854407 and GPS for Office Vehicles
Evaluation Team/Review Board Score Sheet

Offeror	LB Technology	Marshall and Associates	Fleet Analytics	Motion Link	AT&T Corporation	Infospectrum	Networkfleet
Contrach Acceptance	Accept	Accept	Accept	Accept	Provided Exceptions	Accept	Not Accepted
Firm Qualifications and References(20 Points weighted 10% of Total Solicitation Value)	15	20	17	20	5	8	0
Technical Requirements(50 Points weighted 25% of Total Solicitation Value)	40	45	40	48	30	40	15
Service and Maintenances(30 Points weighted 15% of Total Solicitation Value)	20	29	20	29	20	15	5
Round 1 Total (50% of Total Solicitation Value)	75	94	77	97	55	63	20
Presentation(30 Points weighted 15% of Total Solicitation Value)	15	27	13	18	NA	NA	NA
Cost(70 Points weighted 35% of Total Solicitation Value)	56.00	37.82	59.11	38.33	NA	NA	NA
Round 2 Total(50% of Total Solicitation Value)	71.00	64.82	72.11	56.33	NA	NA	NA
Total Evaluation Scores	**73.00**	**79.41**	**74.56**	**76.67**	**NA**	**NA**	**NA**

Evaluation Comments

LB Technology

Strengths - Offer followed formatting instructions and provided Metro specific detail. References are in the public sector. Provided a very detailed description of their installation process. They have Administrative setting option for vehicle to require Key Fob to start. Clearly demonstrated how they can provide Geo Fences and can receive shape files. They state they are able to respond within three hours. The GPS Device is their product. In house customizing which can be provided within one week. Have the ability to add lots of information to each individual driver. Administrator can send a text with the vehicle location. Can have violations texted to administrators. System is linked and reflects the posted speed limits. In house installation with free switch outs if new vehicles need the units within reason. Easy access to customer service compared to other vendors. Can add current GIS maps to get parcel numbers/addresses. External antenna included in price at no cost to Metro. Geofence can be moved around on the map once it is added. Administrator is able to view reports in html and click the hyperlinks to view the info on the map.

Weaknesses - Reference section lacked the requested detail. Lacked information on how they would get the project implemented on time. One reference of similar scope and size. Did not provide examples of reports. Didn't specifically state that it was web based. Offeror didn't provide detailed information on service updates or maintenance. Does not currently have any customers using the key fob device, therefore could not provide documentation showing a fully installed iButton for the key fob. Does not currently track by Driver, which was a requirement, so unable to provide reports for the evaluators to evaluate accuracy, quality, and content of the data contained. Graph reports were difficult to interpret. Software didn't seem as polished as other vendors. Not able to remove labels on the map to show stops only. Since they don't currently track by driver, they do not have the option to set violation notifications by driver. When demonstrating the breadcrumb trail, tracking playback, and speed reporting, there was significant "GPS drift" (inaccuracy.) Does not allow for a system admin in our office to create custom reports. Does not allow for system users to save favorite reports. Unable to draw the geofence on the map. Cant un-view the geofence once it is created. Didn't show view with multiple cars or drivers.

Marshall and Associates

Strengths - The provided references are current. Offeror clearly identified how they would meet the needs of larger departments. They can provide a very detailed mapping and breadcrumb trail. They can provide 24/7 support. They have an exchange policy for the devices. The warranty was clearly defined. Customer Support can deliver an average response time of 1 hour. Very appealing mapping, they use google maps, can provide street views. Tracks instead of breadcrumbs. You can add reports. Customize reports. Easy to navigate. Tracking was based on events which you can customize. Administrator had great access and capability. Very logical/user friendly. Vendor owns the GPS unit. Only pings when event happens. We can add/delete/modify events (or violations.) The tracks (or breadcrumb trail) can also be set to track by distance and every time a vehicle turns by 30 degrees. Can set an unlimited number of geofences. Can set a specific building as a POI (point of interest) and set up an event (or violation) for that particular POI. Can download all reports in CSV, PDF, and also open in HTML (all the html reports have links that take you back to that info on the map/system.) This is their software, therefore it is customizable to our needs and they have the ability to add any reports we need that may not currently be offered. Their servers are backed up six times daily. Users can personalize their view (UI) on the screen that shows the breadcrumb trail, the vehicle ID or driver name can be customized to whatever we would like.

Weaknesses - They did not specify the number of units for each reference. They were vague on showing their administration. They were vague on how we, as user, would manage the devices and reports. Unable to make notes on events. Didn't show detailed employee reports with multiple exceptions. Looks like we would have to set up a tag for each vehicle and driver to be able to pull reports and couldn't show a report specifically by driver or vehicle for all month.

Fleet Analytics

Strengths - They provided timeline for installation. All the reference projects were in last two years. Have 24/7 support. Offeror provided a detailed explanation on the handling of upgrades. Updates are companywide, all benefit. Geozones in the navigation tree update as assets enter and leave. Data can be retrieved at any time. No expiration for storage of data.

Weaknesses - They provided only one reference of similar scope and size. They did not provide specific dates on projects. They did not mention that the key fob would beep to notify the driver. Offeror may lack capacity to perform with only three listed employees. They lacked information on their average response time. Speeding report not based on posted limits. The GPS is off the shelf. The system seemed like a work in progress. Seemed more interested in the asset/vehicle than driver. Had to set warnings and real-time reports for each driver. Pins didn't appear to refresh. Only backed up once a day. Report difficult to read starts and stops. You can create reports but the reports that are currently in the system are canned reports. Program feels like it is still in development stage. Unable to remove the labels to show stops only on breadcrumb trail map. Stop duration wasn't working or displaying on the asset info on the map. Not able to set up violations/warnings for a group, would have to set each violation for each vehicle and employee. Could not show us the system had the capability for our system admins to create and save custom reports and save favorite reports–said it could do it by logging on to another URL, but wasn't able to log on during demo. Data only backed up once a day. There was a lot of lag when trying to show us the functionality of the system and clicking from one screen or option to the next.

Motion Link

Strengths - Offeror clearly identified how they would meet the needs of larger departments. Their project descriptions were very detailed. They have done jobs in the public sector. They can provide a very detailed mapping and breadcrumb trail. Can download reports via excel and PDF. They provide a strong training program. Customer Service is 24/7 with 15 minute reply of all call. The warranty was clearly defined. Showed high customer retention. Lots of experience. High retention. User friendly interface. Configure upfront. Can provide policies. Able to show a live demo. Provided an implementation plan. Data filter on the map. 24x7 support via phone or email. Able to remove layers/labels from map. "Find nearest" option on the map which allows a user to find the nearest vehicle from a particular point, address, or asset on the map. Spatial search feature which allows a user to view which vehicles traveled through a specific area on the map. Data filter feature on the map (for idling, speeding, etc.) which allows a user to view all vehicles on the map currently performing the selected event.

Weaknesses - They were vague on ability to produce report by driver. Speed not by posted speed limit. Admin has very limited control, un-able to set the thresholds/parameters for speeding, not able to set security roles/permissions, not able to assign/reassign key fobs, not able to change the key fob beep settings. . You have to contact vendor to set up and make most changes. Inflexible. Can't provide excessive cornering reports. Breadcrumb trail didn't have pings so unable to see drift. Can only assign a vehicle to one group. Overall reporting was limited and inflexible and un-customizable. They were unsure if they could use GIS parcel shape files. Some of the reports are by vehicle only, some reports were daily or monthly only (not able to select a range) and some reports could only be viewed for one driver or one vehicle at a time. They would have to set up scheduled reports. Not able to create custom reports or save favorites.

AT&T Corporation

Strengths - Offeror clearly identified how they would meet the needs of larger departments. Offeror demonstrated very little downtime for service and maintenance. They demonstrated how scheduled outages will be handled. Their support hours and metro work hours match up.

Weaknesses - They didn't provide the requested contact information for references. They did not provide references of similar scope and size. They did not provide requested reference information. Proposal demonstrates that the user has to put a geofence or point of reference into the system to get an address. System will not auto populate physical addresses without manual input. The provided reports did not appear to be user friendly.

Infospectrum

Strengths - They can provide a very detailed mapping and breadcrumb trail. They can provide 24/7 support. The customer support has a ticketing system.

Weaknesses - The references lacked the requested information. The references didn't provide project sizes, dollar value. Lacked specifics on projects of similar size and scope. Appeared there would be additional cost for shape files. They didn't provide photo of the hardware. They lacked detail in service and maintenance section.

Networkfleet

Strengths - They demonstrated the ability to provide a GeoFence.. They are backed by Verizon. They do general tracking and reporting. The provide real time alerts. They can provide real time collection of data. They demonstrated the ability to provide many types of reports based on real time data.

Weaknesses - The proposal not well organized and didn't follow the evaluation criteria section located in the solicitation. They lacked the requested information in firm qualification and references section. They did not completely explain how they were qualified and did not provide the requested references. They didn't mention a key fob in their technical requirements. Appears in the proposal that tracking is only by vehicle and not also by driver. The office admin would have to make vehicle assignments daily. They did not definitely state that they can mark specific addresses. Did not provide much detail in service and maintenance section.

Enter Solicitation Title & Number Below					Lowest Bid	
GPS for office vehicles RFQ# 854407					$27,125.00	70
Offeror's Name	**Bids**	**SBE**	**SBE Participation Requirement**	**SBE Participation Incentive**	**Incentive Evaluation Amount**	**RFP Cost Points**
LB Technology Inc.	$21,850	$0.00	$0	$0	$21,850.00	**56.00**
Fleet Analytics, LLC	$27,125	$0.00	$0	$0	$27,125.00	**45.11**
MotionLink	$31,921	$0.00	$0	$0	$31,921.01	**38.33**
Marshall and Associates, Inc.	$32,349	$0.00	$0	$0	$32,349.26	**37.82**
	Pts for Raw Cost	**Pts for SBE Cost**	**Cost Score**			
LB Technology Inc.	56.00	0.00	56.00			
Fleet Analytics, LLC	45.11	0.00	45.11			
MotionLink	38.33	0.00	38.33			
Marshall and Associates, Inc.	37.82	0.00	37.82			