



City of Spartanburg
Procurement & Risk Division
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To: Responding Bidders
From: Procurement Division

Subject: **Request for Proposal No: 2021-09-01-02 (Message Board Trailer)**

The City of Spartanburg has been presented with a Covid19 grant for an informational traffic board (**Message Board Trailer**). Information was also presented that the board has a sole source vendor. With this substantial expenditure pending; the City felt led to initiate research to test the validity of a sole vendor. To transparently test such status, the Procurement Div. along with the Police Department initiated a Request for Proposal for a board system. After a thorough review of the offerings from 5 firms, we conclude the following:

K&K Systems: -There was no explanation of their radar (traffic calming device) or traffic safety system software in their response. It was not clear if they were even making an offer of these systems which was stated in the minimum requirements. They did clearly show that they offer a five year warranty.

Transportation Supply LLC: the only paperwork in this response was the city required forms. There was absolutely no explanation of how they would meet our minimum requirements. We did search the internet and found this company but even their web site looks as if they mainly supply barricades and traffic cones.

Vetted Security Solutions: while this company offered the same brand as the B.C. Cannon Company bid, the only explanation of the offer was a printed diagram of the board with the name and model on the bottom. This bid offered no explanation or description of how they would meet our minimum requirements.

It appears that Applied Concepts, AKA Stalker Radar put their radar and traffic classifier system on a message board trailer. Overall, the trailer and message board appear to be of decent quality. The radar and display for both systems seemed to perform similarly. The difference is largely noted in the traffic data analyzer software. Applied Concepts system would produce about 7 different reports with 3 sub reports each compared to the Wanco's 4.

After viewing both products, Wanco and Applied Concepts, this committee recommends that we move forward with the Applied Concepts product. Consideration was given to the overall purpose of the equipment as well as to the capabilities of the acquired system. While Wanco does produce a quality product and the message board systems are similar in nature, the traffic calming devices, and traffic data analysis software that is provided with the Stalker system seems to be more useful and adaptable in different situations where that type of information is needed.

Applied Concepts was found to be **MOST RESPONSIVE**.



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The City may select the vendor the City determines to be the most qualified and responsive firm based on its evaluation of the Statement of Qualifications and interviews. The City will act, at its sole discretion, in what it considers to be in the best interest of the City. The City will evaluate the comparable experience, capability and other factors the City deems pertinent and will select the firm that it deems to be most qualified. The City will be the sole judge in determining the most qualified firm.

Any additional information may be obtained via the Freedom Of Information Request.