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

**FROM:** Susan Grant, Acting City Manager

**DATE:** April 1, 2025

**TITLE:** Motion Approving an Agreement for an Automated School Zone Speed Detection Camera Program - RedSpeed Florida LLC - \$600,000 - **(Commission Districts 1, 2, 3 and 4)**

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**Recommendation**

Staff recommend the City Commission approve an agreement, in substantially the form attached, for an Automated School Zone Speed Detection Camera Program, with RedSpeed Florida LLC (RedSpeed), in the estimated initial three (3)-year contract term amount of \$600,000; and authorize the City Manager to execute said agreement and approve two (2), additional one-year renewal options, in the estimated annual amount of \$200,000, for a potential total contract amount of \$1,000,000.

**Background**

The City of Fort Lauderdale (City) issued Request for Proposals (RFP) Event 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. The RFP closed on September 6, 2024, with the following seven firms responding with proposals:

- American Traffic Solutions, Inc. dba Verra Mobility
- Blue Line Solutions, LLC
- Elovate dba Modaxo Traffic Management USA, Inc.
- Jenoptik Smart Mobility Solutions LLC
- NovoaGlobal, Inc.
- RedSpeed
- Sensys Gatso USA, Inc.

On October 15, 2024, the Evaluation Committee (EC) met to evaluate the proposals. The firms were ranked based on the evaluation criteria shown in the table below. The Disadvantaged Business Enterprise Preference is not applicable to this solicitation.

<b>EVALUATION CRITERIA</b>	<b>WEIGHT (%)</b>
Experience, Qualifications, Financials and References	25
Methodology/Approach to the Scope of Work	25
Proposed System 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 of Fort Lauderdale	25
<b>TOTAL</b>	<b>100</b>

The EC shortlisted the following 3 firms for presentations:

- 1) American Traffic Solutions, Inc. dba Verra Mobility
- 2) Blue Line Solutions, LLC
- 3) RedSpeed.

On November 13, 2024, the EC heard presentations from the three firms. The firms' presentations were ranked based on the evaluation criteria shown in the table above. The evaluation resulted in the following ranking:

<b>VENDOR</b>	<b>RANK</b>
Blue Line Solutions, LLC	1
RedSpeed	2
American Traffic Solutions, Inc. dba Verra Mobility	3

The EC scored and ranked Blue Line Solutions, LLC (Blue Line) as the highest ranked responsive and responsible firm. However, Blue Line was later deemed non-responsive for failure to submit a current SSAE, SOC 2 Type 1 Report within 60 days after the proposal due date in order for negotiations to commence as required by Addendum No. 3 of the RFP.

The next highest, responsive, and responsible firm was RedSpeed. RedSpeed submitted its SSAE, SOC2 Type 1 Report with their proposal. The Information Technology Department reviewed the SOC2 Type 1 Report and deemed it acceptable. Negotiations ensued and were completed.

Staff is recommending award to the second highest, responsive, and responsible firm, RedSpeed, as the negotiated terms, conditions, and revenue percentage to the City is most advantageous and in its best interest.

RedSpeed will manage and administer the Automated School Zone Speed Detection Camera Program on behalf of the Police Department and shall 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. RedSpeed will provide the City with traffic studies and assist with evaluating deployment locations, in coordination with the Police and Transportation and Mobility departments.

The system, including any preliminary and future traffic/location studies, certificate/permit approvals, system training, camera and automated license plate reader (ALPR) equipment and installation, required signage and installation, back-office processing of citations, and any maintenance of the system, will be provided at no cost to the City with revenue sharing of collections, as described further below.

All equipment and materials for citation processing shall be obtained, installed, and maintained according to Federal, State, and Local Laws/Ordinances, as may be amended. The system must be exclusively violator funded, and RedSpeed shall provide for all hardware, software, installation, maintenance, operation, and all back-office processing of violations.

Per Florida Statute §316.1896, the distribution of associated revenues assessed and collected is as follows:

\$20 - Department of Revenue

\$60 - City (\$21 to vendor and \$39 to City, as negotiated)

\$3 - Department of Revenue

\$12 - School Board

\$5 - City for Crossing guard program

\$100 total citation amount

While Red Speed is providing the back-office operations regarding citation issuance and collection, two city staff positions (Public Safety Aide and Administrative Assistant) were included in the FY 2025 budget (totaling \$185,647 in salaries and benefits) for citation review and contract administration.

### **Resource Impact**

There will be an annual impact to the City in the estimated amount of \$200,000 (based on an estimated 9,500 citations assessed and collected at \$21 per citation) per year for this agreement. The associated annual revenue of \$571,000 (based on estimated 9,500 citations assessed and collected at \$60 per citation), will offset the costs associated with the program, including amounts paid to the vendor and administrative expenses including salaries and benefits (estimated at \$187,000 annually) of staff administering the program. An estimated \$47,500 of additional annual revenue to support the school crossing guard program is also anticipated.

It is anticipated the program will only be in place for a portion of Fiscal Year 2025. Funding for this contract is available in the account listed below.

<i>Funds available as of March 25, 2025</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	DATA PROCESSING SERVICES	\$234,600	\$200,000	\$50,000

**Strategic Connections**

This item is a FY 2025 *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

**Related CAM**

25-0379

**Attachments**

- Exhibit 1 - Solicitation
- Exhibit 2 - Final Ranking Summary Sheet
- Exhibit 3 - Proposal – RedSpeed Florida LLC
- Exhibit 4 - Agreement

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