



**Request for City Council Committee Action  
From the Departments of Public Works and Procurement**

**Date:** October 25<sup>th</sup>, 2011  
**To:** Honorable Sandra Colvin Roy, Chair Transportation & Public Works Committee  
**Referral to:** Honorable Betsy Hodges, Chair Ways and Means Committee  
**Subject:** **Approval of Official Publication No. 7520 Bids for Ramp Revenue Control System**

**Recommendation:**

Acceptance of the low bid of Don Harstad Company, d/b/a Harstad Controls, Inc. for an estimated expenditure of \$884,985.00 to furnish and deliver all labor, materials, equipment and incidentals necessary to complete the Ramp Revenue Control System for the City of Minneapolis Public Works Transportation Division, as follows:

**Base Bid:** **\$875,505.00**  
Alternate – Booth Removal and Staging: \$ 9,480.00  
**For a Total of: \$884,985.00**

Terms are net-30 days F.O.B.: Destination

Further recommend proper Officers be authorized and directed to execute a contract for this project, all in accordance with our specifications.

**This has been approved by the Civil Rights Department.**

**Prepared by:** Gary Warnberg Director, Purchasing

**Approved by:** Steven A. Kotke, P.E. Director, Public Works

**Financial Impact** (Check those that apply)

- No financial impact - or - Action is within current department budget.  
(If checked, go directly to Background/Supporting Information)
- Action requires an appropriation increase to the Capital Budget
- Action requires an appropriation increase to the Operating Budget
- Action provides increased revenue for appropriation increase
- Action requires use of contingency or reserves
- Other financial impact (Explain): Action is within Budget
- Request provided to the Budget Office when provided to the Committee Coordinator

**Background/Supporting Information:**

Tabulation of one (1) bid received on Official Publication No. 7520 Bids for Ramp Revenue Control System

Attachments - Staff Recommendation  
Tabulation Sheet

cc: B. Prince  
J. Burns

## OP7520 Bid Recommendation-Government Center Ramp Revenue Control Automation

It is my recommendation to accept the bid price of the sole bidder Harstad Controls Inc. in the base bid amount of \$875,505 with the add option of \$9,480 for old booth removal for a total contract amount of \$884,985. This price is in line with pre-bid project pricing estimates. Harstad Controls is the area representative for Skidata, the revenue control equipment manufacturer that has been installed in the last five Minneapolis owned ramps to be constructed. Harstad was also the low bidder for contracts to retrofit older ramps with new revenue control equipment capable of credit card transactions and automated cashiering. Almost all other City owned ramps now utilize Skidata revenue control equipment.

This bid package was open to other Skidata registered representatives and other equipment manufacturers besides Skidata. The other Skidata representatives have an inherent cost disadvantage in this market because of their geographic separation from Minneapolis and likely opted not to bid for that reason. The other manufacturers have an inherent cost disadvantage because they would have to supply new manufacturer specific central software and equipment that is already in-place for Skidata as well as develop software compatibility to our vehicle counting and financial software packages and be verified as meeting credit card PCI standards. There are some cost advantages in a common service contract as well as a reduced spare parts inventory with a common system. There will be less training cost and time required as well due to pre-existing familiarity with the equipment and operational software on the part of City staff as well as the ramp parking operator. For these reasons, I am comfortable with the sole bid and the price submitted.

Bill Prince, P.E.  
Public Works Traffic and Parking Services  
673-3901

