



MEMORANDUM

TO: Toby Hammett Futrell, City Manager

FROM: Jim Smith, Executive Director
Department of Aviation *[Signature]*

DATE: April 16, 2007

SUBJECT: Request for DBE Goals Waiver – ABIA Security System Upgrade

The ABIA Security System Upgrade project will address Federal Security Directives and advances in security technology. The project will upgrade the existing Airport access control systems, their associated components and the existing closed circuit television (CCTV) system with an all new access control system fully integrated with an all new video management system. In addition, selected existing key-lock doors will be converted to electronic or 'cyberkey' locks that can be programmed and tracked to control access. The security operations center will be reconfigured to provide better coverage, efficiency, and improve the workstations from an ergonomic standpoint. The project includes the main passenger terminal and various buildings and perimeter gates throughout the airport site.

In October, 2006, a Request for Interest was issued, seeking firms qualified and interested in performing this security system upgrade. The responses were evaluated and five vendors qualified to receive a Request For Proposal (RFP). The RFP was issued in February, 2007. Four potential proposers attended the mandatory pre-proposal meeting held on March 13, 2007. One proposal was received on the due date of April 2, 2007.

An evaluation panel consisting of personnel from the Department of Aviation and the Public Works Department evaluated the proposal based on the proposer's understanding of the project scope and proposed solutions for the access control, CCTV, data network systems, proposed products, past project experience, qualifications of proposed team members, local technical support, project references, and total evaluated cost. The Purchasing Department evaluated the proposer's financial stability. These evaluations resulted in a passing score for the proposer.

The DBE goal for this solicitation was 18%. Participation submitted by the proposer is as follows:

Prime—EO Integrated Systems, Inc. San Antonio, TX	\$2,843,421	59.5%
Subcontractors:		
DBE	\$816,579	17.1%
Kamo Energy Inc. (DBE) Schertz, TX (electrical, conduit, wire)	\$816,579	17.1%

NON-DBE	\$1,115,000	23.4%
Cothron's Safe and Lock, Inc. Austin, TX (hardware installation, testing)	\$1,015,000	21.3%
Transamerica Detention Systems San Antonio, TX (AutoCAD, engineering, cabling)	\$100,000	2.1%

The Department of Small and Minority Business Resources (DSMBR) determined the DBE Compliance Plan submitted by Security Design, Inc., DBA EO Integrated Systems, Inc., does not adhere to Chapter 2-9 of the City Code. DSMBR deemed EO Integrated System, Inc. to be non-compliant because they did not meet the DBE goal and they did not submit sufficient Good Faith Effort documentation.

It appears the interests of the City of Austin would be best served by awarding a contract to the sole proposer, EO Integrated Systems, Inc., for the following reasons:

1. EO Integrated Systems, Inc.'s participation of 17.1% is close to the goal of 18%.
2. EO Integrated Systems, Inc.'s proposed cost of \$5,558,000.00 is below the estimated amount for this work.
3. Re-issuance of the project may not result in significantly different DBE participation.
4. The additional time required to re-advertise the project would cause the Department of Aviation to lose \$1,800,000 in Federal Grant assistance from the Federal Aviation Administration.

Please sign below to indicate your concurrence or non-concurrence with the Department of Aviation's recommendation to award the contract to EO Integrated Systems, Inc.

If you have any questions, please call me at 530-7518 or Department of Aviation Project Coordinator Jonathan Lian at 505-5540.

I Concur:

I Do Not Concur:

Toby Hammett Futrell 4/24/07
Toby Hammett Futrell Date Toby Hammett Futrell Date

CC: Rudy Garza