$50,000

Strategic Connections

This item is a FY 2026 Commission Priority, advancing the Public Safety initiative.

This item supports the *Press Play Fort Lauderdale 2029* Strategic Plan, specifically advancing:

- The Public Safety Focus Area, Goal 1: Be a safe community that is proactive and responsive to risks.

This item advances the *Fast Forward Fort Lauderdale 2035* Vision Plan: We Are Community.

Attachments

- Exhibit 1 - Solicitation
- Exhibit 2 - Final Ranking Summary Sheet
- Exhibit 3 - Proposal - RedSpeed Florida
- Exhibit 4 - Negotiation Term Sheet
- Exhibit 5 - Agreement
- Exhibit 6 - Chief Procurement Officer’s Stay of Award
- Exhibit 7 - Chief Procurement Officer’s Response/Denial of Protest
- Exhibit 8 - CAM #26-0093
- Exhibit 9 - Ordinance No. C-26-02

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