

RESOLUTION 23-193

A RESOLUTION TO AUTHORIZE THE PURCHASE OF SIX SCOUT PLUS DEVICES THROUGH MIOVISION, A SOLE SOURCE VENDOR

WHEREAS, the City of Spring Hill Board of Mayor and Aldermen recognizes the need for traffic calming measures to address speeding, traffic and safety concerns; and

WHEREAS, the City of Spring Hill is committed to finding ways to enhance efficient solutions to vehicular traffic in our residential and commercial areas; and

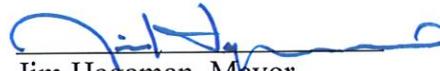
WHEREAS, the current traffic count equipment is out of date and in need of replacement; and

WHEREAS, the purchase of six video scout plus devices will provide travel time summaries, turning moving counts and speed which will assist the traffic department on making informed decisions on temporary traffic control requests, detours and multi-model circulation; and

WHEREAS, funding for the purchase of the six video scout plus devices will be expensed in the 2023-2024 budget year from 43120-54233.

NOW, THEREFORE, BE IT RESOLVED, that the City of Spring Hill Board of Mayor and Aldermen authorizes the purchase of six scout plus devices from Miovision, a sole source vendor, at a total cost of \$54,275.00.

Passed and adopted by the Board of Mayor and Aldermen of the City of Spring Hill, Tennessee, on the 2nd day of October 2023.


Jim Hagaman, Mayor

ATTEST:


April Goad, City Recorder

LEGAL FORM APPROVED:


Patrick Carter, City Attorney



REQUEST: *Approval of Resolution 23-193*
SUBMITTED BY: Tyler Scroggins, Public Works Director
DATE: October 2, 2023
RE: To authorize the purchase of six Scout Plus Devices from Miovision, a sole source vendor
ATTACHMENTS: Quote and Sole Source Letter

PURPOSE:

The purpose of this resolution is to approve the purchase of six Miovision Scout Plus Devices. Miovision is a sole source vendor.

BACKGROUND:

City staff has received a price quote for six scout plus devices. The pricing is from Miovision Sole Source vendor.

Our current traffic count equipment is outdated and in need of replacement. The video detection provided by the scout plus device includes travel time summaries, turning movement counts, and speed which will assist the traffic department on making informed decisions on temporary traffic control requests, detours and multi-modal circulation. The Traffic Department will be able to use the traffic counters to make counts in-house, rather than hiring a contractor to take the counts and produce reports. Traffic Department will be able to use the counters for real time traffic reports in house and provide data to Traffic Engineering firms on demand.

The total costs for the new devices are \$54,275.00 as reflected on the attached quote.

FINANCIAL IMPACT:

The funding for the devices will be from the Traffic Department (110-43120-54233) as budgeted for FY 2023/24 - **\$75,000.00 budgeted.**

STAFF RECOMMENDATION:

Staff recommends approval of Resolution 23-193 to approve the purchase of six scout plus devices from Miovision, a sole source vendor for traffic calming.

Mr. Tyler Scroggins,
Public Works Director.
City of Spring Hill, Tennessee.

August 11, 2023

RE: Miovision Sole Source Letter

Dear Mr. Scroggins,

Miovision's Traffic Data Solution provides transportation professionals with an end-to-end data collection and management platform. Traffic data is delivered to the Platform by using Miovision's Video Collection Units, or by making a request with Miovision Central, which utilizes local traffic data firms to fulfill the request using the Miovision Video Collection Unit. Video on the Miovision Platform is processed with analysis software that uses specially developed algorithms and systems and is protected by U.S. patent 20080270569.

This letter is to confirm that the automated traffic count system provided and distributed by Miovision Technologies Inc. is a sole source product. Miovision Technologies, Inc. is the sole manufacturer of software that will analyze recorded raw video from an intersection, roundabout, highway, or mid-block location and provide a detailed, tabular report of vehicular counts, movements and classifications. Miovision Technologies, Inc. is the sole manufacturer of the portable camera hardware, mounting equipment, and video collection unit necessary to record video at an intersection, roundabout, highway, or mid-block location. Miovision Technologies, Inc. is the sole provider of a web site that allows end users to view their uploaded raw video and accompanying traffic data through a secure username and password and store it for future observation with sharing capabilities for clients and colleagues.

Miovision Technologies, Inc. is the sole provider and authorized source for support of the Miovision Platform and the repair of the Miovision Video Collection Unit.

If you desire additional information, please don't hesitate to contact me at 519-513-2407 ext 288 at any time or visit our web site at miovision.com.

Manufacturing & Shipping facilities located:

137 Glasgow Street, Suite 110
Kitchener, Ontario, Canada
N2G 4X8

Sincerely,



Kurtis McBride, CEO
Miovision Technologies, Inc.



Miovision Technologies Incorporated
137 Glasgow Street, Suite 110 Kitchener, ON N2G 4X8
Tax ID #831042346
Account Executive: Sam Young
syoung@miovision.com
Shipping Contact: Tyler Scroggins
tscroggins@springhilltn.org

Date: 9/26/2023
Valid Until: 12/25/2023
Currency: U.S. Dollar
Payment Term: Net 30
Billing Term: Standard Billing Terms
Shipping Term: FOB Shipping Point

Bill To

City of Spring Hill (TN)
199 Town Center Parkway
PO Box 789
Spring Hill, Tennessee 37174
United States

Ship To

City of Spring Hill (TN)
199 Town Center Parkway
Spring Hill, Tennessee 37174
United States

Product Name	Start Date (yyyy-mm-dd)	End Date (yyyy-mm-dd)	Term (Months)	Annual Price	Price	Qty	Total
Scout Plus Device					\$7,300.00	6	\$43,800.00
=>Scout Plus and Scout Explore Rechargeable Battery					\$750.00	12	\$9,000.00
=>Scout Plus and Explore - Annual Connectivity	2023-10-31	2024-10-30	12	\$200.00	\$200.00	6	\$1,200.00

Shipping & Handling \$275.00
Subtotal (Net): USD 54,275.00
Tax: USD 0.00
Total: USD 54,275.00

DataLink Usage Rates	Rate
Onboard Road Volume Count (1 study-hour)	\$4.00
Intersection Count (1 hour)	\$24.00
Intersection Count with Premium Class (1 hour)	\$28.00
Light Goods Vehicle - Intersection counts (1 Hour)	\$2.00
Crosswalk Data (1 hour)	\$2.00
Intersection Count 24+ Hour Study (1 hour)	\$16.67
Intersection Count 24+ Hour Study with Premium Class (1 hour)	\$18.00
Travel Time Report Generation (1-Hour)	\$15.00
Travel Time Report Generation (24-Hour)	\$12.50
Road Volume Count (1 lane-hour)	\$2.00
Road Volume Count with Premium Class (1 lane-hour)	\$3.00
Light Goods Vehicle - Road Volume Counts (1 lane-hour)	\$0.25
Small Roundabout (1 hour)	\$36.00
Small Roundabout with Premium Class (1 hour)	\$39.00
Large Roundabout (1 Hour)	\$76.00
Large Roundabout with Premium Class (1 Hour)	\$79.00

DataLink Usage Rates	Rate
Light Goods Vehicle - Roundabout Counts (1 Hour)	\$2.00
Pathway Volume (1 lane-hour)	\$6.00
Junction Count (1 Hour)	\$18.00
Intersection Right Turn On Red	\$2.00
Rush Turnaround - 48 Hours	\$3.00
Rush Turnaround - 24 Hours	\$7.00

The Customer hereby agrees to order the products outlined above at the prices indicated, and acknowledges it has read, understands and agrees to be bound by the terms and conditions outlined at:

<https://miovision.com/legal/msa>

For customers paying by credit card, a Miovision accounts receivable representative will contact you by phone to obtain credit card details. Please note that in order to complete payment the Miovision representative will require you to provide the applicable Quotation reference number.

October 2, 2023
Date:

Jim Hageman, Mayor
Name:

[Signature]
Signature:

Canada remit to: Miovision Technologies Incorporated
137 Glasgow St., Suite 110, Kitchener, Ontario, N2G 4X8, Canada
GST# 831042346 QST# 122032762 TIN# 98-0588774

United States remit to: Miovision Technologies Incorporated
PO Box 675431, Detroit, Michigan, 48267-5431, United States

Bank Details CDN

Royal Bank of Canada, 180 Wellington Street West, Toronto, Ontario, M5J 1J1
BankID, Transit # 003,06019 Swift: ROYCCAT2 Account: 1025444 Routing #:000306019

Bank Details USD

Comerica Bank, 226 Airport Parkway, Suite 100, San Jose, California, 95110
ABA/Routing Number: 121-137-522, Account Number: 1895-73030-5, Account Type: Commercial Checking, Swift Code: MNBDUS33