

CITY OF SMYRNA
PURCHASING DEPARTMENT
2800 KING STREET
SMYRNA, GEORGIA 30080
678-631-5406

TO: Deputy Chief Joe Bennett, Smyrna Police

FROM: Kelly Brown, Purchasing Manager

DATE: December 10, 2019

SUBJECT: Recommendation - RFP 20-014 Speed Detection Camera System for School Zones

The City of Smyrna requested proposals from qualified firms to provide a speed detection camera system and program for three (3) school zones within the city. The firm will provide, install and monitor the system for violations. The equipment and monitoring is provided at no cost to the City and is violator funded with revenue sharing of any collections.

Four (4) firms submitted and the proposals were scored by staff from Police, Engineering and Purchasing. Based on the proposal scores, qualifications and revenue sharing percentage it is our recommendation to award this project to RedSpeed.

Firm	Revenue Sharing Percentage	Score
RedSpeed	City – 65% Vendor – 35% Processing fees retained by city	90.67
OptoTraffic	City - 95% Vendor – 5% Electronic processing fee to vendor - \$25.00	85
Verra Mobility	Fixed speed camera – City 67% Vendor 33% Combined fixed speed & ALPR – City 65% Vendor 35% Stand-alone ALPR – City 92% Vendor 8%	76.67
NovoaGlobal, Inc.	Option 1: City 67% Vendor 33% - \$5.00 processing Option 2: City 90% Vendor 10% - \$25.00 processing 2% of paid violation per lane of LPR system	70.33

It is the recommendation of Police and Purchasing that the project be awarded to RedSpeed. Please prepare any necessary paperwork to present to Mayor and Council for approval.