



Request for Proposals PARKING MANAGEMENT

ISSUE DATE:	Friday, September 6, 2024
ISSUED BY:	Richland – Lexington Airport District 3250 Airport Blvd, Suite 10 West Columbia, SC 29170 www.flycae.com
POINT OF CONTACT:	Frank Murray, VP, Planning and Engineering Email: f.murray@flycae.com
NON-MANDATORY	Thursday September 19, 2024, at 2:00 p.m. EDT or Wednesday September 25, 2024, at 10:00 a.m. EDT [RSVP requested]
PRE-BID MEETINGS:	Carolina Room - located in the lower level of the terminal and a Parking facilities tour 3250 Airport Blvd West Columbia, SC 29170
QUESTION DEADLINE:	Friday September 27, 2024; no later than 1:00 p.m. EDT. Email: f.murray@flycae.com
PROPOSAL DEADLINE:	Friday November 1, 2024; no later than 1:00 p.m. EDT. Richland – Lexington Airport District Attn: Frank Murray, VP, Planning and Engineering 3250 Airport Blvd, Suite 10 West Columbia, SC 29170

TABLE OF CONTENTS

	Page
I. PURPOSE OF REQUEST.....	1
II. INSTRUCTIONS TO PROPOSERS	1
III. TERMS AND CONDITIONS	3
IV. SELECTION PROCESS, PROTEST PROCESS, AND PROPOSAL REQUIREMENTS.....	4
V. EXHIBITS.....	12
EXHIBIT 1. Parking Facilities (Map)	
EXHIBIT 2. Parking Facilities Equipment (List)	
EXHIBIT A: FINANCIAL PRO FORMA / COMPENSATION METHODOLOGIES	
EXHIBIT B: CAPITAL INVESTMENT PLAN	
EXHIBIT C: REVENUE TO DISTRICT	
EXHIBIT D: PROOF OF INSURANCE COVERAGE	
EXHIBIT E: CERTIFICATION	
EXHIBIT F: ACKNOWLEDGEMENT OF ADDENDUM	
EXHIBIT G. PROPOSER ACDBE STATEMENT	

I. PURPOSE OF REQUEST

The Richland-Lexington Airport District (“District”) is seeking a contractor to provide **parking management** at the Columbia Metropolitan Airport (“Airport”), a small-hub commercial airport. The Airport desires to engage a first-class public parking management company that will provide forward-thinking technological solutions, superior customer service, and increased revenues to the Airport. The program is designed to manage the current parking lot and garage as well as provide analytics that can assist in additional non-airline revenue production for the District.

The successful firm will be required to enter into a contract with the District for the services requested in this RFP within a reasonable time after award. A firm submitting a proposal must be prepared to use the District’s contract and lease form rather than its own contract form. Based upon the proposals submitted, the District will submit a contract to the selected firm for execution.

II. INSTRUCTIONS TO PROPOSERS

- A. Proposers shall submit an electronic copy of their proposal to the email address listed below. The email subject line must state: “CAE-Parking Management RFP Submittal” with company name. The body of the email must contain the Proposer’s name, address, phone, and primary contact name and email address. Proposals must be emailed to the following:

Email: f.murray@flycae.com

Attention: Frank Murray, VP, Planning and Engineering

- B. All proposals must be emailed by **1:00 p.m. EDT, Friday November 1, 2024**. Requests for extensions of time to submit will not be granted unless provided in an addendum. Late proposals will be rejected.
- C. The opening and reading of a proposal does not constitute the District’s acceptance of a Proposer as a responsive and responsible Proposer.
- D. It is the sole responsibility of the Proposer to ensure that the proposal arrives on time and is sent by an official duly authorized to sign the proposal. The name, address, telephone number, and email address of the person to contact must be clearly identified.
- E. The Airport will hold two non-mandatory pre-bid meetings at **2:00 p.m. EDT on Thursday September 19, 2024 and 10:00 a.m. EDT on Wednesday September 25, 2024**. Two separate dates have been provided to allow for potential Proposer time conflicts. Each meeting is intended to be identical in procedure and content. All potential Proposers are encouraged to attend one meeting. A video conference number will be provided upon request. **Please RSVP for one meeting date and whether attending in-person or via videoconference**. The primary purpose of this meeting is to allow Proposers to ask questions about the RFP process and to tour the facilities. No oral conversations or oral comments made at the pre-bid meeting are binding on the District. Any questions that arise during the pre-bid meeting should be put in writing and emailed per item (F) below.
- F. Any questions about the RFP should be directed in writing via email only to Frank Murray at f.murray@flycae.com by **1:00 p.m. EDT on Friday September 27, 2024**.

RFP – PARKING MANAGEMENT

- G. Other than with written consent from the Point of Contact, all Proposers, including any persons affiliated with or in any way related to a Proposer, are **strictly prohibited from contacting any Commissioners or any District personnel on any matter having to do in any aspect with this RFP after Friday September 6, 2024**. Any other contact with such persons associated with the District shall be made only through and in coordination with the Point of Contact and must be made in writing. Prohibitive or inappropriate contacts made by the Proposer may result in the disqualification of the Proposer.
- H. The District may elect to issue addenda to this RFP. All addenda will be posted on the District website at the following URL:

<https://flycae.com/procurement-bids/>

It is the responsibility of the Proposers to view, obtain, or download all addenda issued by the District for this RFP. The Proposers shall acknowledge all issued addenda on the Acknowledgement of Addendum Form (see **Exhibit F**). Submission of a proposal establishes a conclusive presumption that the Proposer is thoroughly familiar with the RFP and that the Proposer understands and agrees to abide by all of the stipulations and requirements contained therein.

- I. All notations must be typed or printed in ink. No erasures are permitted. Mistakes may be crossed out and corrections must be initialed in ink by the person(s) signing the proposal.
- J. All costs incurred in the preparation and presentation of the proposal are the Proposer's sole responsibility; no costs will be reimbursed to any Proposer.
- K. All documentation submitted with the proposal will become the property of the District.
- L. Proposals are to be submitted as outlined below:
1. Proposal
 2. References
 3. Financial Pro Forma / Compensation Methodologies (Exhibit A)
 4. Capital Investment Plan (Exhibit B)
 5. Revenue to District (Exhibit C)
 6. Proof of Insurance Coverage (Exhibit D)
 7. Certification (Exhibit E)
 8. Acknowledgement of Addendum (Exhibit F)
- M. The District reserves the right to cancel any or all solicitations, in whole or in part, as well as reject any or all proposals, or to accept or reject any proposal in part, and to waive any minor informality or irregularity in proposals received if it is determined by the Executive Director or his designee that the best interest of the District will be served by so doing. If the solicitation is cancelled or all proposals are rejected by the District, a notice will be posted on the District website as identified for the posting of addenda. A proposal will not be considered from any Proposer that is in arrears or in default to the District on any contract, debt, or other obligation.

RFP – PARKING MANAGEMENT

- N. Proposals are subject to public disclosure after award in accordance with state law. All information contained in any submitted bid, request for proposal, or request for qualifications document to the District will be available for public review upon Freedom of Information Act (FOIA) request. All Proposers are hereby advised that any information that they may consider to be confidential or proprietary and would give a competitive advantage if disclosed, should be identified as “Confidential” or “Proprietary.” If any portion of a proposal is labeled as “Confidential” or “Proprietary,” the Proposer must also submit a redacted form of the proposal in both hard and electronic copy at the same time it submits its proposal. The redacted copy will be made available for public review upon a FOIA request. Proposers are cautioned to use care when labeling portions of the proposal as “Confidential” or “Proprietary” as blanket invocations of confidentiality are often unwarranted and may require additional scrutiny from the District.
- O. In the event a contract is entered into pursuant to this RFP, the Proposers shall not discriminate against any qualified employee or qualified applicant for employment because of race, sex, color, creed, national origin, or ancestry. The Proposer must include in all subcontracts a provision similar to the above.
- P. Any ambiguity in any proposal as a result of omission, error, lack of clarity or non-clarity by the Proposers with this RFP, instructions, and all conditions of the submission shall be interpreted in the light most favorable to the District.
- Q. In addition to the schedule listed above, the District anticipates the following schedule, subject to modification at the sole discretion of the District:

<u>Action Item</u>	<u>Date</u>
Questions and Answers Posted to Airport Website	Within one week after the Question Deadline
If necessary, Interviews/Presentations	Week of November 11, 2024
Award	Week of November 18, 2024
Commencement Date	February 1, 2025

III. TERMS AND CONDITIONS

- A. The District is seeking proposals from Proposers to provide parking management for a **base term of five (5) years with a mutually agreed option term for an additional five (5) years (10 years maximum).**
- B. The District reserves the right to reject any or all proposals, to reject or accept any portion of a proposal, or to award the contract to the next most qualified Proposer if the selected Proposer does not execute a contract within thirty (30) days after the award of the proposal.

RFP – PARKING MANAGEMENT

- C. The District reserves the right to request any supplementary information it deems necessary to evaluate the Proposer’s experience, qualifications, or to clarify or substantiate any information contained in the Proposer’s submittal.
- D. Any proposal submitted will constitute an irrevocable offer, for a period of ninety (90) days, to sell to the District the services requested in this RFP.
- E. Insurance Requirements: The selected Proposer shall carry and keep in force a comprehensive general liability and employer liability insurance by an insurance company authorized to do business in the State of South Carolina with limits of liability as follows:

Coverages	Policy limits
Worker’s Compensation	Per state statutory requirements
Comprehensive General Liability Bodily Injury	\$4,000,000 each occurrence, and \$4,000,000 aggregate
Property Damage	\$4,000,000 each occurrence, and \$4,000,000 aggregate
Garage-Keeper’s Legal Liability	\$1,000,000 per accident
Comprehensive Auto Liability	\$1,000,000 per personal injury or death or damage
Cyber-security	\$1,000,000 to mitigate losses
Dishonesty (via fidelity bond)	\$1,000,000 dishonesty, destruction, or disappearance
Umbrella	\$15,000,000 excess over all primary coverages

The selected Proposer shall furnish certificates of liability insurance satisfactory to the District as to contents and carriers. Upon execution of a contract, the selected Proposer shall furnish to the District a good and sufficient Certificate of Insurance with Endorsement by said insurance company, and an Owner’s Protective Liability Policy naming the Richland-Lexington Airport District, the Richland-Lexington Airport Commission, and the Richland-Lexington Airport District Employees as named insured. Both policies shall contain the stipulation and agreement that the insurance provided by said policies is continually in full force and effect and is not subject to cancellation or modification in full or in part without thirty (30) days advance written notice to the District.

- F. Workers’ Compensation and Employer’s Liability Insurance: The selected Proposer shall maintain workers’ compensation and employer’s liability insurance in the amounts and form required by the laws of the State of South Carolina. The selected Proposer shall furnish a certification of said insurance to the District certifying that the District will be given thirty (30) days written notice of non-renewal, cancellation, or other material change.

IV. SELECTION PROCESS, PROTEST PROCESS, AND PROPOSAL REQUIREMENTS

RFP – PARKING MANAGEMENT

To increase non-aeronautical revenue and deliver excellent customer service, the District plans to award a contract agreement for parking management at the Airport. The below list of maximum assessment points will be used to determine which of the best qualified proposals submitted will be selected.

A. Selection Process

1. All proposals must be received by the District no later than the date and time specified on the cover sheet of this RFP. Late proposals will not be accepted and will be returned unopened to the Proposer.
2. Following the date and time when proposals are due, the envelope or package containing the proposals from each Proposer will be opened by District personnel. The opening of the proposals is not open to prospective proposers or the public.
3. The District will form an evaluation committee to review and score the proposals based on the following criteria:

Evaluation Criteria	Maximum Points: 100
Responsive to RFP requirements, alignment with District, ACDBE	10
Experience in parking management, References feedback	20
Operational Plan, Customer Service, Staffing	20
Use of Technology, Benefits to the District	20
Financial Proposal(s), Revenue to the District	30

4. After the evaluation committee reviews and scores the proposals, the District may invite a short list of Proposers to interview/make presentations to the evaluation committee. Any invitations to interview/make presentations are in the sole discretion of the evaluation committee. Interviews/presentations will be worth up to 30 additional points. Interviews/presentations will be limited to 30 minutes presentation and 15 minutes for Q&A from the evaluation committee.
5. Following any interviews/presentations, the evaluation committee will finalize its scoring and make a contract recommendation to the District Commission. At the sole discretion of the District Commission, the District Commission may request a second interview/presentation from Proposers with a mathematical chance of being the highest ranked offeror following the evaluation committee's scoring procedure. Any second interview/presentation (if held) will be worth 20 additional points.
6. Following contract negotiations with the selected Proposer, the District Commission will vote on approval of the final contract.

B. Right to Protest and Protest Process

1. The rights and remedies described in this section to an aggrieved prospective and/or actual Proposer are at the exclusion of all other rights and remedies of

RFP – PARKING MANAGEMENT

such aggrieved Proposer against the District at common law or otherwise for the loss or potential loss of an award of a contract.

2. Any prospective and/or actual Proposer who is aggrieved in connection with the solicitation of a contract shall protest to the President/CEO of the District in the manner stated below in subsection (4) within fifteen (15) days of the issuance of the RFP or other solicitation document or any amendment or addendum thereto, if the amendment or addendum is at issue.
3. Any actual Proposer who is aggrieved in connection with the award of a contract shall protest to the President/CEO of the District in the manner stated below in subsection (4) within fifteen (15) days of the notice of intent to award the contract.
4. Any protest submitted must be in writing and shall set forth the grounds of the protest and the relief requested with sufficient detail to give notice of the issues to be decided. It must be addressed to:

Mike Gula, Columbia Metropolitan Airport
3250 Airport Blvd – Suite 10
West Columbia, SC 29170
m.gula@flycae.com

C. **Proposal Requirements**

Your proposal must exhibit the substance and creativity that the District is seeking for this operation. The following elements have been identified as being central to maximizing the opportunity presented by this opportunity. To assist in reviewing your proposal, please incorporate these specific points within your response in the sequence shown below. A set of tabs to identify each part of the proposal should be inserted to facilitate quick reference.

Attached hereto at **Exhibit 1** is the District's parking facilities (garage and lots) with number of spaces available. The garage is generally fully utilized. The surface lots are partially utilized (average around 30%).

Attached hereto at **Exhibit 2** is the District's current equipment at the parking facilities, including a parking guidance system. The Airport uses TIBA technology. The equipment is approximately two years old.

The current parking management company is REEF/Reimagined Parking. REEF's contract began at the Airport as Republic Parking and is on a month-to-month extension until the end of the RFP process. Sales from drive up and from online booking are included in the table below:

Year	Driveup Revenue	Driveup Cars	Online Booking Revenue	Online Booking Cars	Total Revenue
2019	\$ 6,130,980	247,955	\$ -	-	\$ 6,130,980
2020	\$ 2,431,034	111,149	\$ 6,192	125	\$ 2,437,225
2021	\$ 4,465,260	144,314	\$ 249,747	4,953	\$ 4,715,007
2022	\$ 7,172,688	178,755	\$ 441,446	7,207	\$ 7,614,134
2023	\$ 8,666,329	216,524	\$ 707,770	10,925	\$ 9,374,099
2024*	\$ 5,352,768	138,652	\$ 545,533	7,654	\$ 5,898,301
*Thru July 31, 2024					

Parking rate increases were implemented in May 2024. Further, online bookings are becoming a larger portion of the parking revenue and have a disproportionately positive number of cars to revenues produced.

The proposal must contain the following components in the following order:

1. Cover Letter

Cover letter to identify Proposer and to state other general information that the Proposer desires to include regarding the Proposer's business organization. At a minimum, the cover letter must include the name, principal address, federal tax ID number, telephone number, and e-mail address of the Proposer and Proposer's point of contact.

If a corporation, state the full name and title of each of the corporate officers and their experience as an owner, operator, or manager of parking management facilities. The state of incorporation is to be included. If the Proposer is not a South Carolina corporation, please include a statement advising whether the Proposer is qualified to do business in the State of South Carolina as a foreign corporation. A foreign corporation will be required to qualify to do business in the State of South Carolina prior to the execution of a contract.

If a limited liability company, state the full name and title of each of the members and/or managers of the company and their experience as an owner, operator, or manager of a parking management facilities. The state of formation is to be included. If the Proposer is not a South Carolina company, please include a statement advising whether the Proposer is qualified to do business in the State of South Carolina as a foreign company. A foreign company will be required to qualify to do business in the State of South Carolina prior to the execution of a contract.

If Proposer is neither a corporation nor limited liability company, the District will request clarification as to the type of entity and provide instructions in an addendum.

2. Executive Summary

The executive summary should provide a clear and concise summary of the Proposer’s background, level of expertise, direct relevant experience, and ability to manage the operation. The executive summary should make the Proposer’s case as the best candidate. The Proposer should structure this section in a manner that allows it to serve as a stand-alone summary when separated from the other sections of the proposal.

3. Experience in Parking Management

- a. Provide Proposer’s relevant history in operating parking management, including Proposer’s principals and persons who would be responsible for the Airport operation.
- b. Provide other airports served by Proposer, including total number of airports and a list of similarly-sized airports.
- c. Explain experience in non-airport facilities and how those venues may apply to operating this airport facility, including benefits learned from those other types of operations.
- d. List Proposer’s qualifications to provide parking management at the Airport.
- e. Explain why Proposer has chosen the specific references listed in the ‘references’ exhibit.

4. Operational Plan, Customer Service, and Staffing

- a. Submit an overview of the operation plan for the airport parking facilities in **Exhibit 1**. The parking structure has two sides, one side with two levels of public parking and the other side with three levels, two of which are public parking and one level that are rental cars. Valet is currently outsourced to a separate vendor but can be included as a part of the proposal.
- b. Explain how the District can utilize the surface lots better without the use of a shuttle operation.
- c. Explain how Proposer will integrate the Airport parking facility equipment in **Exhibit 2**. Further describe whether any of the current equipment would not be utilized, what additional equipment may be needed, and any other equipment-related concerns or opportunities Proposer believes is important for the District to understand.
- d. State whether Proposer would provide an alternative approach to the use of the District’s equipment in **Exhibit 2** in the near term or long term and how Proposer would implement such a transition.

RFP – PARKING MANAGEMENT

- e. Submit a concise narrative on plans to manage, staff, and operate the parking facilities. Address how peak times and holiday would be accommodated. Address how off-hours and overnight issues would be solved. Address how many employees would be assigned to the Airport and associated time shifts.
- f. Submit a concise narrative on customer interaction and problem resolution. Specify how Proposer's plan may be superior to industry standard customer service.
- g. Provide a transition plan based upon Proposer's experience in onboarding a new venue, including timeline, process, and troubleshooting / stopgap.

5. Use of Technology

- a. Explain what technology, software, platform, and/or systems Proposer utilizes in marketing and operating parking facilities and how that may be of benefit to the District.
- b. State whether Proposer's technology is proprietary or licensed, and what intellectual property risks there may be for which the District should be aware.
- c. Describe the customer experience with Proposer's technology and any programs benefiting customers.
- d. Explain what data and analytics the District would receive from Proposer's technology and how this could be used by the District for marketing purposes.
- e. Explain how the District could maximize its revenues, parking or other non-airline, utilizing Proposer's technology.
- f. Describe how Proposer integrates electric vehicle (EV) charging in its current venues and how that service would be implemented at the Airport, including determining quantity needed, location for chargers and revenue opportunity.
- g. Provide any other insights regarding Proposer's technology, if relevant (e.g., license plate recognition, minimization of cash payments, reduction in staffing, etc.)

6. Financial Plan and Revenue

- a. The District will evaluate compensation methodologies. Provide one or more financial compensation approaches (e.g., management fee, concession revenue share, hybrid, incentives, etc.) that Proposer would consider. For each approach, include a five-year proforma stating

RFP – PARKING MANAGEMENT

projected gross sales, detailed expenses, and revenues shared. Describe impacts to staffing, risks to both parties, and reasoning for Proposer’s preference. The approaches will be included as **“Exhibit A”**

- b. For each approach submitted in “Exhibit A”, provide any pertinent contract language that supports the compensation methodology for review by the District.
- c. Capital Investment Plan (**“Exhibit B”**), if equipment is proposed in addition to or as an alternative to the parking facilities equipment in **Exhibit 2**.
 - (i) Itemize the capital investment plan and what items it replaces in **Exhibit 2**.
 - (ii) Estimated hard costs of the capital investment and depreciation period for that equipment.
 - (iii) Source(s) of Funding
- d. Revenue to District (**“Exhibit C”**), based upon Exhibit A and Exhibit B, that Proposer intends to compensate the District. This may be proposed on a fixed or variable basis.

7. **Disadvantage Business Opportunity Goals (ACDBE) (Maximum 10 points)**

The ACDBE participation goal established for the parking management contract consideration is eleven point thirty seven percent (11.37%) minimum.

- a. Proposer has an opportunity to discuss its past and present demonstration to commitment to small and minority businesses and contributions toward a diverse marketplace.
- b. Proposer should highlight the company efforts to encourage ACDBE utilization including such items as mentoring or outreach programs and/or similar programs in which the Proposer engages DBEs and small business participation.
- c. Provide ACDBE certifications (if applicable), as **Exhibit G**.

RFP – PARKING MANAGEMENT

REFERENCES

Please provide at least three (3) current references within the parking management industry.

1. Business Name: _____
Contact Name: _____ Title: _____
City/State: _____
Email: _____ Phone: _____
Dates of Contract: _____

2. Business Name: _____
Contact Name: _____ Title: _____
City/State: _____
Email: _____ Phone: _____
Dates of Contract: _____

3. Business Name: _____
Contact Name: _____ Title: _____
City/State: _____
Email: _____ Phone: _____
Dates of Contract: _____

RFP – PARKING MANAGEMENT

V. EXHIBITS

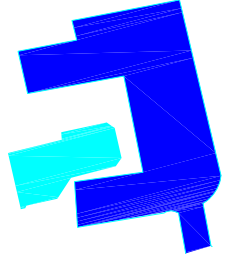
For Incorporation

1. Parking Facilities (Map)
2. Parking Facilities Equipment (List)

For Completion by Proposer

- A. Financial Pro Forma / Compensation Methodologies
- B. Capital Investment Plan
- C. Revenue to District
- D. Proof of Insurance Coverage
- E. Certification
- F. Acknowledgement of Addendum
- G. Proposer ACDBE Statement

EXHIBIT 1

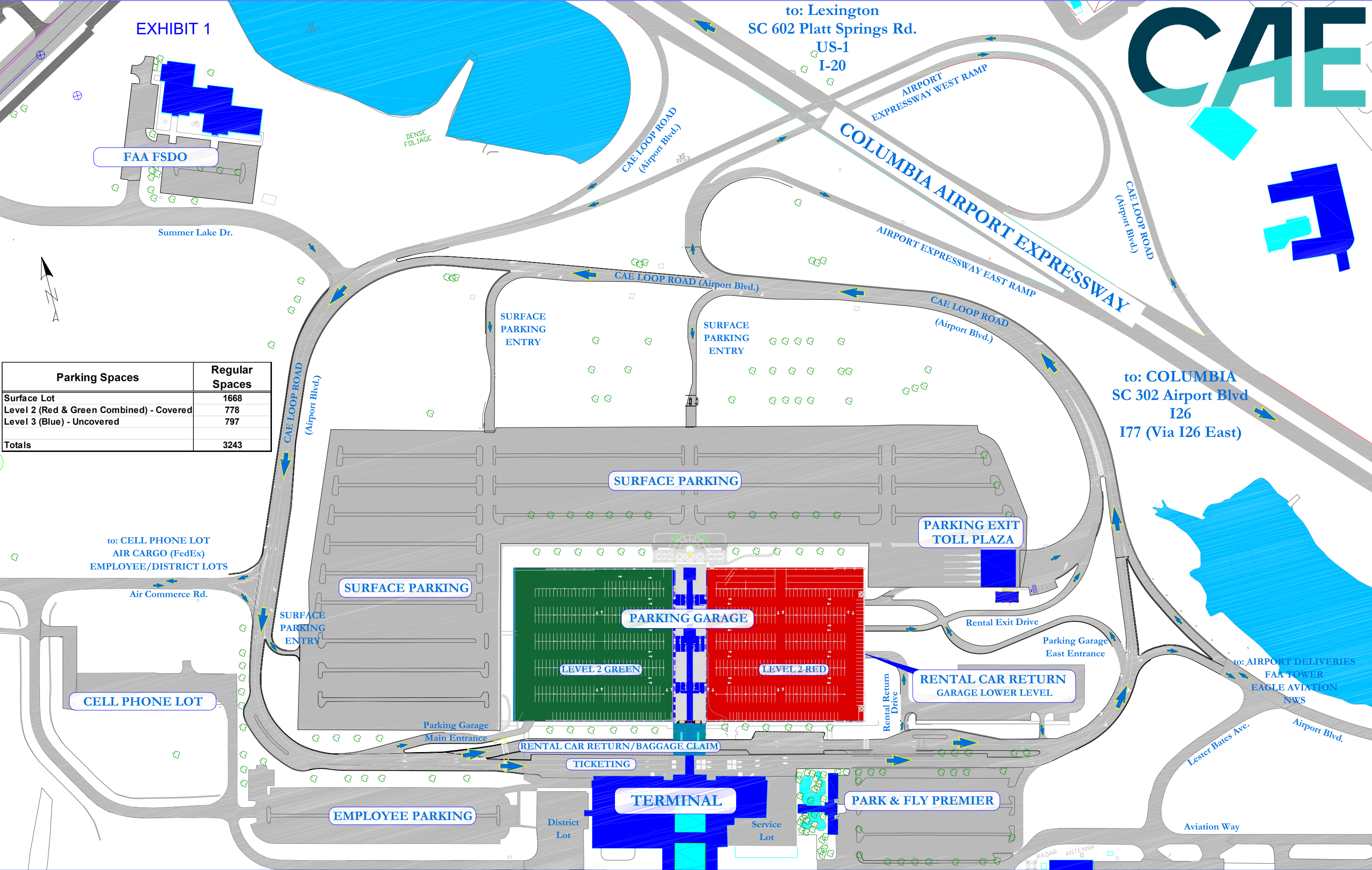


to: Lexington
 SC 602 Platt Springs Rd.
 US-1
 I-20

to: COLUMBIA
 SC 302 Airport Blvd
 I26
 I77 (Via I26 East)

FAA FSDO

Parking Spaces	Regular Spaces
Surface Lot	1668
Level 2 (Red & Green Combined) - Covered	778
Level 3 (Blue) - Uncovered	797
Totals	3243



to: CELL PHONE LOT
 AIR CARGO (FedEx)
 EMPLOYEE/DISTRICT LOTS

to: AIRPORT DELIVERIES
 FAA TOWER
 EAGLE AVIATION
 NWS

RADAR ANTENNA



Columbia SC Airport - On-Prem CAPEX Parking Access and Revenue Control System (PARCS)



FAST



FLEXIBLE



CREDIBLE



11/15/2022

Stanley Leung
VP Technology
Columbia SC Airport

Please find enclosed TIBA Parking Systems comprehensive response for the supply and configuration of a TIBA Parking Systems (TIBA) Parking Access and Revenue Control System (PARCS) at Columbia SC Airport.

We have prepared this proposal based on our discussions and have included the below items as a part of our proposed solution:

- On-Prem Based SmartPark Facility Management System
- Umojo SIP connected to the provided intercoms in TIBA's Lane Equipment

Thanks for the opportunity to submit this proposal. If you have any questions, please call me at 956-624-9402. If you would like to proceed with this proposal, please submit a purchase order or sign the acknowledgement line below.

Sincerely,

Brett Tebbe

Vice President - National Accounts
brett.tebbe@tibaparking.com

Scope of Work

Inclusions

Installation of (7) MP-60 Ticket Entry Station
Installation of (4) SW-60 Exit Station
Installation of (2) VPS-60 Pay-in-Lane Stations
Installation of (2) AU-60 Access Devices
Installation of (1) MC-60 Controller
Installation of (4) CT-60 POS
Installation of (15) Magnetic Barrier Gates w/ LED Arms
Installation of (13) Lanes of LPR
Touchscreen on all guest system
VoIP Intercoms ready for Umojo
System Configuration
System Programming
WindCave EMV w/NFC & Apple Pay
Standard REEF Graphic Panels
LPR System included

Exclusions

Power service
Approved Credit Card clearing house
PCI/DSS compliance assessments
High speed broadband w/ Static IP (public)
Custom ticket printing
Landscaping
Payment and/or Performance bonds
Bluetooth access
After hours install
SIP Trunks or POTS for Intercom
Engineered calculations, drawings, or survey
Firewalls
NEMA enclosures
KNOX or SOS switch
Bollards
Paint
Permits
Pay Station location to be within 50m of server
All conduit galvanized and unpainted
Booth Removal



PARCS Pricing Section

PARCS Hardware	402,418
One-Time Fees	9,750
Consumables and HID cards	3,792
Spare Parts	17,542
Total PARCS System	\$ 433,502
Freight	8,048
Installation	65,450
Estimated Sales Tax (8.00%)	35,324
PARCS Grand Total	\$ 542,324

PARCS Warranty Selection

This warranty includes software support and 2 year hardware warranty RMA for all warranty related items during normal business hours, Mon-Fri 8a-5p. This is intended to cover all hardware provided in the Equipment List section of this proposal, RMA, and standard shipping of parts as needed to maintain a fully functioning and operation PARCS system throughout the term of the warranty

Local Service to be defined as the dispatch of a local service technician to the site to perform either troubleshooting or repair services.

Onsite service is available when required by REEF at the predetermined rates in the Terms Sheet

All payments will be made to:

TIBA Parking Systems LLC 2228 Citygate Drive Columbus, OH 43219

Acknowledgment & Proposal Acceptance of PARCS

Printed Name & Title

PO#

Authorized Signature

Date

Base Equipment List

ITEM	QTY	DESCRIPTION	PRICE	EXTENDED
PARCS Hardware/ Software	7	[MP-60] Entry Station. Includes Ticket issuing mechanism. Supports Thermal paper media. Includes: HID Proximity Reader, QR Barcode Scanner, Bluetooth Reader, Pinhole Camera, Voice Annunciation, VOIP Intercom SIP ready for UMOJO , and REEF branded graphic panel. Excludes motorized ticket reader and installation.	\$ 10,352 \$	72,464
Installation	7	Lane Installation (MP-60) Per lane, including gate installation	\$ 2,700 \$	18,900
One-Time Fee	7	Airport Custom Equipment Wraps	\$ 350 \$	2,450
PARCS Hardware/ Software	4	[SW-60] Exit Station. Includes barcode scanning for Tickets and Validations. Includes: HID Proximity Reader, QR Barcode Scanner, Bluetooth Reader, Pinhole Camera, Voice Annunciation, VOIP Intercom SIP ready for UMOJO, Add-on NFC reader, and REEF branded graphic panel. Excludes motorized ticket reader and installation. Includes EMV Reader by Windcave	\$ 13,234 \$	52,936
One-Time Fee	4	Airport Custom Equipment Wraps	\$ 350 \$	1,400
Installation	4	Lane Installation (SW-60) Per lane, including gate installation	\$ 2,750 \$	11,000
PARCS Hardware/ Software	2	[VPS-60-EXT-P] Exit Pay-In-Lane Station. Includes barcode scanning for Tickets and Validations. Includes cash acceptance & 2 bill denomination cash dispensing with bundle presenter. Includes: HID Proximity Reader, QR Barcode Scanner, Bluetooth Reader, Pinhole Camera, Voice Annunciation, VOIP Intercom SIP ready for UMOJO, Add-on NFC reader, and REEF branded graphic panel. Excludes motorized ticket reader and installation. Includes EMV Reader by Windcave	\$ 27,632 \$	55,263
One-Time Fee	2	Airport Custom Equipment Wraps	\$ 350 \$	700
Installation	2	Lane Installation (VPS-60) Per lane, including gate installation	\$ 3,000 \$	6,000
PARCS Hardware/ Software	2	[AU-60] Entry or Exit Access control Station. Includes: HID Proximity Reader, Bluetooth Reader, VOIP Intercom SIP ready for UMOJO)and REEF branded graphic panel. Excludes motorized ticket reader and installation.	\$ 2,542 \$	5,083
One-Time Fee	2	Airport Custom Equipment Wraps	\$ 350 \$	700
Installation	2	Lane Installation (AU-60) Per lane, including gate installation	\$ 2,600 \$	5,200

PARCS Hardware/ Software	4	[CT-60 POS] Casheiring Terminal including Windcave EMV Reader	\$ 8,360	\$	33,440
Installation	4	Lane Installation - CT-60 POS	\$ 2,150	\$	8,600
PARCS Hardware/ Software	15	TIBA Barrier Gate - Straight 10ft or 12ft Arm, with LED and Breakaway flange	\$ 3,920	\$	58,793
PARCS Hardware/ Software	1	[MC-60] Centralized PARCS Main Controller	\$ 3,160	\$	3,160
PARCS Hardware/ Software	13	LPR – IR Camera	\$ 2,520	\$	32,760
PARCS Hardware/ Software	13	LPR – OV Camera	\$ 2,020	\$	26,260
PARCS Hardware/ Software	13	LPR – Pole	\$ 500	\$	6,500
PARCS Hardware/ Software	3	LPR Lane Controller - LPR Lane Controller includes setup and installation (supports 6 lanes / 12 cameras)	\$ 3,650	\$	10,950
PARCS Hardware/ Software	13	Magnetic Parking - 2 Channel loop detector (DM02)	\$ 152	\$	1,976
Installation	13	LPR Installation - Per lane, including LPR camera mounting and 3 calibrations	\$ 1,000	\$	13,000
PARCS Hardware/ Software	1	SmartPark Management - Server Lenovo Thinksystem SR250 1U Rackmount. – 3rd Party Item	\$ 3,500	\$	3,500
PARCS Hardware/ Software	1	Lockable Rack / Shelving Per site – 3rd Party item Tripplite 12U floor rack and (2) shelves. (1) fixed and (1) cantilevered	\$ 950	\$	950
PARCS Hardware/ Software	1	APC Battery Back up	\$ 158	\$	158
PARCS Hardware/ Software	1	SmartPark Management - Client Workstation	\$ 825	\$	825
PARCS Hardware/ Software	1	SmartPark Management - Core Software	\$ 8,960	\$	8,960
PARCS Hardware/ Software	13	LPR Module - Each lane	\$ 840	\$	10,920
PARCS Hardware/ Software	15	UMOJO Station license	\$ 384	\$	5,760

PARCS Hardware/ Software	1	TMS- eValidations - Virtual Web Validations - Unlimited user license pack – PARCS Item – One Time Fee	\$ 11,760	\$	11,760
One-Time Fee	1	One-time setup cost per site - Credit Card Gateway – PARCS Item	\$ 3,000	\$	3,000
One-Time Fee	1	UMOJO Control Integration implementation.	\$ 1,500	\$	1,500
Installation	1	Per site – Includes labor to install all network equipment and locking server rack	\$ 2,750	\$	2,750
Consumables	7	[Consumables] MP-60 paper roll / 110gr - Custom - Top-coated with back preprinted disclaimer / each roll bagged.	\$ 190	\$	1,330
Consumables	6	[Consumables] APS-20/30/60 Pay-On-foot, CPS-30/60 Credit Pay Station, SW-30/60, VPS-30/60 Pay-In-Lane receipt paper - with back pre-printed T.A. Parking / each roll bagged.	\$ 180	\$	1,080
Consumables	2	[Consumables] TMS - Validation Labels. 40 labels per sheet.	\$ 51	\$	102
Consumables	4	CT-20 Cashier Terminal receipt paper roll	\$ 320	\$	1,280
Spare Parts	4	Spare Gate Arms	\$ 765.00	\$	3,060
Spare Parts	4	Spare Receipt Printers	\$ 1,432.00	\$	5,728
Spare Parts	4	Spare Ticket Printers	\$ 1,432.00	\$	5,728
Spare Parts	1	Spare Main Control Board MP/SW/CPS/VPS	\$ 2,576.00	\$	2,576
Spare Parts	2	Micro-Drive Break-away Flange	\$ 225.00	\$	450



Terms and Conditions

PAYMENTS: Buyer agrees to pay according to the terms stated herein and the maximum provided by law but not to exceed 5% annually. Buyer understands that this obligation to pay interest on delinquent payments does not in any way extend the payment terms set forth herein. In the event Seller incurs legal fees or other costs in attempting to collect past due payments, Buyer agrees to reimburse Seller for such fees")

TERMS OF SALE: unless stated elsewhere shall be strictly followed in accordance with these terms. Project terms are as such: 50% down payment required at time of order and before equipment is ordered, 40% payment required upon equipment delivery to local installer, balance net 30 days upon installation completion. Invoices will be sent promptly to Buyer. Unless otherwise agreed in writing, Seller reserves the right to ship goods in a single lot or in several lots.

DEDUCTIONS AND RETURNS: Deductions will not be honored unless covered by a credit memorandum.

A 20% restocking fee will apply to any material that is cancelled after receipt of signed proposal. Additional trips and/or site work required due to owner or **No performance bond**, payment bond or permits are included in this proposal.

Additional trips and/or site work required due to owner or third party delays outside of the control of TIBA Parking will be billed at the above rates

System is considered installation complete when system is collecting revenue

This proposal is valid for 30 days.

TERMS EXCLUSIVE: This document, comprised of the terms and conditions of sale set forth below and those (if any) on Seller's attached proposal (the "Proposal", and, collectively, with these Terms and Conditions, the "Agreement"), constitutes the complete and final agreement by which TIBA Parking Systems LLC, an Ohio limited liability company ("Seller") offers to sell, and Buyer agrees to purchase, the vehicle access control equipment, supplies and related components (collectively, "Equipment"), and installation services and related services (collectively "Services", and together with the Equipment, the "Goods"), described in this Agreement and in the Proposal. It may not be added to, modified or superseded by act of any agent, employee or representative of Seller, except in a writing signed by an officer of Seller, even though other terms may appear on Buyer's purchase order, request for submittal, quotation, or other Buyer documents (all of which are objected to and rejected by Seller without further notice). This Agreement is expressly conditioned upon Buyer's consent to any terms contained herein that are additional to or different from those contained in Buyer's documents. Buyer's acceptance of Seller's performance shall constitute Buyer's acceptance of the terms in this Agreement. In the event of a conflict between the terms set forth herein and those contained in the Proposal, the latter will control.

ADDITIONAL SERVICES: In the event that Buyer retains Seller to provide Services related to the installation, programming, adjustment or start-up of the Equipment as set forth in the Proposal, Seller (and its installers), is authorized to render only those Services specifically provided for in writing under the Proposal and this Agreement. Any request by Buyer that Seller's personnel engage in any activities or services beyond those specifically required by the Proposal or this Agreement shall constitute an authorization by Buyer for such activity and Buyer's agreement to pay for the same at the rates provided by Seller. In addition, Buyer specifically assumes the risk for all such additional activities and services and shall indemnify, and hold harmless Seller, its officers, directors, employees, agents, and representatives from and against any loss, damage, claim or liability arising out of or in any way related to such additional activities and services, except for any such damage, claim, loss or liability resulting solely and directly from the intentional wrongful act or gross

PRICES; QUOTE; DELIVERY: Unless otherwise specifically stated in the Proposal, prices quoted by Seller are F.O.B. shipping point and exclude applicable taxes, tariffs, duties, impositions, demurrage, shipping costs, insurance and other charges as may be required for the sale of Goods. Taxes will be added to final invoice unless a tax exemption is provided. Seller's pricing as contained in the Proposal shall be effective for a period of thirty (30) days from the date of such Proposal. Any Buyer order received after such thirty (30) day period shall be subject to change in pricing and other terms. If at any time delivery of Equipment is deferred or delayed at Buyer's request, Buyer will nevertheless be invoiced as of the date that such Equipment is ready for delivery, and payment shall be due as set forth in Section 4 of this Agreement. If, as a result of such deferred or delayed delivery, it is necessary for Seller to store the Equipment for Buyer, such storage shall be at Buyer's own risk and expense, and Buyer shall pay Seller an agreed upon storage fee.



PAYMENT AND SECURITY INTEREST: Unless otherwise specifically stated in the Proposal, all payments due under this Agreement shall be made in cash and shall be due and payable not later than the thirtieth (30th) day after the date of invoice. Credit as to all new Buyers shall be at Seller's discretion. Seller reserves the right to require a deposit prior to delivery of the Goods in its discretion. Buyer shall have no right to offset any amounts against obligations owed to Seller. Buyer specifically grants to Seller a security interest in the Goods to secure Buyer's payment to Seller for the same and authorizes Seller to execute for Buyer and to file a financing statement with respect to the Goods in order to perfect such security interest. Buyer agrees to cooperate with Seller as requested in order for Seller to perfect its security interest. Any bank receiving Buyer's payments to Seller shall do so solely as a clearing agency without authority to determine whether such payments constitute payment in full. Any payments marked to indicate payment in full will be deposited by the bank with full reservation of Seller's rights notwithstanding such markings, and such deposit shall not indicate an acceptance by Seller of such payment as payment in full, unless explicitly specified by Seller in writing. Notwithstanding the foregoing, if at any time Seller, in its sole and absolute discretion, determines that Buyer's credit worthiness or financial position has for any reason become financially impaired, unsatisfactory or insecure, Seller shall have the right to: (a) declare all Buyer obligations to Seller immediately due and payable; (b) refuse to accept any order of Goods from Buyer, make any shipment or delivery, or perform any work, except upon receipt of payment or upon terms satisfactory to Seller; or (c) both (a) and (b).

TAXES: Unless otherwise specifically stated in the Proposal, all applicable federal, state or local sales, use or excise taxes shall be in addition to the prices stated in the Proposal and are the sole responsibility of Buyer. Seller shall have the right to invoice separately any such taxes which may be imposed at a later time. Applicable tax exemption certificates must accompany orders to which such exemptions are to apply.

“Exhibit A”

Financial Pro Forma / Compensation Methodologies

“Exhibit B”
Capital Investment Plan

“Exhibit C”

Revenue to District

“Exhibit D”

PROOF OF INSURANCE COVERAGE

Proposer shall provide the District with satisfactory evidence of the Proposer’s Protective Liability Insurance from a company satisfactory to the District and licensed to transact business in the State of South Carolina. Proposer shall submit this form with its proposal.

INSURER: _____

COMPANY NAME: _____

COMPANY ADDRESS: _____

CONTACT NAME AND PHONE: _____

The proposer is required to submit a letter or certificate from the Company providing insurance certifying that the Respondents has professional liability insurance in accordance with the terms set forth in this RFP.

Date:

Corporate Proposer: _____

Business Name: _____

Proposer Name: _____

Proposer Title: _____

Corporate Secretary/Assistant: _____

Secretary (Seal)

Non-Corporate Proposer: _____

Business Name: _____

Proposer Name: _____

Proposer Title: _____

Notary Public: _____

My Commission Expires: _____

Notary Public (Seal)

“Exhibit E”

CERTIFICATION

I, undersigned, on behalf of the below Proposer, certify and declare that I have read the response to this RFP and know its contents. The matters stated therein are true of my own knowledge and belief, except as to those matters stated on information and belief, and as to those matters I believe them to be true. I declare under penalty of perjury under the laws of the State of South Carolina that the foregoing is correct.

(Signature)

(Printed name)

(Title)

(Date)

(Proposer)

“Exhibit F”

ACKNOWLEDGMENT OF ADDENDUM

Proposers must initial each applicable Addendum below and complete the designated Corporate or Non-Corporate Proposer section and submit this form with their proposal as acknowledgment of receipt of all issued Addendum.

This is to acknowledge receipt of the following **Addendum(s)** for **Request for Proposals (RFP) for parking management**.

1. Date: _____.

Dated the _____ day of _____, 20 _____

Corporate Proposer: _____

Business Name: _____

Proposer Name: _____

Proposer Title: _____

Corporate Secretary/Assistant: _____

Secretary (Seal)

Non-Corporate Proposer

Business Name: _____

Proposer Name: _____

Proposer Title: _____

Notary Public: _____

My Commission Expires: _____

Notary Public: _____

RFP – PARKING MANAGEMENT

“Exhibit F”

PROPOSER ACDBE STATEMENT