



Finance and Administrative Services Department

**PURCHASING DIVISION**

115 S. Andrews Avenue, Room 212 • Fort Lauderdale, Florida 33301 • 954-357-6066 • FAX 954-357-8535

Certified Mail No.7005 3110 0002 8833 0111

November 18, 2020

Luca Bovalino, CEO  
HUB Parking Technology USA, Inc  
761 Commonwealth Dr, Suite 204  
Warrendale, PA 15086

Re: Protest - Request for Letters of Interest (RLI) PNC2119994R1, Parking Access and Revenue Control Equipment and Maintenance

Dear Mr. Bovalino:

Broward County Purchasing Division ("Purchasing") is in receipt of HUB Parking Technology USA, Inc., (HUB) protest letter dated August 21, 2020, ("Protest") regarding Request for Letters of Interest (RLI) No. PNC2119994R1, Parking Access and Revenue Control Equipment and Maintenance, claiming it should not have been found non-compliant with the RLI's licensing requirements. As a preliminary matter, the Procurement Code does not permit protests of an Evaluation Committee's non-responsibility determinations. Nevertheless, I will address your assertions.

The following will address each of your assertions in accordance with the Procurement Code and established Selection and Evaluation Committee ("SC" or "EC") procedures.

**Protest Assertion No. 1:**

**"While the Solicitation also provides that HUB *should* submit proof of licensing with its submittal, the Selection Committee has the discretion [on] whether or not to deem HUB non-responsive for non-compliance. Hub's subcontractor, Dato Electric had a valid electrical contractor's license on file at the time of submittal."**

**Response No. 1:**

The County's solicitation states the vendors must submit proof of licensing with their submittal or within three (3) business days from County's written request. HUB did not provide proof of licensing at the time of submittal. On June 26, 2020, the Purchasing Agent e-mailed HUB representatives requesting proof of licensing and a completed Volume of Previous Work Form and requested each to be submitted no later than three (3) business days from this written request. No proof of licensing was submitted within this deadline as required by the solicitation (**Exhibit A**).

Additionally, on July 23, 2020, the Broward County Purchasing Division emailed HUB a copy of the attached draft of the Director of Purchasing Memorandum with references and the five (5) supporting memoranda (**Exhibit B**). The draft memorandum provided HUB with the opportunity to review and respond to any deficiencies noted therein. The July 23<sup>rd</sup> email clearly stated "If any deficiencies are noted in any memoranda concerning your firm, you have the opportunity to provide an explanation in writing of those deficiencies by 5:00 PM on Monday, July 27, 2020. Your explanations will be forwarded to members of the Committee, for their review and consideration". The Responsiveness and Responsibility Matrix clearly noted HUB "Does Not Comply" with the insurance and licensing requirements. However, despite this written notice, HUB did not respond to the deficiencies noted in the draft Director of Purchasing Memorandum on or before 5:00 p.m. EST on Monday, July 27, 2020.

Broward County Board of County Commissioners

Mark D. Bogen • Lamar P. Fisher • Beam Furr • Steve Geller • Dale V.C. Holness • Nan H. Rich • Tim Ryan • Barbara Sharief • Michael Udine  
[www.broward.org](http://www.broward.org)

Luca Bovalino, CEO, HUB Parking Technology USA, Inc.  
Protest - Request for Letters of Interest (RLI) PNC2119994R1, Parking Access and Revenue  
Control Equipment and Maintenance  
November 18, 2020  
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At the Selection Committee (SC) meeting held on August 13, 2020, the SC exercised its discretion and voted in favor of allowing two vendors five (5) additional days to comply with the insurance requirements since this was an issue that affected multiple vendors. However, the SC elected not to provide additional time to provide proof of licensing since only one vendor failed to comply with this responsibility requirement. The SC acted within its discretion in not extending additional time for HUB to provide proof of licensing since only one vendor (in comparison to the five out of six for the insurance requirement) failed to comply with this responsibility requirement. It is the responsibility of each vendor to ensure all responsibility requirements, including licensing, are timely met. Accordingly, it is irrelevant whether Dato Electric had a valid electrical contractor's license "on file" at the time of submittal. It is the responsibility of HUB, not the County, to ensure a copy of licensing is timely provided. HUB had several opportunities to cure this deficiency.

**Objection Assertion No. 2:**

**"While Hub was removed from contention despite having the underlying license in place, other bidders were given the opportunity to obtain documentation they did not even have at the time of the hearing. From HUB's perspective, at worst this is a distinction without [a] difference. However, it is our position that the Committee should have used its discretion with regards to the license requirement, which had already been met in spirit."**

**Response No. 2:**

At the SC meeting held on August 13, 2020, the SC exercised its discretion and voted in favor of allowing vendors five (5) additional days to comply with the insurance requirements since this was an issue that affected multiple vendors. The SC discussed both issues at the meeting and made a distinction between licensing and insurance requirements. The SC acted within its discretion in not extending additional time for HUB to provide proof of licensing since only one vendor (unlike the five out of the six for the insurance requirement) failed to comply with this responsibility requirement. It is the responsibility of each vendor to ensure all responsibility requirements, including licensing, are timely met. The SC is not required to exercise its discretion in favor of allowing additional time for vendors to comply with responsibility requirements under every circumstance. In this case, the SC articulated a clear distinction between insurance requirements which affect multiple vendors and licensing requirements which affect only one vendor. If HUB had simply taken one of the several opportunities to cure its licensing deficiency, then the issue of the SC exercising its discretion would have been a moot point.

**Objection Assertion No. 3:**

**"The Solicitation states that "the County reserves the right to waive minor technicalities or irregularities as is in the best interest of the County in accordance with Section 21.30.f.1(c) of the Broward County Procurement Code. (emphasis added)." The Code, in the aforementioned section, goes on to define a minor technicality or irregularity as "a variation from the bid or proposal which does not affect the price of the bid or give the bidder an advantage or benefit not enjoyed by others, or does not adversely affect the price of the bid or give the bidder an advantage or benefit enjoyed by others, or does not adversely affect the interest of the County. The omission of the copy of a license which is in place when required, and which was already on file with Broward County in the department that soliciting the Bid, is a clear case of minor technicality."**

Luca Bovalino, CEO, HUB Parking Technology USA, Inc.  
Protest - Request for Letters of Interest (RLI) PNC2119994R1, Parking Access and Revenue  
Control Equipment and Maintenance  
November 18, 2020  
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**Response No. 3:**

The Licensing Requirements were listed as an Additional Responsibility Criteria in Section B.3 of the Special Instructions to Vendors. Furthermore, the solicitation as you fully acknowledged in your Protest, states that "the County reserves the right to waive minor technicalities or irregularities as is in the best interest of the County." Therefore, the SC acted within its discretion in not extending additional time for HUB to provide proof of licensing and its determination of HUB's non-responsibility. As previously mentioned, it is irrelevant whether HUB's subcontractor, Dato Electric, had a valid electrical contractor's license "on file" at the time of submittal. It is the responsibility of HUB, not the County, to ensure a copy of licensing is timely provided.

**Determination:**

In summary, even though the Procurement Code does not allow protests of a Selection Committee's non-responsibility determination, I have provided a response to each of your assertions. Accordingly, your protest filing fee in the amount of \$3,000 will be returned under separate cover.

Sincerely,

 ON BEHALF  
OF

Brenda J. Billingsley, Director  
Purchasing Division

BJB/gm/lj/lg

**Attachments**

- c: Ron Oster, Airport Manager, Airport Parking Operations Division, Aviation Department
- Glenn Marcos, Assistant Director, Purchasing Division
- Constance Mangan, Purchasing Manager, Purchasing Division
- Lucho Jaramillo, Purchasing Agent, Purchasing Division
- Fernando Amuchastegui, Assistant County Attorney, Office of the County Attorney

Exhibit A

**Jaramillo, Salustio**

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**From:** Jaramillo, Salustio  
**Sent:** Friday, June 26, 2020 9:58 AM  
**To:** 'ann.cihak@hubparking.com'  
**Cc:** 'jack.hedrick@hubparking.com'; 'roger.slayton@hubparking.com'  
**Subject:** RLI No. PNC2119994R1 Parking Access and Revenue Control Equipment and Maintenance  
**Attachments:** Volume of Previous Work.pdf

Good morning,

The Licensing Requirement was missing in you submittal. Please see the attached PDF. This is the Volume of Previous Work Form. Please read the form completely before filling out.

Please provide the following no later than 3 business days from this request. This information can be returned via email.

1. Fill out and sign the Volume of Previous Work Form.
2. Proof of Licensing

Please let me know if you have any questions.

Thank you,



Lucho Jaramillo, Purchasing Agent, MBA  
Broward County Purchasing Division  
115 S. Andrews Avenue, Fort Lauderdale, FL 33312  
Office: 954-357-6286  
County Cell: 954-643-3780  
[www.broward.org](http://www.broward.org)

*Customer Care is my priority. How am I doing? Please contact my Manager, Christine Calhoun at [ccalhoun@broward.org](mailto:ccalhoun@broward.org) with feedback.*

## Jaramillo, Salustio

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**From:** Jaramillo, Salustio  
**Sent:** Thursday, July 23, 2020 12:58 PM  
**To:** 'ann.cihak@hubparking.com'  
**Cc:** Mangan, Constance; Messersmith, Carolyn  
**Subject:** Director of Purchasing Memorandum -RLI No. PNC2119994R1 Parking Access and Revenue Control Equipment and Maintenance  
**Attachments:** Director of Purchasing DRAFT Memorandum.pdf; Insurance Requirements, PNC2119994R1, PARCS.pdf

Good afternoon,

Attached is the Director of Purchasing Memorandum Draft, with references and the five (5) supporting memoranda (i.e. Office of Economic and Small Business Development Review Memorandum, County Attorney Office Review Memorandum, Financial Review Memorandum, Risk Management Division Review Memorandum and Vendor Security Questionnaire Memorandum) for your review.

If any deficiencies are noted in any memoranda concerning your firm, you have the opportunity to make explanation in writing of those deficiencies by **5:00 PM (Eastern Florida time) on Monday, July 27, 2020.** Your explanations will be forwarded to members of the Committee, for their review and consideration.

The **Insurance Requirement Form** reflects the insurance requirements deemed necessary for this project. It is not necessary to have this level of insurance in effect at the time of submittal, but it is necessary to submit certificates indicating that the Vendor currently carries the insurance **or to submit a letter from the carrier indicating it can provide insurance coverages (See attached Insurance Requirement Form).**

In addition, please note that due to the current events and the social distancing recommendations, additional information about Initial Evaluation Committee meeting procedures and schedule will be provided. The sunshine meeting notice will be available at the following link: <http://www.broward.org/Commission/Pages/SunshineMeetings.aspx>

Contact me if you have any questions.

Regards,



Lucho Jaramillo, Purchasing Agent, MBA  
Broward County Purchasing Division  
115 S. Andrews Avenue, Fort Lauderdale, FL 33312  
Office: 954-357-6286  
County Cell: 954-643-3780  
[www.broward.org](http://www.broward.org)



Finance and Administrative Services Department

**PURCHASING DIVISION**

115 S. Andrews Avenue, Room 212 • Fort Lauderdale, Florida 33301 • 954-357-6066 • FAX 954-357-8535

DATE: July 22, 2020

TO: Evaluation Committee Members

THRU: Brenda J. Billingsley, Director of Purchasing

FROM: Lucho Jaramillo, Purchasing Agent

SUBJECT: Director of Purchasing Memorandum  
RFP No. PNC2119994R1, Parking Access and Revenue Control Equipment and  
Maintenance  
6 Submittals

REFERENCE: (a) Procurement Code Subsection 21.83.d  
(b) Procurement Code Subsection 21.30.f.5

The following proposers submitted responses to this solicitation:

DESIGNA Access Corporation  
FlashParking, Inc.  
HUB Parking Technology USA, Inc.  
LCN, Inc. dba Consolidated Parking Equipment  
Scheidt & Bachmann USA, Inc.  
TIBA Parking Systems LLC. dba TIBA, LLC

In accordance with reference (a), the Director of Purchasing reviews all submittals for responsiveness and recommends to the Evaluation Committee her findings, which the Evaluation Committee may accept or arrive at a different conclusion. Committee Members must consider all pertinent information when rendering a determination. Pursuant to Procurement Code Subsection 21.8.b.65, a responsive Bidder [proposer] means a person who has submitted a bid [proposal] which conforms in all material respects to a solicitation.

All Firms are recommended to be evaluated as responsive to all responsiveness requirements. Refer to the Responsiveness and Responsibility Matrix for responsiveness requirements details and applicable supporting memoranda.

In accordance with reference (b), the Evaluation Committee determines proposers' responsibility. Pursuant to Procurement Code Subsection 21.8.b.64, a responsible firm is one that has the capability in all respects to perform fully the contract requirements, and the integrity and reliability which will assure good faith performance.

Refer to the Responsiveness and Responsibility Matrix for responsibility requirements details, applicable supporting memoranda, and vendor's submittal as information to the Committee Members. The Committee Member must use all pertinent information and documentation provided as part of this

Director of Purchasing Memorandum  
RFP/RFQ/RLI No. PNC2119994R1  
Parking Access and Revenue Control Equipment and Maintenance

July 22, 2020  
Page 2

procurement to determine whether the proposer is a responsible vendor as defined by the County's Procurement Code.

A draft Director of Purchasing's Memorandum and the five (5) supporting memorandum from the Office of Economic and Small Business Development, Aviation Department's Finance Division, the County Attorney's Office, Enterprise Technology Services Memorandum and the Risk Management Division were emailed to proposers with a request that, if a proposer desires to clarify any information provided in their response, they should do so in writing. All written explanations received were subsequently reviewed by staff, as applicable.

Committee Members must consider all pertinent information when rendering a determination on responsiveness and responsibility.

Attachment(s):

- 1) Responsiveness and Responsibility Matrix

Referenced Memoranda and Supporting Information:

- 1) Office of Economic and Small Business Development Review Memorandum
- 2) Financial Review Memorandum – Aviation Department – Airport Parking Operations
- 3) County Attorney Office Review Memorandum
- 4) Risk Management Division Review Memorandum
- 5) Vendor Security Questionnaire Review Memorandum
- 6) Vendor Reference Verifications and Broward County Vendor Performance Evaluations

c: Bob Melton, County Auditor, Office of the County Auditor  
Ron Oster, Project Manager, Airport Parking Operations Division, Aviation Department  
Constance Mangan, Purchasing Manager, Purchasing Division, Finance and Administrative Services Department  
Fernando Amuchastegui, Assistant County Attorney, Office of the County Attorney

BJB/lj

**A. Responsiveness Requirements (from Standard Instructions and Special Instructions to Vendors)**

Section	DESIGNA Access Corporation	FlashParking, Inc	HUB Parking Technology USA, Inc	LCN, Inc. dba Consolidated Parking Equipment	Scheidt & Bachmann USA, Inc	TIBA, LLC
1 Lobbyist Registration Certification	Retained*	Not Retained	Not Retained	Retained*	Retained*	Retained*
2 Acknowledgement of Must Addendum	Complies	Complies	Complies	Complies	Complies	Complies
3 Bond Requirement	Complies	Complies	Complies	Complies	Complies	Complies
4 Domestic Partnership Act Requirement	Complies	Complies	Complies	Complies	Complies	Complies
5 Living Wage Requirement	Complies	Complies	Complies	Complies	Complies	Complies

**Additional Information:**

\*DESIGNA Access Corporation has retained Bernie Friedman and Nick Matthews with the firm of Becker & Pollakoff.

\* LCN, Inc., dba Consolidated Parking Equipment has retained Seth Platt with the firm LSN Government Affairs

\*Scheidt & Bachmann USA, Inc., has retained Stephanie Gritman Zauder with the firm of Ballard Partners.

\*TIBA, LLC has retained retained Kenneth E. Keech with the firm Ken Keech Law

**\*Bid Bond Requirement is \$10,000**

**B. Responsibility Requirements**

Section	DESIGNA Access Corporation	FlashParking, Inc	HUB Parking Technology USA, Inc	LCN, Inc. dba Consolidated Parking Equipment	Scheidt & Bachmann USA, Inc	TIBA, LLC
Office of Economic and Small Business Development (refer to supporting memorandum)	Complies	Does Not Comply	Complies	Does Not Comply	Complies	Complies
1 Disclosure of Litigation History (refer to supporting memorandum)	Complies	Does Not Comply	Complies	Does Not Comply	Complies	Complies
2 Number of Disclosed Cases	0	1	2	1	0	0
Litigation in Broward County	No	No	Yes	No	No	No
3 Disclosure of Financial Information (refer to supporting memorandum)	Provided	Provided	Provided	Provided	Provided	Provided
4 Authority to Conduct Business in Florida	Authorized	Authorized	Authorized	Authorized	Authorized	Authorized
5 Affiliated Entities of Principals	No Affiliates	No Affiliates	No Affiliates	No Affiliates	No Affiliates	No Affiliates
6 Insurance Requirements (refer to supporting memorandum)	Does Not Comply	Does Not Comply	Does Not Comply	Does Not Comply	Does Not Comply	Does Not Comply
7 Licensing	Complies	Complies	Does Not Comply	Complies	Complies	Complies
8 Vendor Security Questionnaire Review	Provided	Provided	Provided	Provided	Provided	Provided

**Additional Information:**

Refer to Vendor's initial submittal and supporting review memorandum.

Exhibit B  
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Responsiveness and Responsibility Matrix  
Solicitation No. PNC2119994R1

Section	DESIGNA Access Corporation	FlashParking, Inc	HUB Parking Technology USA, Inc	LCN, Inc. dba Consolidated Parking Equipment	Scheidt & Bachmann USA, Inc	TIBA, LLC
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In response to the Director of Purchasing's Draft Memorandum, to which the vendor can respond within 48 hours to any comments or deficiencies, the following vendor(s) responded:

C. Additional Requirements/Information

Section	DESIGNA Access Corporation	FlashParking, Inc	HUB Parking Technology USA, Inc	LCN, Inc. dba Consolidated Parking Equipment	Scheidt & Bachmann USA, Inc	TIBA, LLC
1	County Standard Terms and Conditions (if exceptions noted, refer to supporting information) References - Have the vendor references been checked? (Refer to verified references for any comparable government experience).	No Exceptions Yes	Exception Taken Yes	Exception Taken Yes	Exception Taken Yes	No Exceptions Yes
2	Performance Evaluations	No Performance Evaluations Will Comply	Refer to attached Performance Evaluations Will Comply	Refer to attached Performance Evaluations Will Comply	No Performance Evaluations Will Comply	No Performance Evaluations Will Comply
3	Cone of Silence	0	0	0	0	0
4	Number of Violations	0	0	0	0	0
5	Volume of Previous Work (Evaluation/Tie-Breaker Criteria) (refer to below for points allocated)					
	Proposer Reported Prime:	\$0.00	\$0.00	\$744,537.39	\$0.00	\$0.00
	Proposer Reported CBE:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	County Reported Prime:	\$0.00	\$9,795,836.34	\$775,552.54	\$0.00	\$0.00
	County Reported CBE:	\$0.00	\$10,920.00	\$10,920.00	\$0.00	\$0.00
	County Reported Prime - CBE:	\$	\$	\$	\$	\$
	Points Allocated based on Evaluation Criteria	Not Applicable Westmont, IL 60559	Not Applicable Austin, TX 78704	Not Applicable Miami, FL 33132	Not Applicable Lowell, MA 01854	Not Applicable Columbus, OH 43219
6	Principal Business Location (Verified in Sunbiz)	0	0	0	0	0
7	Points Allocated based on Evaluation Criteria	Not Local	Not Local	Not Local	Not Local	Not Local
	Local Preference					

Volume of Work:

3 points allocated to vendors paid \$0 - 3 million; 2 points to vendors paid \$3,000,001 to \$7 million; 1 point to vendors paid \$7,500,001 to \$10 million.

\*Principal place of business location is based on requirements in effect at time of solicitation opening (March 13, 2020)

Exhibit B  
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Responsiveness and Responsibility Matrix  
Solicitation No. PNC2119994R1

Section	DESIGNA Access Corporation	FlashParking, Inc	HUB Parking Technology USA, Inc	LCN, Inc. dba Consolidated Parking Equipment	Scheidt & Bachmann USA, Inc	TIBA, LLC
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Additional Information:  
Name of Vendor - summarize and/or reference supporting information submitted (and what section)

D. Tiebreaker

Area	DESIGNA Access Corporation	FlashParking, Inc	HUB Parking Technology USA, Inc	LCN, Inc. dba Consolidated Parking Equipment	Scheidt & Bachmann USA, Inc	TIBA, LLC
1 Local Vendor Certification Form	Not Local	Not Local	Not Local	Not Local	Not Local	Not Local
Provided Business Tax Receipt with Submittal	No	No	No	Yes	No	No
Domestic Partnership Act Certification (Vendor must currently offer Domestic Partnership benefit)	Currently Complies/Offers	Currently Complies/Offers	Currently Complies/Offers	Currently Complies/Offers	Currently Complies/Offers	Currently Complies/Offers
2 Volume of Work over Five Years (order for tiebreaker based on C.5 above)	1st	1st	3rd	2nd	1st	1st

Additional Information:

Tiebreaker Note: Procurement Code - the fourth criteria for break a tie is "A re-vote or re-assessment of only the tied vendors." and the fifth criteria is Preference to vendor receiving a majority of the total first-place votes.



**OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT**  
**Governmental Center Annex**  
 115 S. Andrews Avenue, Room A680 • Fort Lauderdale, Florida 33301  
 954-357-6400 • FAX 954-357-5674 • TTY 954-357-5664

**MEMORANDUM**

**DATE:** April 24, 2020

**TO:** Salustio Jaramillo, Purchasing Agent  
 Purchasing Division

**THRU:** Sandy-Michael McDonald, Director  
 Office of Economic and Small Business Development

**FROM:** Maribel Feliciano, Assistant Director  
 Office of Economic and Small Business Development

**SUBJECT:** RLI No. PNC2119994R1 Parking Access and Revenue Control Equipment  
 and Maintenance  
 County Business Enterprise (CBE) Evaluation

The Office of Economic and Small Business Development (OESBD) has conducted a review of the respondents' compliance to the County Business Enterprise (CBE) requirements for this solicitation. An overview is provided as follows:

**CBE Goal for this project: 21%**

**Met the CBE Requirements:**

<u>Firm Name</u>	<u>Category</u>	<u>Percentage</u>
• Designa Access Corporation (prime) Aum Construction, Inc.	CBE	21.30%
• HUB Parking Technology USA, Inc. (prime) DATO Electric, Inc	CBE	24.90%
• Scheidt & Bachmann USA, Inc. (prime) Interlink Group Professional Services, Inc.	CBE	21.00%
• TIBA, LLC d/b/a TIBA Parking Systems, LLC (prime) Arbor Electric d/b/a Mr. Wireman Electric	CBE	25.60%
CBN Solutions Group, Inc.	CBE	0.90%
<b>Total</b>		<b>26.50%</b>

Exhibit B

**RLI No. PNC2119994R1 Parking Access and Revenue Control Equipment and Maintenance  
County Business Enterprise (CBE) Evaluation**

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**Did Not Meet the CBE Requirements:**

<b><u>Firm Name</u></b>	<b><u>Category</u></b>	<b><u>Percentage</u></b>
<ul style="list-style-type: none"> <li><b>Flash Parking, Inc. (prime)</b> Virtus Electric, Inc.</li> </ul>	CBE	12.10%
<ul style="list-style-type: none"> <li><b>LCN, Inc. d/b/a Consolidated Parking Equipment (prime)</b> A.C.T Services, Inc.</li> </ul>	CBE	17.00%
Action Group Management	CBE	1.00%
<b>Total</b>		<b>18.00%</b>

**CBE Compliance Comments:**

Designa Access Corporation provided the required documents and is compliant with the CBE requirements of the solicitation. Hub Parking Technology USA, Inc., Scheidt & Bachmann USA, Inc., and TIBA, LLC d/b/a TIBA Parking Systems, LLC each submitted Letters of Intent (LOIs) that were missing information. The firms were given three (3) business days to provide the requested information and did so within the stipulated timeframe. Hub Parking Technology USA, Inc., Scheidt & Bachmann USA, Inc., and TIBA, LLC d/b/a TIBA Parking Systems, LLC are deemed to be compliant with the CBE requirements of the solicitation.

Flash Parking, Inc. did not submit an LOI with its solicitation response. The firm was given three (3) business days to provide LOIs that meet the established CBE goal or provide documentation of its good faith efforts to meet the goal. The firm responded within the allotted timeframe and submitted an LOI that reflected 12.10% CBE participation, which is less than the established 21% CBE goal. In an email correspondence submitted to the OESBD, dated April 17, 2020, Flash Parking, Inc. stated that it manufactures the equipment being proposed and that labor was the only service it could subcontract. No documentation of the firm's good faith efforts to meet the goal was submitted. In light of the fact that other respondents to this solicitation, which also manufacture the equipment that they are proposing, were able to identify services for CBE firms to perform and still meet the goal, Flash Parking, Inc. is deemed to be non-compliant with the CBE requirements of the solicitation.

LCN, Inc. d/b/a Consolidated Parking Equipment (CPE) submitted LOIs with its submittal that amounted to 18% participation, which is less than the established 21% goal. The firm also submitted a good faith efforts log and correspondence regarding the assigned goal. CPE was given three (3) business days to provide LOIs that meet the established CBE goal or provide documentation of its good faith efforts to meet the goal. The firm responded within the allotted timeframe. It is apparent that some effort was made by CPE to meet the goal. However, the company failed to fully demonstrate the quality, quantity, and extent of the various efforts made to meet the goal by not providing sufficient documentation of these efforts. The firm's assessment that the goal was too high is refuted by the fact that four (4) of the six (6) respondents met the established goal. CPE is deemed to be non-compliant with the CBE requirements of the solicitation.

**CBE Compliance History:**

The following is a report of the respondents' CBE compliance history for active projects and projects completed within the last five (5) years of the RFP's opening date compiled from various sources including Contract Central, OESBD's Database (ALTs) and Monthly Utilization Reports (MURs):

- Designa Access Corporation** - OESBD found no active or completed projects with CBE requirements within the last 5 years.

Exhibit B  
Page 9 of 61  
RLI No. PNC2119994R1 Parking Access and Revenue Control Equipment and Maintenance  
County Business Enterprise (CBE) Evaluation

- **Flash Parking, Inc.** - OESBD found no active or completed projects with CBE requirements within the last 5 years.
- **LCN, Inc. d/b/a Consolidated Parking Equipment** has the following active projects with CBE goals:

Project Name	Solicitation Number	Amount Paid to CBE Firms
Parking Garage Revenue Systems Equipment Maintenance/ Repair	Bid No. X0945108B4	\$10,920.00*

**Sources: Contracts Central and MURs**

*\*Based on MURs from March 2015 and October 2015.*

- **HUB Parking Technology USA, Inc.** - OESBD found no active or completed projects with CBE requirements within the last 5 years
- **Scheidt & Bachmann USA, Inc.** - OESBD found no active or completed projects with CBE requirements within the last 5 years for
- **TIBA, LLC d/b/a TIBA Parking Systems, LLC** has the following active projects with CBE goals:

Project Name	Solicitation Number	Amount Paid to CBE Firms
Parking Access Revenue Control System (PARCS) Replacement for Port Everglades	RFP No. PNC2117368P1	\$0.00*

**Sources: BidSync and Project Manager**

*\*Based on information from Project Manager. A second Notice to Proceed, to commence work under this contract, is expected to be issued in May 2020.*

cc: Donna-Ann Knapp, Small Business Development Specialist, BCAD/OESBD



**AVIATION DEPARTMENT - Fort Lauderdale/Hollywood International Airport**  
2200 SW 45<sup>th</sup> Street, Suite 101 • Dania Beach, Florida 33312 • 954-359-6100

## MEMORANDUM

**DATE:** April 1, 2020

**TO:** Dedrie Registe

**FROM:** John R. Dent  
BCAD Finance

John Dent

Digitally signed by John  
Dent  
Date: 2020.04.10  
14:06:57 -04'00'

**SUBJECT:** Financial Review for RFP PNC2119994R1- Parking Access and Revenue Control Equipment and Maintenance

This memorandum provides a review of financial statements submitted by Six (6) respondent of the above referenced RFP.

This RFP specifies that the respondent will provide two years of financial statements. Full financial statements are generally understood to include a balance sheet, statement of operations, statement of retained earnings, statements of cash flows and notes to the financial statements. Financial statements should include at least a balance sheets and a statement of operations (income statement) for the required periods. This review is not intended to express an opinion on the financial statements, but to disclose to the Selection-Committee whether or not the respondent submitted all of the required financial documents as specified in the RFP and to make committee members aware of any reported condition or apparent issue that might be construed as relevant to the Selection-Committee.

A matrix, meeting standards approved by the Purchasing Division, is attached. The format is designed to indicate conditions such as negative equity, net loss, current ratio and debt to equity ratio. A current ratio of less than 1.0 generally indicates respondent difficulty in meeting current obligations with current assets in a timely manner. Debt-to-equity ratio is a measure of debt incurrence by the respondent in the course of business. Higher numbers indicate a more aggressive accumulation of debt relative to equity. Where the Purchasing Division has granted a respondent's request for confidentiality, the appropriate data in the report was redacted.

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April 1, 2020

Financial Review for RFP PNC2119994R1- Parking Access and Revenue Control Equipment and Maintenance

**Finding:**

Six (6) respondent submitted Financial Statements belonging to their Companies.

**Comments:**

**1. DESIGNA Access Corporation**

Respondent provided an audited financials for the years 2018 and 2019. They have a High Debt to equity ratio and a Low Current ratio under 1.0 for 2019 and 2018. This would indicate they would have trouble pay off its obligations if they came due at any point. No other discrepancies noted in their financial statements that were provided.

**2. HUB Parking Technology USA, Inc.**

Respondent provided audited financials for the years 2018 and 2017. No discrepancies noted in their financials that were provided.

**3. Scheidt & Bachmann USA, Inc.**

Respondent provided audited financials for the years 2018 and 2017. They show a high debt/equity ratio for year 2018. This would indicate an aggressive internal approach to finance company growth with debt. No other discrepancies were noted in their financials that were provided.

**4. T.I.B.A LLC.**

Respondent provided confidential audited financials for the years 2018 and 2017. They show a very high debt/equity ratio for years 2018 and 2017. This would indicate a very aggressive internal approach to finance company growth with debt. They also have a Low Current ratio, under 1.0 for both 2018 and 2017. This would indicate they would have trouble pay off its obligations if they came due at any point. No other discrepancies were noted in their financials that were provided.

**5. FlashParking, Inc.**

Respondent provided confidential audited financials for the years 2018 and 2017. No discrepancies noted in their financials that were provided.

**6. LCN, Inc.**

Respondent provided confidential audited financials for the years 2018 and 2017. No discrepancies noted in their financials that were provided.

***General Comments:***

***Net Working Capital***

***When the value of Current Assets is less than Current Liabilities (Negative Net Working Capital), a concern is raised as to whether sufficient short term assets are on hand to cover short term liabilities, as they become due, without having to liquidate long term or other non-current assets that would otherwise be required for ongoing operations.***

Page 3

April 1, 2020

Financial Review for RFP PNC2119994R1- Parking Access and Revenue Control Equipment and Maintenance

***Goodwill***

This is an intangible asset derived from the excess of cost paid over market value in a business acquisition. The excess cost is considered an asset under the presumption that the whole of a business, including the acquired synergy, is worth more than the sum of the acquired parts. The accounting theory presumes that this synergy will continue to benefit future periods and it is therefore accounted for as an intangible asset. If the value of Goodwill is deemed impaired, that portion is written-off. When Goodwill and other intangibles or non-business assets (like art), become significant portions of asset value, a concern could arise as to whether relevant asset value is sufficient in the event of a County claim. For the purpose of this report, all Goodwill and Intangibles in excess of 10% of Total Asset value have been reported.

Attachment – Matrix

FINANCIAL REVIEW SUMMARY



REP PAC11599401  
Parking Access and Revenue Control Equipment and Maintenance  
Agency: BCAD  
PM: Deidre Registe  
# of Responders: 6

Firm Name Confidentiality		DESIGNA Access Corporation No		Net		Debt to Equity Ratio (TL/E) <sup>1</sup>		Current Ratio (CA/CL) <sup>2</sup>	
		Financials Provided		Income/(Loss)		Total Liabilities (TL)		Current Assets (CA)	
FY Ending February 28, 2019		Audited?		Equity (E)		Total Liabilities (TL)		Current Assets (CA)	
FY Ending February 28, 2018		Y. Audited		153,027		18,540,238		18,540,238	
		Y. Audited		(3,366,261)		13,639,805		13,639,805	
				1,831		(4.05)		0.71	

Comments:

Firm Name Confidentiality		HUB Parking Technology USA, Inc. NO		Net		Debt to Equity Ratio (TL/E) <sup>1</sup>		Current Ratio (CA/CL) <sup>2</sup>	
		Financials Provided		Income/(Loss)		Total Liabilities (TL)		Current Assets (CA)	
FY Ending December 31, 2018		Audited?		Equity (E)		Total Liabilities (TL)		Current Assets (CA)	
FY Ending December 31, 2017		Y. Audited		2,799,678		28,898,357		49,454,540	
		Y. Audited		476,695		35,414,939		53,171,384	
				1,99		1.53			

Comments:

Firm Name Confidentiality		Schmidt & Bachmann USA, Inc. NO		Net		Debt to Equity Ratio (TL/E) <sup>1</sup>		Current Ratio (CA/CL) <sup>2</sup>	
		Financials Provided		Income/(Loss)		Total Liabilities (TL)		Current Assets (CA)	
FY Ending December 31, 2018		Audited?		Equity (E)		Total Liabilities (TL)		Current Assets (CA)	
FY Ending December 31, 2017		Y. Audited		(2,483,420)		32,599,419		38,017,258	
		Y. Audited		117,657		21,955,228		29,826,487	
				6.02		2.77		1.15	

Comments:

Firm Name Confidentiality		T.I.B.A.L.L.C. Yes		Net		Debt to Equity Ratio (TL/E) <sup>1</sup>		Current Ratio (CA/CL) <sup>2</sup>	
		Financials Provided		Income/(Loss)		Total Liabilities (TL)		Current Assets (CA)	
FY Ending December 31, 2018		Audited?		Equity (E)		Total Liabilities (TL)		Current Assets (CA)	
FY Ending December 31, 2017		Y. Audited							
		Y. Audited							

Comments:

Firm Name Confidentiality		FlashParking, Inc. YES		Net		Debt to Equity Ratio (TL/E) <sup>1</sup>		Current Ratio (CA/CL) <sup>2</sup>	
		Financials Provided		Income/(Loss)		Total Liabilities (TL)		Current Assets (CA)	
FY Ending December 31, 2018		Audited?		Equity (E)		Total Liabilities (TL)		Current Assets (CA)	
FY Ending December 31, 2017		Y. Audited							
		Y. Audited							

Comments:

Firm Name Confidentiality		LCN, INC. YES		Net		Debt to Equity Ratio (TL/E) <sup>1</sup>		Current Ratio (CA/CL) <sup>2</sup>	
		Financials Provided		Income/(Loss)		Total Liabilities (TL)		Current Assets (CA)	
FY Ending December 31, 2018		Audited?		Equity (E)		Total Liabilities (TL)		Current Assets (CA)	
FY Ending December 31, 2017		Y. Audited							
		Y. Audited							

- (1) Debt to Equity ratio is a measure of a company's financial leverage calculated by dividing its total liabilities by stockholders' equity. It indicates what proportion of equity and debt the company is using to finance its assets. A high debt/equity ratio generally means that a company has been aggressive in financing its growth with debt.
- (2) The Current Ratio is a liquidity ratio that measures a company's ability to pay short-term obligations. The higher the current ratio, the more capable the company is of paying its obligations. A ratio under 1.0 suggests that the company would be unable to pay off its obligations if they came due at that point.

FINANCIAL REVIEW SUMMARY



Andrew J. Meyers  
County Attorney

OFFICE OF THE COUNTY ATTORNEY  
Aviation Office  
2200 SW 45<sup>th</sup> Street, Suite 101  
Dania Beach, Florida 33312

954-359-6100 · FAX 954-359-1292

**MEMORANDUM**

**TO:** Lucho Jaramillo, Purchasing Agent

**FROM:** Carlos A. Rodriguez-Cabarrocas, Assistant County Attorney

**DATE:** April 24, 2020

**RE:** Litigation History - Parking Access and Revenue Control Equipment and Maintenance/RLI No. PNC2119994R1

Carlos A.  
Rodriguez-  
Cabarrocas  
Digitally signed by Carlos  
A. Rodriguez-Cabarrocas  
Date: 2020.05.24 09:35:30  
-04'00'

The Office of the County Attorney completed its litigation review for each vendor submittal in connection with the above-referenced RLI. Our findings for each vendor are set out below.

**1. Designa Access Corporation ("Designa")**

Designa did not disclose any litigation with the County within the past five (5) years, and our Office independently verified that there was no litigation between Designa and the County within this timeframe. Designa also did not disclose any "material" cases filed, pending, or resolved during the three (3) years prior to the solicitation response due date. In reliance on this representation, our Office did not conduct a review of any lawsuits involving Designa.

**2. FlashParking, Inc. ("FlashParking")**

FlashParking did not disclose any litigation with the County within the past five (5) years, and our Office independently verified that there was no litigation between FlashParking and the County within this timeframe. FlashParking disclosed one case that it deemed "material" that was filed, pending, or resolved during the three (3) years prior to the solicitation response due date. Our Office reviewed the "material" case disclosed by FlashParking, which is pending and alleges that FlashParking breached a contract by cancelling an order. We do not believe that this case presents a matter of concern for the solicitation.

Litigation History  
Parking Access and Revenue Control Equipment and Maintenance  
RLI No. PNC2119994R1

**3. HUB Parking Technology USA, Inc. (“HUB”)**

HUB disclosed two cases that it deemed “material” that were filed, pending, or resolved during the three (3) years prior to the solicitation response due date: *Orsi v. SP Corporation, HUB Parking Technology USA, Inc., and Broward County, Florida*, filed in the Circuit Court of the 17<sup>th</sup> Judicial Circuit in and for Broward County, Florida, and a related case filed in the United States District Court, Southern District of Florida<sup>1</sup>. HUB summarized both cases in its submittal.

These lawsuits are premised on alleged violations of the Fair and Accurate Credit Transaction Act (“FACTA”) at Fort Lauderdale-Hollywood International Airport. FACTA prohibits merchants from printing credit card receipts that contain more than the last 5 digits of the card number or the card’s expiration date. Under FACTA, customers may sue merchants who have willfully or negligently violated these requirements. The County, HUB, and SP Plus (the vendor that manages the parking facilities at the airport) are named as defendants in the FACTA lawsuits. The County has asserted crossclaims against HUB and SP Plus for defense of the lawsuits and indemnification of any damages assessed against the County. It is the County’s position that if there was a violation of FACTA, it was caused by HUB and/or SP Plus.

During discovery in the federal lawsuit, HUB responded as follows to an interrogatory propounded by the plaintiffs:

[QUESTION:] Explain in detail why, between October 27, 2016 and the present, more than the last five (5) digits of Plaintiffs and other customers’ credit card and debit card account numbers were printed on point-of-sale customer transaction receipts at the Fort Lauderdale parking facility, and identify all documents that support your explanation.

RESPONSE: HUB Parking upgraded the parking system at the Fort Lauderdale parking facility on June 28, 2018 to be better able to record auto license plates in the WebParks software from version 7.0.2 to 7.0.5. The upgrade of the software required the upgrade of an EEPROM hardware chip. The technician was supposed to use a Parameter file which told the machine what to do regarding printing certain information in the customer receipts. This file configured what to print on the receipt, such as printing the number of credit card digits. A Program file is supposed to tell the parking machine what to do; whether the machine is an entry or exit machine. Instead of using a new Parameter file, the technician upgrading the eleven machines used the pre-existing Parameter file which had been successfully used previously to program the machines. Based on what

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<sup>1</sup> HUB is also involved in a federal lawsuit initiated by the County against its insurance carrier in which the County seeks insurance coverage in connection with the lawsuits disclosed by HUB. The insurance carrier brought HUB into the lawsuit as a third-party. The County has asserted no claim against HUB in the case.

Litigation History  
Parking Access and Revenue Control Equipment and Maintenance  
RLI No. PNC2119994R1

appeared to be a malfunction it was assumed that the existing Parameter file and the new upgrade were incompatible. Out of the total number of pay stations at the parking facility, eleven machines that were reprogrammed may have misread the Program file and printed eight digits instead of five digits between June 28, 2018 and October 31, 2018. HUB Parking was informed about the malfunction by SP Plus on October 30, 2018 and within 24 hours the HUB Parking technician Rolan Patterson repaired the malfunction in the same eleven machines that had been reprogrammed on June 28. Other than HUB Parking verification on October 31 that eleven (11) parking payment machines were issuing receipts with eight (8) digits, HUB Parking cannot replicate any other receipts with more than five (5) digits of the customer credit or debit card number.

On April 5, 2019 three of the same machines that malfunctioned in the first period were replaced, which required them to be reprogrammed. After the initial reprogramming of the three machines, credit card receipts were obtained from each machine and showed that only five (5) digits were being printed on the receipts. On the same day a different technician adjusted the replacement and reprogrammed machines, using the same pre-existing Parameter file which may have caused the earlier malfunction which then caused more than five digits to print on the receipts. SP Plus advised HUB Parking of the second malfunction on April 22, 2019 and within the same day the replacement machines were fixed so that no more than five digits were issued by the three replacement machines.

The Evaluation Committee must decide whether HUB's actions related to the *Orsi* lawsuits, as set forth above, may warrant a finding that HUB is nonresponsible for purposes of this RLI.

An attorney from our Office will be present at the initial Evaluation Committee Meeting to address any concerns relating to the *Orsi* lawsuits.

**4. LCN, Inc. d/b/a Consolidated Parking, LLC ("Consolidated Parking")**

Consolidated Parking did not disclose any litigation with the County within the past five (5) years, and our Office independently verified that there was no litigation between Consolidated Parking and the County within this timeframe. Consolidated Parking disclosed one case that it deemed "material" that was filed, pending, or resolved during the three (3) years prior to the solicitation response due date. Our Office reviewed the "material" case disclosed by Consolidated Parking, which alleged that Consolidated Parking breached a shareholder agreement. The case has been resolved, and we do not believe that it presents a matter of concern for the solicitation.

Litigation History  
Parking Access and Revenue Control Equipment and Maintenance  
RLI No. PNC2119994R1

**5. Scheidt & Bachmann USA, Inc. ("S&B")**

S&B did not disclose any litigation with the County within the past five (5) years, and our Office independently verified that there was no litigation between S&B and the County within this timeframe. S&B also did not disclose any "material" cases filed, pending, or resolved during the three (3) years prior to the solicitation response due date. In reliance on this representation, our Office did not conduct a review of any lawsuits involving S&B.

**6. TIBA Parking Systems, LLC ("TIBA")**

TIBA did not disclose any litigation with the County within the past five (5) years, and our Office independently verified that there was no litigation between TIBA and the County within this timeframe. TIBA also did not disclose any "material" cases filed, pending, or resolved during the three (3) years prior to the solicitation response due date. In reliance on this representation, our Office did not conduct a review of any lawsuits involving TIBA.

The Evaluation Committee must review the submittals, this memorandum, and any questions/answers at the Evaluation Committee Meeting when determining whether any of the vendors are responsible for purposes of this RLI.

Should you have any questions or require further information regarding this memorandum, please do not hesitate to contact our Office.

CRC/ch



**AVIATION DEPARTMENT - Fort Lauderdale-Hollywood International Airport**  
2200 SW 45<sup>th</sup> Street, Suite 101 • Dania Beach, Florida 33312 • 954-359-6100

MEMORANDUM

TO: Lucho Jaramillo, Purchasing Agent

FROM: Tracy Meyer  
Aviation Risk Insurance and Contracts Manager

DATE: June 29, 2020

RE: Parking Access and Revenue Control Equipment and Maintenance  
PNC2119994R1

Approved: *For Tracy Meyer*  
Aviation Department  
Tracy Meyer, Esq.  
Risk Insurance and  
Contracts Manager  
*6/29/2020*

We have reviewed the certificates of insurance you provided from the proposers of the above referenced solicitation.

The solicitation required proposers to either provide proof of insurance (even if the minimum limits are not met), or a letter stating that the proposer can comply with the minimum insurance requirement if awarded the contract.

The requirements in this solicitation are:

Commercial General Liability  
Commercial/Business Auto Liability  
Workers Compensation/Employers' Liability  
Software/ Tech E&O  
Property Insurance  
Cyber Insurance

Below is a summary of the compliance of the proposers:

Name of Firm	Responsibility	Information Remarks
Designa:	Provided	Non-Compliant
FlashParking Inc:	Provided	Non-Compliant
HUB:	Provided	Non-Compliant
LCN:	Provided	Non-Compliant
Scheidt and Bachmann USA, Inc:	Provided	Non-Compliant
TIBA LLC:	Provided	Non-Compliant

All certificates of insurance must name Broward County as an additional insured and the certificate holder using the following address; 2200 SW 45<sup>th</sup> Street, Suite 101, Dania Beach, FL 33312.

Please advise at once if any of the proposers takes exception to any of the County's insurance standard terms and conditions.



**AVIATION DEPARTMENT - Fort Lauderdale-Hollywood International Airport**  
2200 SW 45<sup>th</sup> Street, Suite 101 • Dania Beach, Florida 33312 • 954-359-6100

**MEMORANDUM**

**DATE:** July 21, 2020

**TO:** Salustio Jaramillo, Purchasing Agent  
Purchasing Division

**FROM:** Broward County Aviation Department Information Systems

**SUBJECT:** RLI No. PNC2119994R1 Parking Access and Revenue Control Equipment and Maintenance – Additional Request Vendor Security Questionnaire (VSQ) Review

This memorandum provides a summary of the Vendor Security Questionnaires (VSQs) submitted in response to the June 19, 2020 additional request from the Selection Committee for the above referenced solicitation. Staff also reviewed the original RLI VSQ response for (1) vendor who did not respond to the June 19<sup>th</sup> additional request.

This review is intended to disclose to the Evaluation Committee whether the respondent submitted a response to the June 19, 2020 request, and to make the committee members aware of any apparent security issues. This review is not intended to express an opinion on the respondent's responses.

A PCI Responsibility Matrix was submitted by each respondent. It must be reviewed with all stakeholders involved in PCI compliance for the Parking environment at BCAD, so that each party can attest to, provide feedback on, and sign into contractual agreements to ensure overall compliance.

The following comments are brought to the attention of the Evaluation Committee:

Vendor Name	Provided/ Not Provided	Comments
Designa	Provided	<p><b><u>Note: Vendor provided a response to the June 19, 2020 request</u></b></p> <p><b>Page 1 VSQ Vendor Name:</b>  <b>Vendor Type (Manufacturer, Reseller, Other? If Other, specify.):</b>  <b>Technical Contact Name / Email Address:</b>  <b>Product Name / Description:</b>  <b>Solicitation Number and Title (If applicable):</b></p> <p><b>Vendor Response:</b> <i>Left blank</i></p> <p><b>BCAD Response:</b> <i>No update from original VSQ submitted. This information is critical for BCAD vendor management purposes. <b>Redirect</b> to BCAD Project Manager to ensure this information is completed if this vendor is selected.</i></p>

Designa	Provided	<p><b>Section 1. 25. External Parties. Does your organization outsource any aspect of the service to a third party?</b></p> <p><b>Vendor Response:</b> “Yes” – Comments: “Credit Card Processing”</p> <p><b>BCAD Response:</b> <u>Redirect</u> to BCAD Project Manager to ensure copies of PCI DSS Responsibility Matrix, AOCs and/or AOVs for all vendors are received if this vendor is selected. Also ensure vendor additional PCI DSS third-party relationships are clearly defined (e.g., sub-contractor vs. additional separate contract with BCAD). The ETS Security Requirements memo includes a check box under Managed Services; Professional Services; Third-Party Vendors and Payment Card Industry (PCI) Compliance (attached).</p>
Designa	Provided	<p><b>Section 1. 26. External Parties. Does your organization utilize any off-shore resources for development? Provide location(s).</b></p> <p><b>Vendor Response:</b> “Yes” – Comments: “Germany and Austria”</p> <p><b>BCAD Response:</b> <u>Redirect</u> to BCAD Project Manager for follow-up with County Attorney, if needed.</p>
Designa	Provided	<p><b>Section 1. 29. External Parties. Will any third party vendors process, access, transmit or store any County data?</b></p> <p><b>Vendor Response:</b> “Yes” – Comments: “Credit Card Processing”</p> <p><b>BCAD Response:</b> Same as Section 1. 25. above</p>
Designa	Provided	<p><b>Section 1. 34. Regulatory Compliance. Is this product or solution currently certified by any security standards? (e.g., PCI-DSS, HIPAA). Provide proof of compliance documentation</b></p> <p><b>Vendor Response:</b> “Yes” – Comments: “Provided within our response”</p> <p><b>BCAD Response:</b> Same as Section 1. 25. above  <u>Note:</u> Missing copy of PCI DSS Report of Validation (AOV) for DESIGNA payment application.  P.235 from RLI response includes a copy of a Certificate of PCI Compliance for Payment Application Data Security Standard v3.2, DESIGNA Payment Module, Application Version 3.0, by Adsigno AG, QSA Company, Revalidation date: July 21, 2020.  P.236 from RLI response includes a copy of Service Provider PCI Attestation of Compliance (AOC) for ADVAM PTY LTD ABN 97 112 038 169 dated May 3, 2019, validated by third-party QSA.</p>

Designa	Provided	<p><b>Section 2. 4.b) Supporting Documentation. Network connectivity requirements</b></p> <p><b>Vendor Response:</b> <i>No response – No Comments</i></p> <p><b>BCAD Response:</b> <i>No update from original VSQ submitted. This information is critical if network connectivity is needed.</i>  <u><b>Redirect</b></u> <i>to BCAD Project Manager to ensure this information is completed if this vendor is selected.</i></p>
Designa	Provided	<p><b>Section 2. 12 Secure Software Design/Testing. Is the software currently certified by any security standards? (e.g., PCI-DSS). Provide standards.</b></p> <p><b>Vendor Response:</b> <i>“Yes” – Comments: “Provided within our response”</i></p> <p><b>BCAD Response:</b> <i>Same as Section 1. 25. above</i></p>
Designa	Provided	<p><b>Section 2. 31. Encryption. Does software have built-in encryption controls? List controls.</b></p> <p><b>Vendor Response:</b> <i>“Yes” – Comments: “Refer to Credit Card Processor”</i></p> <p><b>BCAD Response:</b> <i>This question refers to the “vendor” software solution.</i>  <u><b>Redirect</b></u> <i>to BCAD Project Manager to ensure this information is completed if this vendor is selected. The ETS Security Requirements memo includes a check box under Payment Card Industry (PCI) Compliance (attached).</i></p>
Designa	Provided	<p><b>Section 2. 39 Regulatory Compliance. Is the software or solution currently certified by any security standards (e.g., PCI-DSS, HIPAA)? Provide proof of compliance documentation.</b></p> <p><b>Vendor Response:</b> <i>“Yes” – Comments: “Provided within our response”</i></p> <p><b>BCAD Response:</b> <i>Same as Section 1. 25. above</i></p>

Scheidt & Bachmann USA Inc.	Provided	<p><b><u>Note: Vendor provided a response to the June 19, 2020 request</u></b></p> <p><b>Section 1. 12. Payment Card Industry (PCI) environments - Applicable only if Organization or its third party partner processes or collection credit card information. Does your organization maintain a file integrity monitoring program to ensure critical file system changes are monitored and approved with respect to Confidential County data?</b></p> <p><b>Vendor Response:</b> <i>No response – No Comments</i></p> <p><b>BCAD Response:</b> <i>No update from original VSQ submitted. <u>Redirect</u> to BCAD Project Manager to ensure this information is completed if this vendor is selected. The ETS Security Requirements memo includes a check box under Payment Card Industry (PCI) Compliance (attached).</i></p>
Scheidt & Bachmann USA Inc.	Provided	<p><b>Section 1. 26. External Parties. Does your organization utilize any off-shore resources for development? Provide location(s).</b></p> <p><b>Vendor Response:</b> <i>“Yes” – Comments: “Germany”</i></p> <p><b>BCAD Response:</b> <i><u>Redirect</u> to BCAD Project Manager for follow-up with County Attorney, if needed</i></p>

Scheidt & Bachmann USA Inc.	Provided	<p><b>Section 1. 34. Regulatory Compliance. Is this product or solution currently certified by any security standards? (e.g., PCI-DSS, HIPAA). Provide proof of compliance documentation</b></p> <p><b>Vendor Response:</b> <i>No response – Comments: “Attached”</i></p> <p><b>BCAD Response:</b> <u>No update from original VSQ submitted.</u>  <i>NOTE: No actual copies of PCI AOCs/ROVs for vendor or vendor third party partners were included.</i>  <i>P. 76 references <b>screen shot</b> from PCI DSS website for Entervo Bankcard Payment Application v3.0.x, Acceptable for New Deployments, Revalidation date 25 Aug 2017 &amp; Expiry Date 28 Oct 2019.</i>  <i>P. 77 references Grant Thornton New Zealand Ltd <b>Certificate of compliance</b> PCI DSS v3.2.1 for Payment Express Inc. (US), Level 1 Service Provider, Validation: 10 October 2018, Renewal 10 October 2019.</i>  <i>P. 97 references Transaction Services Contact &amp; Contactless EMV Readers included and states “...Owner to set up agreement directly with Transaction Services to determine transaction fees.”</i>  <i>p. 347 references <b>screen shot</b> from PCI DSS website for Entervo Bankcard Payment Application, v4.0x, PCI DSS v3.2, Acceptable for New Deployments, Revalidation Date: 31 Jan 2021, Expiry Date: 28 Oct 2022</i>  <u><b>Redirect</b></u> to BCAD Project Manager to ensure copies of PCI DSS Responsibility Matrix, AOCs and/or AOVs for all vendors are received if this vendor is selected. Also ensure vendor additional PCI DSS third-party relationships are clearly defined (e.g., sub-contractor vs. additional separate contract with BCAD). The ETS Security Requirements memo includes a check box under Payment Card Industry (PCI) Compliance (attached).</p>
Scheidt & Bachmann USA Inc.	Provided	<p><b>Section 2. 5. Software Installation Requirements. Can the application and service account used to run the application be configured to run as non-privileged users (e.g., non-Local Administrator rights)</b></p> <p><b>Vendor Response:</b> <i>“No” – Comments: “The software is installed and runs under the local administrator account. The password for this account is known only to the application.”</i></p> <p><b>BCAD Response:</b> <i>ETS standards are to run applications under regular user privileges not local administrator privileges.</i>  <u><b>Redirect</b></u> to BCAD Project Manager to determine if risk is accepted and provide an update for the BCAD Risk Register if this vendor is selected.</p>

Scheidt & Bachmann USA Inc.	Provided	<p><b>Section 2. 39. Regulatory Compliance. Is the software or solution currently certified by any security standards (e.g., PCIDSS, HIPAA)? Provide proof of compliance documentation.</b></p> <p><b>Vendor Response:</b> "Yes" – Comments: "Attached"</p> <p><b>BCAD Response:</b> Same as response for Section 1. 34 above</p>
Scheidt & Bachmann USA Inc.	Provided	<p><b>Section 3. 21. Regulatory Compliance, Is the hardware currently certified by any security standards (e.g., PCI-DSS, HIPAA). Provide proof of compliance documentation.</b></p> <p><b>Vendor Response:</b> "Yes" – Comments: "PARCS application is PCI-PADSS. EMV solution proposed (provided by our partner Transaction Services) is a PCI-DSS Level 1 certified provider."</p> <p><b>BCAD Response:</b> Same as response for Section 1. 34 above</p>
FlashParking	Provided	<p><b><u>Note: Vendor provided a response to the June 19, 2020 request</u></b></p> <p><b>Section 1. 5. a) Supporting Documentation, Provide the following: Workflow diagram of stored or transmitted information (for SaaS and Hosting Services only)</b></p> <p><b>Vendor Response:</b> "No" – Comments: "This requires a signed nda"</p> <p><b>BCAD Response:</b> <u>Vendor updated original VSQ submitted Redirect</u> to BCAD Project Manager to ensure this information is completed if this vendor is selected since the Vendor responded yes under Section 1. Question 1.</p>
FlashParking	Provided	<p><b>Section 1. 5. c) Supporting Documentation, Provide the following: Secure Coding standard (for Application Development Services only)</b></p> <p><b>Vendor Response:</b> "No" – Comments: "To provide upon award, with clarification of request"</p> <p><b>BCAD Response:</b> <u>Redirect</u> to BCAD Project Manager to ensure this information is completed if this vendor is selected since the Vendor responded yes under Section 1. Question 3.</p>
FlashParking	Provided	<p><b>Section 1. 5. d) Supporting Documentation, Provide the following: Application Coding standard (for Application Development Services only)</b></p> <p><b>Vendor Response:</b> "No" – Comments: "To provide upon award, with clarification of request"</p> <p><b>BCAD Response:</b> Same as Section 1.5.c) above</p>

FlashParking	Provided	<p><b>Section 1. 9. Audit Reporting Requirements. Does your organization have a current Service Organization Controls (SOC) II, Type II report, inclusive of all five Trust Service Principles (Security, Availability, Processing Integrity, Confidentiality, and Privacy?).</b> (Note: For any SaaS or hosted application, the SOC report should be for the organization or application specifically, not the datacenter only.)</p> <p><b>Vendor Response:</b> “No” – Comments: “MS Azure may have the ability to produce this.”</p> <p><b>BCAD Response:</b> <u>Redirect</u> to BCAD Project Manager to clearly define vendor relationship with MS Azure (e.g., sub-contractor vs. additional separate contract with BCAD) and obtain PCI DSS Responsibility Matrix, AOCs and/or AOVs for all third-party vendors, if applicable. The ETS Security Requirements memo includes a check box under Payment Card Industry (PCI) Compliance (attached).</p>
FlashParking	Provided	<p><b>Section 1. 23. External Parties. Does your organization have Disaster Recovery and Continuity of Operations plans where third-party dependencies are concerned?</b></p> <p><b>Vendor Response:</b> “Yes” – Comments: “Managed by MS Azure.”</p> <p><b>BCAD Response:</b> Same as Section 1. 9. above</p>
FlashParking	Provided	<p><b>Section 1. 34. Regulatory Compliance, Is this product or solution currently certified by any security standards? (e.g., PCI-DSS, HIPAA). Provide proof of compliance documentation</b></p> <p><b>Vendor Response:</b> “Yes”</p> <p><b>BCAD Response:</b> <u>This information was updated from the originally submitted VSQ.</u> P. 174 from RLI response includes a copy of the PCI Service Provider AOC for FlashParking, Inc. dated January 31, 2020, validated by third-party QSA. No copies of PCI AOC for Payment Express/Windcave were provided for the vendor listed as part of the solution. <u>Redirect</u> to BCAD Project Manager to ensure copies of PCI DSS Responsibility Matrix, AOCs and/or AOVs for all vendors are received if this vendor is selected. Also ensure vendor additional PCI DSS third-party relationships are clearly defined (e.g., sub-contractor vs. additional separate contract with BCAD). The ETS Security Requirements memo includes a check box under Payment Card Industry (PCI) Compliance (attached).</p>

FlashParking	Provided	<p><b>Section 1. 32. Information Security Policy &amp; Procedures. Does your organization have documented standard policies and procedures for security and compliance?</b></p> <p><b>Vendor Response:</b> “Yes” – Comments: “Managed by MS Azure.”</p> <p><b>BCAD Response:</b> Same as Section 1. 9. above</p>
FlashParking	Provided	<p><b>Section 1. 59. Data Security. Are employees allowed to connect to customer environments remotely (e.g., working from home, public Wi-Fi access)?</b></p> <p><b>Vendor Response:</b> “N/A” – Comments: “Flashparking is a cloud based environment which allows access through any computer or mobile device.”</p> <p><b>BCAD Response:</b> <u>Redirect</u> to BCAD Project Manager to ensure security alerts are in alignment with PCI DSS requirements. The ETS Security Requirements memo includes a check box under Remote Access (attached).</p>
FlashParking	Provided	<p><b>Section 1. 74. Vulnerability Assessment and Remediation. Does your organization have a security patch management cycle in place to address identified vulnerabilities?</b></p> <p><b>Vendor Response:</b> “Yes” – Comments: “Managed by MS Azure.”</p> <p><b>BCAD Response:</b> Same as Section 1. 9. above</p>
FlashParking	Provided	<p><b>Section 1. 79. Security Monitoring. Does your organization periodically review system activity? Provide frequency.</b></p> <p><b>Vendor Response:</b> “No” – Comments: “Not unless alerted.”</p> <p><b>BCAD Response:</b> <u>Redirect</u> to BCAD Project Manager to ensure security monitoring aligns with PCI DSS requirements. The ETS Security Requirements memo includes a check box under Payment Card Industry (PCI) Compliance (attached).</p>
FlashParking	Provided	<p><b>Section 1. 96. Antivirus. Does your organization have a process for detecting and reporting malicious software?</b></p> <p><b>Vendor Response:</b> “N/A” – Comments: “Not required on the front end.”</p> <p><b>BCAD Response:</b> <u>Redirect</u> to BCAD Project Manager to ensure antivirus aligns with PCI DSS requirements. The ETS Security Requirements memo includes a check box under Payment Card Industry (PCI) Compliance (attached).</p>

FlashParking	Provided	<p><b>Section 1. 97. Network Defense and Host Intrusion Prevention Systems. Does your organization have any Intrusion Protection System (IPS) in place for your environment?</b></p> <p><b>Vendor Response:</b> “Yes” – <i>Comments: “Managed by MS Azure.”</i></p> <p><b>BCAD Response:</b> <i>Same as Section 1. 9. above</i></p>
FlashParking	Provided	<p><b>Section 1. 104. Incident Management. In the event of a major security incident or data breach, do you provide the County a third party digital forensics/incident report?</b></p> <p><b>Vendor Response:</b> “No” – <i>Comments: “MS Azure may have the ability to produce this.”</i></p> <p><b>BCAD Response:</b> <i>Same as Section 1. 9. above</i></p>
FlashParking	Provided	<p><b>Section 1. 106. Incident Management. Does your organization have a formal incident response and data breach notification plan and team?</b></p> <p><b>Vendor Response:</b> “Yes” – <i>Comments: “Managed by MS Azure.”</i></p> <p><b>BCAD Response:</b> <i>Same as Section 1. 9. above</i></p>
FlashParking	Provided	<p><b>Section 1. 111. Disaster Recovery Plan &amp; Backups. Does your organization have a mechanism to back up critical IT systems and Confidential data? Describe.</b></p> <p><b>Vendor Response:</b> “Yes” – <i>Comments: “Managed by MS Azure.”</i></p> <p><b>BCAD Response:</b> <i>Same as Section 1. 9. above</i></p>
FlashParking	Provided	<p><b>Section 1. 112. Disaster Recovery Plan &amp; Backups. Does your organization periodically test your backup/restoration plan by restoring from backup media?</b></p> <p><b>Vendor Response:</b> “Yes” – <i>Comments: “Managed by MS Azure.”</i></p> <p><b>BCAD Response:</b> <i>Same as Section 1. 9. above</i></p>
FlashParking	Provided	<p><b>Section 1. 113. Disaster Recovery Plan &amp; Backups. Does your organization have a disaster recovery plan?</b></p> <p><b>Vendor Response:</b> “Yes” – <i>Comments: “Managed by MS Azure.”</i></p> <p><b>BCAD Response:</b> <i>Same as Section 1. 9. above</i></p>

FlashParking	Provided	<p><b>Section 1. 114. Disaster Recovery Plan &amp; Backups. Are disaster recovery plans updated and tested at least annually?</b></p> <p><b>Vendor Response:</b> “Yes” – Comments: “Managed by MS Azure.”</p> <p><b>BCAD Response:</b> Same as Section 1. 9. above</p>
FlashParking	Provided	<p><b>Section 1. 127. Application Development - This section is applicable only if Organization is providing Application Development Services. Does your organization use an independent 3rd party for periodic security penetration testing?</b></p> <p><b>Vendor Response:</b> “Yes” – Comments: “Managed by MS Azure.”</p> <p><b>BCAD Response:</b> Same as Section 1. 9. above</p>
FlashParking	Provided	<p><b>Section 3. 21. Regulatory Compliance. Is the hardware currently certified by any security standards? (e.g., PCI-DSS, HIPAA). Provide proof of compliance documentation.</b></p> <p><b>Vendor Response:</b> “Yes” – Comments: “Hardware is a component of our fully compliant level 1 pci certification.”</p> <p><b>BCAD Response:</b> Same as Section 1. 9. above</p>
FlashParking	Provided	<p><b>Section 3. 22. Regulatory Compliance. Is the hardware currently certified by any security standards? (e.g., PCI-DSS, HIPAA). Provide proof of compliance documentation.</b></p> <p><b>Vendor Response:</b> “Yes” – Comments: “We process credit transactions but never store or pass that data through our syste. CCs are encrypted at the head.”</p> <p><b>BCAD Response:</b> Same as Section 1. 9. above</p>
LCN, Inc. dba Consolidated Parking Equipment (SKIDATA, Inc.)	Provided	<p><b><u>Note: Vendor provided an updated VSQ and the following: CPE – QIR – DOCS, PCI – Diagram, SKIDATA PCI Docs – Merged and SystemRequirements290000-4x0-2-1-en-int documents with the response to the June 19, 2020 request</u></b></p> <p><b>Section 1. 4. REQUIRED: Will your organization provide MANAGED OR PROFESSIONAL SERVICES?</b></p> <p><b>Vendor Response:</b> “No”</p> <p><b>BCAD Response:</b> Questions 5 through 133 were left blank <b><u>Redirect</u></b> to BCAD Project Manager to ensure Section 1 is completed in its entirety if vendor selected. The ETS Security Requirements memo includes a check box under Managed Services; Professional Services; Third-Party Vendors (attached).</p>

LCN, Inc. dba Consolidated Parking Equipment (SKIDATA, Inc.)	Provided	<p><b>Section 2. 1. REQUIRED: Will your organization provide SOFTWARE INSTALLED LOCALLY IN COUNTY NETWORK?</b></p> <p><b>Vendor Response: "No"</b></p> <p><b>BCAD Response:</b> <i>Vendor responded No, yet answered all the questions in Section 2.</i>  <b><u>Redirect</u></b> to BCAD Project Manager for clarification of Reseller roles and responsibility for the solution proposed if this vendor is selected.</p>
LCN, Inc. dba Consolidated Parking Equipment (SKIDATA, Inc.)	Provided	<p><b>Section 2. 5. Software Installation Requirements. Can the application and service account used to run the application be configured to run as non-privileged users (e.g., non-Local Administrator rights)</b></p> <p><b>Vendor Response: "No"</b></p> <p><b>BCAD Response:</b> <i>ETS standards are to run applications under regular user privileges not local administrator privileges.</i>  <b><u>Redirect</u></b> to BCAD Project Manager to determine if risk is accepted and provide an update for the BCAD Risk Register if this vendor is selected.</p>

LCN, Inc. dba Consolidated Parking Equipment (SKIDATA, Inc.)	Provided	<p><b>Section 2. 12 Is the software currently certified by any security standards? (e.g., PCIDSS). Provide standards</b></p> <p><b>Vendor Response:</b> "Yes"</p> <p><b>BCAD Response:</b> <u>Vendor updated their original response</u>  <i>NOTE: p.4 or Original response references separate contracts are required for Windcave, SMS Valet and ParkMobile;</i>  <i>p. 178 PCI v3.2.1 Service Provider AOC for Windcave, p. 187 ROC completion date <b>October 7, 2019</b>;</i>  <i>p. 277 SKIDATA Parking.Logic v12.00.xx PCI PDSS / PA DSS v.10.02, 13.06.2018, Implementation Guide;</i>  <i>p. 338 references SKIDATA PARKING.LOGIC 10.00.xx PCI PA-DSS OUT OF SCOPE WHITE PAPER;</i>  <i>p. 417 PCI Qualified Integrator and Reseller (QIR), Jorge Aparico, Certificate Number: 601-774, Expires 08 March 2021;</i>  <i>p. 418 PCI Qualified Integrator and Reseller (QIR), Robert Mancl, Certificate Number: 602-288, Expires 10 March 2021;</i>  <i>p. 419 PCI v3.2 PA-DSS Attestation of Validation, Parking Logic v12.00.xx, p. 424 PA-DSS AOV dated 22 June 2018;</i>  <i>Note: No PCI Service Provider AOC for 3C Integra P2PE Solution, SMS Valet, ParkMobile from proposer.</i>  <b>Redirect</b> to BCAD Project Manager to ensure current copies of PCI DSS Responsibility Matrix, AOCs and/or AOVs for all vendors are received if this vendor is selected. Also ensure vendor additional PCI DSS third-party relationships are clearly defined (e.g., sub-contractor vs. additional separate contract with BCAD). The ETS Security Requirements memo includes a check box under Payment Card Industry (PCI) Compliance (attached).</p>
LCN, Inc. dba Consolidated Parking Equipment (SKIDATA)	Provided	<p><b>Section 2. 15. Is your organization outsourcing any aspect of the service to a third party?</b></p> <p><b>Vendor Response:</b> "No"</p> <p><b>BCAD Response:</b> <u>Vendor updated their original response</u> - Same as Section 2. 12 above</p>

LCN, Inc. dba Consolidated Parking Equipment SKIDATA, Inc.)	Provided	<p><b>Section 2. 39. Is the software or solution currently certified by any security standards (e.g., PCI-DSS, HIPAA)? Provide proof of compliance documentation.</b></p> <p><b>Vendor Response:</b> "Yes"</p> <p><b>BCAD Response:</b> <u>Vendor updated their original response - Same as Section 2. 12 above</u></p>
LCN, Inc. dba Consolidated Parking Equipment (SKIDATA, Inc.)	Provided	<p><b>Section 3. 21. Regulatory Compliance, Is the hardware currently certified by any security standards (e.g., PCI-DSS, HIPAA). Provide proof of compliance documentation.</b></p> <p><b>Vendor Response:</b> "Yes" – Comments: "See attached implementation guide."</p> <p><b>BCAD Response:</b> Same as Section 2. 12 above</p>
TIBA Parking Systems	Provided	<p><b><u>Note: Vendor provided an updated VSQ and PXUS 2018 PCI-DSS-v3 2 1-AOC Final, TIBAArchitecturev0.3 Final Docs with the response to the June 19, 2020 request</u></b></p> <p><b>Section 1. 4. Question 4 - REQUIRED: Will your organization provide MANAGED OR PROFESSIONAL SERVICES (UNSUPERVISED BY COUNTY PERSONNEL)? (Note: "Managed or Professional Services" used herein refers to unsupervised (by County personnel) installation, configuration, and maintenance or monitoring of systems, applications or infrastructure related to your organization's proposed solution.)</b></p> <p><b>Vendor Response:</b> "No"</p> <p><b>BCAD Response:</b> Vendor responded N/A to questions 5 through 133 with comments on question 5: Section 1 is N/A. TIBA proposed an On-Premise Solution to meet RFP Specification. TIBA does however offer a Cloud-Based Solution utilizing Amazon Web Services (AWS) if preferred. <b><u>Redirect</u></b> to BCAD Project Manager to ensure the following: Section 1 is completed in its entirety if vendor selected. The ETS Security Requirements memo includes a check box under Managed Services; Professional Services; Third-Party Vendors (attached).</p>

TIBA Parking Systems	Provided	<p><b>Section 1. 10. Payment Card Industry (PCI) environments - Applicable only if Organization or its third party partner processes or collection credit card information. Does your organization have a current Payment Card Industry (PCI) certification (e.g., Attestation of Compliance (AOC), Self-Assessment Questionnaire (SAQ))?</b></p> <p><b>Vendor Response:</b> "N/A"</p> <p><b>BCAD Response:</b> <u>Vendor updated original VSQ submitted</u>  <u>Note:</u> p. 280-281 Exhibit Q - PCI Certifications references Payment Express Limited, Solution Name: Payment Express P2PE Solution, Reference #: 2019-00742.004, Version: P2PE v2.0, P2PE Assessors: UL Transaction Security PTY Ltd., Regions Served: GLOBAL, Reassessment Date: 16 Jul 2022  p. 282 references <u>Trustwave PCI DSS Certificate of Compliance</u> - Windcave Inc (US) SP Level 1, PCI DSS v3.2.1, expires October 7, 2020  p. 283 is a copy of a PCI DSS QIR Certificate for Paul Hays - Certificate Number: 601-412, Expiration Date: 30 July 2019  p. 33 reference TIBA as PCI PA-DSS 3.2 Certified Manufacturer and IT staff are Qualified Integrator and Reseller (QIR) Certified  p. 44 references Additional PCI Compliance Details: Chauntry Online Booking/Frequent Parker Program; TIBA Parking Systems; ZipPark Valet Management System (P2PE) using Ingenico's iCMP. Also states "...Valet system uses a PCI Level Credit Card provider separate from Chauntry and TIBA."  <u>Note:</u> No PCI DSS Service Provider AOC for Chauntry or ZipPark provided by proposer  <u>Redirect</u> to BCAD Project Manager to ensure current copies of PCI DSS Responsibility Matrix, AOCs and/or AOVs for all vendors are received as well as any vendor additional PCI DSS third-party relationships are clearly defined (e.g., sub-contractor vs. additional separate contract with BCAD). The ETS Security Requirements memo includes a check box under Payment Card Industry (PCI) Compliance (attached).</p>
TIBA Parking Systems	Provided	<p><b>Section 1. 11. Payment Card Industry (PCI) environments - Applicable only if Organization or its third party partner processes or collection credit card information. Will the product or solution process or collect credit card information?</b></p> <p><b>Vendor Response:</b> "N/A"</p> <p><b>BCAD Response:</b> <u>Vendor updated original VSQ submitted</u>  This response conflicts with documentation submitted within the vendor response. See Section 1. 10. above</p>

TIBA Parking Systems	Provided	<p><b>Section 1. 12. Payment Card Industry (PCI) environments - Applicable only if Organization or its third party partner processes or collection credit card information. Does your organization maintain a file integrity monitoring program to ensure critical file system changes are monitored and approved with respect to Confidential County data?</b></p> <p><b>Vendor Response:</b> "N/A"</p> <p><b>BCAD Response:</b> <u>Vendor updated original VSQ submitted</u> This response conflicts with documentation submitted within the vendor response. See Section 1. 10. above</p>
TIBA Parking Systems	Provided	<p><b>Section 1. 34. Regulatory Compliance. Is the product or solution currently certified by any security standards? (e.g., PCI-DSS, HIPAA). Provide proof of compliance documentation.</b></p> <p><b>Vendor Response:</b> "N/A"</p> <p><b>BCAD Response:</b> <u>Vendor updated original VSQ submitted</u> This response conflicts with documentation submitted within the vendor response. See Section 1. 10. above</p>
TIBA Parking Systems	Provided	<p><b>Section 2. 15. Secure Software Design/Testing. Is your organization outsourcing any aspect of the service to a third party?</b></p> <p><b>Vendor Response:</b> "No"</p> <p><b>BCAD Response:</b> This response conflicts with documentation submitted within the vendor response. Same as Section 1. 10. above</p>
TIBA Parking Systems	Provided	<p><b>Section 2. 39. Is the software or solution currently certified by any security standards (e.g., PCI-DSS, HIPAA)? Provide proof of compliance documentation.</b></p> <p><b>Vendor Response:</b> "Yes" – Comments: "Please see submittal Exhibit Q"</p> <p><b>BCAD Response:</b> Same as Section 1. 10. above</p>

TIBA Parking Systems	Provided	<p><b>Section 3. 21. Regulatory Compliance. Is the hardware currently certified by any security standards? (e.g., PCI-DSS, HIPAA). Provide proof of compliance documentation.</b></p> <p><b>Vendor Response:</b> "Yes" – Comments: "TIBA is a PCI compliant PA-DSS 3.2 Certified Manufacturer and the proposed vendor for P2PE Credit Card Processing, Windcave (formerly Payment Express) is PA DSS compliant and uses DUKPT key management"</p> <p><b>BCAD Response:</b> Same as Section 1. 10. above</p>
HUB	Provided w/original RLI response	<p><b><u>Note: Vendor did not provide a response to the June 19, 2020 request</u></b></p> <p><b>Section 1. 4. REQUIRED: Will your organization provide MANAGED OR PROFESSIONAL SERVICES?</b></p> <p><b>Vendor Response:</b> "Yes" – Comments: "We will have a Proj Manager and a Dedicated Tech and Help Desk"</p> <p><b>BCAD Response:</b> Questions 5 through 133 were left blank <b><u>Redirect</u></b> to BCAD Project Manager to ensure Section 1 is completed in its entirety if vendor selected. The ETS Security Requirements memo includes a check box under Managed Services; Professional Services; Third-Party Vendors (attached).</p>
HUB	Provided w/original RLI response	<p><b>Section 2. 3. a) Supporting Documentation. Provide the following: a) Hardware and Software requirements (i.e. Operating System, CPUs, RAM).</b></p> <p><b>Vendor Response:</b> Left blank</p> <p><b>BCAD Response:</b> Vendor responded Yes for Software Installed Locally in County's network. <b><u>Redirect</u></b> to BCAD Project Manager to ensure this is completed in its entirety if vendor selected. The ETS Security Requirements memo includes a check box under Software Installed in County's Network (attached).</p>
HUB	Provided w/original RLI response	<p><b>Section 2. 4. b) Supporting Documentation. Network connectivity requirements.</b></p> <p><b>Vendor Response:</b> Left blank</p> <p><b>BCAD Response:</b> Vendor responded Yes for Software Installed Locally in County's network. <b><u>Redirect</u></b> to BCAD Project Manager to ensure this is completed in its entirety if vendor selected. The ETS Security Requirements memo includes a check box under Software Installed in County's Network (attached).</p>

HUB	Provided w/original RLI response	<p><b>Section 2. 5. Software Installation Requirements. Can the application and service account used to run the application be configured to run as non-privileged users (e.g., non-Local Administrator rights)</b></p> <p><b>Vendor Response: "No"</b></p> <p><b>BCAD Response:</b> ETS standards are to run applications under regular user privileges not local administrator privileges.  <u><b>Redirect</b></u> to BCAD Project Manager to determine if risk is accepted and provide an update for the BCAD Risk Register if this vendor is selected.</p>
HUB	Provided w/original RLI response	<p><b>Section 2. 15. Secure Software Design/Testing. Is your organization outsourcing any aspect of the service to a third party?</b></p> <p><b>Vendor Response: "Yes" – Comments: "P2PE Vendor – Windcave (formerly Payment Express)"</b></p> <p><b>BCAD Response:</b> <u><b>Redirect</b></u> to BCAD Project Manager to ensure copies of PCI DSS Responsibility Matrix, AOCs and/or AOVs for all vendors are received if this vendor is selected. Also ensure vendor additional PCI DSS third-party relationships are clearly defined (e.g., sub-contractor vs. additional separate contract with BCAD). The ETS Security Requirements memo includes a check box under Payment Card Industry (PCI) Compliance (attached).</p>
HUB	Provided w/original RLI response	<p><b>Section 2. 39 Regulatory Compliance. Is the software or solution currently certified by any security standards (e.g., PCI-DSS, HIPAA)? Provide proof of compliance documentation.</b></p> <p><b>Vendor Response: "Yes" – Comments: "PA-DSS"</b></p> <p><b>BCAD Response:</b> Same as 2.15 above  <u><b>NOTE:</b></u> No evidence of PCI AOV for WebPARCS v7.1.XX, v8.0 or Service Provider AOC for Windcave provided by proposer  p. 93 references an upgrade to WebPARCS 8.0 with no evidence of PCI AOV  p. 164 Exhibit 3 references "Proof of PA DSS Validation...WebPARCS and ZEAG Management System have PA-DSS 3.1 and 3.2 validations, respectively. Payment Express' P2PE solution is certified for v2.0 validation....<a href="https://www.pcisecuritystandards.org/assessors_and_solution/payment_applications">https://www.pcisecuritystandards.org/assessors_and_solution/payment_applications</a>"  p. 165 references a <u>screen shot</u> from PCI DSS website for WebPARCS Version #: 7.1.X.X, Validated According to PA-DSS v3.1, 28 Oct 2019, <u>Expiry 28 Oct 2019</u>, Coalfire Systems, Inc. and a PA-DSS Compliance Statement</p>

HUB	Provided w/original RLI response	<p><b>Section 2. 1. REQUIRED: Will your organization provide HARDWARE?</b></p> <p><b>Vendor Response:</b> <i>Left blank</i></p> <p><b>BCAD Response:</b> <i>Vendor completed questions 1 through 23 for this section.</i>  <b><u>Redirect</u></b> <i>to BCAD Project Manager to ensure this information is completed if this vendor is selected.</i></p>
HUB	Provided w/original RLI response	<p><b>Section 3. 21. Regulatory Compliance. Is the hardware currently certified by any security standards? (e.g., PCI-DSS, HIPAA). Provide proof of compliance documentation.</b></p> <p><b>Vendor Response:</b> <i>"Yes" – Comments: "Approved HW on PCI Website – also Approved P2PE"</i></p> <p><b>BCAD Response:</b> <i>Same as Section Same as 2.15 above</i></p>

cc: Angela Scott, Information Systems Administrator, BCAD IS  
Natalie Foster Johnson, Information Systems Manager, BCAD IS  
Mary Johnson, Information Technology Specialist, BCAD IS  
John Pokryfke, Enterprise Director of Operations, BCAD  
Patti Clark, Enterprise Assistant Director of Operations, BCAD  
Ron Oster, Airport Manager, BCAD Operations  
Dedrie Registe, Contracts Grant Administrator Senior, BCAD Operations

/Attachments



**Vendor Reference Verification Form**

Broward County Solicitation No. and Title:

PNC2119994R1 PARKING ACCESS AND REVENUE CONTROL EQUIPMENT AND MAINTENANCE

Reference for: DESIGNA ACCESS CORPORATION

Organization/Firm Name providing reference:

MUSEUM OF SCIENCE + INDUSTRY

Contact Name: ERIC ANTIZAK Title: SENIOR MNGR, GARAGE + THEATER Reference date: 2/7/20

Contact Email: ERIC.ANTIZAK@MSICHICAGO.ORG Contact Phone: 773 947 2648

Name of Referenced Project: MUSEUM OF SCIENCE AND INDUSTRY, CHICAGO

Contract No. N/A Date Services Provided: 2/19 to ONGOING Project Amount: \$260,000

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor: COMPLETE INSTALL OF DESIGNA PARKING SYSTEM IN MSI GARAGE. 6 ENTRY/EXIT TERMINALS, 6 APS, WORK-STATION, TRAINING ON SOFTWARE. SUPPORT + SERVICE AGREEMENT.

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

\*\*\*THIS SECTION FOR COUNTY USE ONLY\*\*\*

Verified via: ☒ EMAIL ☐ VERBAL Verified by: D. Registe Division: BC Aviation Dept Date: 06/16/2020

All information provided to Broward County is subject to verification. Vendor acknowledges that inaccurate, untruthful, or incorrect statements made in support of this response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to Section 21.119 of the Broward County Procurement Code.



### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

PNC2119994R1 PARKING ACCESS AND REVENUE CONTROL EQUIPMENT AND MAINTENANCE

Reference for: DESIGNA Access Corporation

Organization/Firm Name providing reference:

PORT AUTHORITY OF NEW YORK AND NEW JERSEY

Contact Name: Kyle Sundin

Title: Manager Airport P

Reference date: 03/03/2020

Contact Email: ksundin@panyn.gov

Contact Phone: 212.435.3804

Name of Referenced Project: Newark Liberty International Airport

Contract No.

Date Services Provided:

Project Amount:

4600011027

11/28/2016

to

03/03/2020

\$ 9,163,246.00

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service			<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:			<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:			<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:			<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

Contract value above is for Equipment only. The System was put into revenue service progressively, with all Equipment being operational on October 21, 2019. The Contract also includes a six (6) year Maintenance Contract totaling \$11,192,024

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# Vendor Reference Verification Form

Broward County Solicitation No. and Title:

PNC2119994R1 PARKING ACCESS AND REVENUE CONTROL EQUIPMENT AND MAINTENANCE

Reference for: DESIGNA Access Corporation

Organization/Firm Name providing reference:

Wilmington International Airport

Contact Name: Miles Bielec

Title: Parking Manager

Reference date: 04/21/2020

Contact Email: mbielec@usaparkingsystem.com

Contact Phone: 919 434 1707

Name of Referenced Project: Wilmington International Airport

Contract No.

Date Services Provided:

Project Amount:

09/01/2018 to 04/23/2020

\$ 400,000.00

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Replacement of Parking Access and Revenue Control System

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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Verified by: D. Registe

BC Aviation Dept. Division:      Date: 06/16/2020

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Broward County Board of  
County Commissioners



### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

PNC2119994R1 - Parking Access and Revenue Control Equipment and Maintenance

Reference for: FLASH PARKING

Organization/Firm Name providing reference:

Platinum Parking

Contact Name: ESTEBAN MEDINA Title: FACILITY MGR Reference date: 4/20/2020

Contact Email: Emedina@PlatinumParking.US Contact Phone: (786) 238-3046

Name of Referenced Project: BAYSIDE MARKETPLACE

Contract No. N/A Date Services Provided: N/A to N/A Project Amount: \$1.2M

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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Broward County Board of  
County Commissioners

Exhibit B  
Bid PNC2119994R1  
Page 42 of 61



### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

PNC2119994R1 - Parking Access and Revenue Control Equipment and Maintenance

Reference for: Flash Parking

Organization/Firm Name providing reference:

SP Plus

Contact Name: Joaquin Rojas Title: Senior Manager

Reference date: 4/21/2020

Contact Email: jrojas@spplus.com

Contact Phone: 305-297-2573

Name of Referenced Project: Port Miami Terminal A

Contract No.

Date Services Provided:

Project Amount: \$600,000

NA

10/2018 to Present

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

#### Description of services provided by Vendor:

Please rate your experience with the referenced Vendor:

1. Vendor's Quality of Service

a. Responsive

b. Accuracy

c. Deliverables

2. Vendor's Organization:

a. Staff expertise

b. Professionalism

c. Turnover

3. Timeliness of:

a. Project

b. Deliverables

4. Project completed within budget

5. Cooperation with:

a. Your Firm

b. Subcontractor(s)/Subconsultant(s)

c. Regulatory Agency(ies)

Needs Improvement

Satisfactory

Excellent

Not Applicable

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Additional Comments: (provide on additional sheet if needed)

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Verified via: ☒ EMAIL ☐ VERBAL Verified by: Dedrie Registe Division: BC Aviation Date: 06/16/2020

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Broward County Board of  
County Commissioners

Exhibit B  
PNC2119994R1  
Page 43 of 61



### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

Solicitation PNC2119994R1 Parking Access and Control Equipment

Reference for: FlashParking, Inc.

Organization/Firm Name providing reference:

The City of Las Vegas

Contact Name: Brandy Stanley Title: Parking Services Mgr Reference date:

Contact Email: bstanley@lasvegasnevada.gov Contact Phone: 702-229-6863

Name of Referenced Project: Parking Access & Revenue Control equipment

Contract No. Date Services Provided: Project Amount:

150323-62 10/1/18 to 9/30/23 1.7 million

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Installation, Commissioning and ongoing service for 5 parking garage systems

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
a. Responsive	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
a. Staff expertise	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Additional Comments: (provide on additional sheet if needed) **\*ADDITIONAL REFERENCES AVAILABLE UPON REQUEST.**

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# Vendor Reference Verification Form

Broward County Solicitation No. and Title:

RFP No. PNC2117368P1 Parking Access Revenue Control System (PARCS) Replacement for Port Everglades

Reference for: HUB Parking

Organization/Firm Name providing reference:

ABM-Lanier-Hunt Airport Parking ATL

Contact Name: Hughie C. Galbreath Title: General Manager Reference date: 03/29/2019

Contact Email: Hughie.Galbreath@abm.com Contact Phone: 404-382-1742

Name of Referenced Project: Hartsfield-Jackson Atlanta International Airport - International Terminal

Contract No. \_\_\_\_\_ Date Services Provided: 05/01/2012 to \_\_\_\_\_ Project Amount: \_\_\_\_\_

Vendor's role in Project: ☐ Prime Vendor ☒ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

## Description of services provided by Vendor:

HUB Parking is responsible for providing and supporting the revenue control system for the International Terminal which collects and processing 11 percent of the parking activity as well as the reserve parking operation.

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

RFP No. PNC2119994R1 Parking Access and Revenue Control Equipment and Maintenance

Reference for: HUB Parking Technology USA Inc.

Organization/Firm Name providing reference:

Capital Region Airport Commission

Contact Name: Joe Alberti

Title: Landside Services

Reference date: 03/07/2020

Contact Email: jalberti@flyrichmond.com

Contact Phone: 804-226-3088

Name of Referenced Project: Parking and Revenue Control System Replacement

Contract No.

Date Services Provided:

Project Amount:

11/01/2017 to 03/01/2019

\$ 3,500,000.00

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

#### Description of services provided by Vendor:

Revenue control equipment, install new exit stations, cashier and POF stations, intergate EMV, Ground Transportation replacement software, PARCS facility camera replacement.

#### Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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3/15/2020

Bidsync

P. 1069



### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

RFP No. PNC211994R1 Parking Access and Revenue Control System Equipment and Maintenance

Reference for: HUB Parking Technology USA Inc.

Organization/Firm Name providing reference:

Palm Beach County Airports

Contact Name: Mike Simmons

Title: Finance Director

Reference date: 12/07/2020

Contact Email: msimmons@pbia.org

Contact Phone: 561-471-7433

Name of Referenced Project: PARCS at PBI PPublic Parking Facilities

Contract No.

Date Services Provided:

Project Amount:

R-2008-0172

02/05/2008

to

01/23/2023

\$ 3,777,000.00

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

#### Description of services provided by Vendor:

Installation of all revenue control equipment, including sunpass, in 2008--thereafter provide ongoing maintenance and upgrades--contract extended in 2018 expiring 2023.

Please rate your experience with the  
referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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Verified via: X EMAIL      VERBAL

Verified by: D. Registe

Division: BC Aviation

Date: 06/16/2020

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3/16/2026

Bidsync

P. 1073



# Vendor Reference Verification Form

Broward County Solicitation No. and Title:

PCN2119994R1 PARCS

Reference for: LCN, INC DBA Consolidated Parking Equipment

Organization/Firm Name providing reference:

City of Miami Beach

Contact Name: Monica Beltran

Title: Asst. Parking Director

Reference date: 02/20/2020

Contact Email: Monicabeltran@miamibeachfl.gov

Contact Phone: 305-673-7000 ext 26863

Name of Referenced Project: PARCS City of Miami Beach

Contract No.

Date Services Provided:

Project Amount:

ITN 2014-170-SW

10/01/2015

to

02/20/2020

\$ 6,793,000.00

Vendor's role in Project: ☐ Prime Vendor ☒ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Installation, maintenance, service

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service			<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:			<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3. Timeliness of:			<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
5. Cooperation with:			<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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# Vendor Reference Verification Form

Broward County Solicitation No. and Title:

Solicitation PNC2119994R1, Parking Access and Revenue Control Equipment and Maintenance

Reference for: LCN, INC DBA Consolidated Parking Equipment

Organization/Firm Name providing reference:

Miami Parking Authority

Contact Name: Alejandra Argudin

Title: COO

Reference date: 02/14/2020

Contact Email: aargudin@miamiparking.com

Contact Phone: 305-373-6789 ext.249

Name of Referenced Project: SKIDATA PARCS Equipment

Contract No.

Date Services Provided:

Project Amount:

Various

05/01/2015

to

02/14/2020

\$ 2,800,000.00

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

## Description of services provided by Vendor:

Installation, Service and Maintenance of SKIDATA PARCS Equipment and Software throughout all our facilities.

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

Consolidated Parking Equipment provides great service on a timely manner. The installation of the new equipment was done seamlessly and with minor interruptions of the day-to-day business. They have a vast understanding of the equipment and the software which has been invaluable to us.

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### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

Solicitation PNC2119994R1, Parking Access and Revenue Control Equipment and Maintenance

Reference for: LCN, INC. dba Consolidated Parking Equipment

Organization/Firm Name providing reference:

Miami-Dade County Information Technology Department

Contact Name: Luis Ibarra

Title: Network Manager

Reference date: 02/14/2020

Contact Email: luis.ibarra2@miamidade.gov

Contact Phone: 786-351-5163

Name of Referenced Project: Parking Control Systems - Seaport Parking Upgrades / Service and Maint.

Contract No.

Date Services Provided:

Project Amount:

FB-01111

05/03/2019

to

05/02/2021

\$ 720,100.00

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

#### Description of services provided by Vendor:

Repairs and upgrades to existing PortMiami Parking System to include: Replacement of legacy software and hardware to fulfill and maintain a Payment Card Industry Data Security Standard compliant environment; installation, integration and implementation of new equipment in existing and future facilities, support and maintenance of the system as a whole through 2021.

Please rate your experience with the referenced Vendor:

Needs Improvement

Satisfactory

Excellent

Not Applicable

1. Vendor's Quality of Service

a. Responsive

b. Accuracy

c. Deliverables

2. Vendor's Organization:

a. Staff expertise

b. Professionalism

c. Turnover

3. Timeliness of:

a. Project

b. Deliverables

4. Project completed within budget

5. Cooperation with:

a. Your Firm

b. Subcontractor(s)/Subconsultant(s)

c. Regulatory Agency(ies)

Additional Comments: (provide on additional sheet if needed)

In addition to current contract FB-01111, Consolidated Parking Equipment (CPE) was selected under a separate construction project to design, install and implement a Parking Access and Revenue Control System for a new build garage on PortMiami. CPE has shown: their willingness to assist us in achieving our goals, high level knowledge and expertise, and exemplary response to our services calls and emergencies. I would gladly recommend their services.

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### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

RFP No. PNC2119994R Parking Access and Revenue Control Equipment and Maintenance for FLL

Reference for: Scheidt & Bachmann USA, Inc

Organization/Firm Name providing reference:

Reef Parking

Contact Name: Todd Dengl

Title: Regional Director

Reference date: 03/01/2020

Contact Email: Todd.Dengl@Reefparking.com

Contact Phone: 3015631703

Name of Referenced Project: Reef Parking 4 Garage PARCS (formerly IMPark)

Contract No.

Date Services Provided:

Project Amount:

(4) PARCS Mid-Atlantic

04/16/2018

to

05/16/2018

\$ 761,255.81

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☐ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

PARCS Hardware/Software, Installation & Configuration - 4 Garage PARC installs

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

RFP No. PNC2119994R Parking Access and Revenue Control Equipment and Maintenance for FLL

Reference for: Scheidt & Bachmann USA, Inc

Organization/Firm Name providing reference:

SPPLUS / City of Harrisburg, PA

Contact Name: Nancy Keim

Title: Senior Manager

Reference date: 03/01/2020

Contact Email: NKeim@spplus.com

Contact Phone: 717-234-2274

Name of Referenced Project: Manufacture, Install parking equipment for access and revenue control

Contract No.

Date Services Provided:

Project Amount:

07/28/2014 to 03/18/2015

\$ 1,372,554.00

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

#### Description of services provided by Vendor:

Manufactured and installed parking equipment in 10 location to include monthly and transient parking for a total of 6,384 parking spaces

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service			<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:			<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:			<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:			<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

RFP No. PNC2119994R Parking Access and Revenue Control Equipment and Maintenance for FLL

Reference for: Scheidt & Bachmann USA, Inc

Organization/Firm Name providing reference:

Westchester Mall, Simon Properties

Contact Name: Loy Bennett

Title: Parking Director

Reference date: 03/01/2020

Contact Email: lbennett@denisonparking.com

Contact Phone: 914-683-8564

Name of Referenced Project: The Westchester

Contract No.

Date Services Provided:

Project Amount:

Westchester

06/01/2018

to

06/01/2019

\$ 1,500,000.00

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

#### Description of services provided by Vendor:

Installation of replacement PARCS system for our mixed use Mall facility. Includes 17 POF machines, 8 entries, 10 exits, valet, nested area including security camera system, license plate recognition, validation system and user payment App.

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

RFP No. PNC2119994R1 Parking Access and Revenue Control Equipment and Maintenance

Reference for: TIBA Parking Systems

Organization/Firm Name providing reference:

Caesar's Entertainment / Ace Parking

Contact Name: Rich Lindman

Title: Director of Audit

Reference date: 02/14/2020

Contact Email: Rlindman@aceparking.com

Contact Phone: (619) 247-5799

Name of Referenced Project: Caesar's Place Las Vegas

Contract No.

Date Services Provided:

Project Amount:

01/17/2017 to 06/01/2017

\$ 9,400,000.00

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

#### Description of services provided by Vendor:

TIBA is proud to be the PARCS Vendor for Caesars Entertainment Group Hotels in Las Vegas. This project consists of (37) Entry Lanes, (30) Exit Lanes including License Plate Recognition, and Exit Stations and Pay on Foots. This project install is complete.

#### Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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3/16/2020

Bidsync

P. 1732



### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

RFP No. PNC2117368P1 Parking Access Revenue Control System (PARCS) Replacement for Port Everglades

Reference for: TIBA Parking Systems - RFP No. PNC2119994R1

Organization/Firm Name providing reference:

John Glenn International Airport

Contact Name: Marcus Elliott

Title: Manager, Parking Reference date: 03/02/2020

Contact Email: MElliott@ColumbusAirports.com

Contact Phone: 614-239-3082

Name of Referenced Project: John Glenn International Airport

Contract No.

Date Services Provided:

Project Amount:

N/A

10/02/2017

to

12/28/2018

\$ 3,400,000.00

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

#### Description of services provided by Vendor:

TIBA is proud to partner with CRAA for the Columbus Airport Project. This project consists of 60 Lanes including License Plate Recognition, Exit Cashiering, Pay in Lane and Pay on Foot. This is a current project that is close to completion.

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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Division: BC Aviation Dept. Date: 06/16/2020

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### Vendor Reference Verification Form

Broward County Solicitation No. and Title:

RFP No. PNC2119994R1 Parking Access and Revenue Control Equipment and Maintenance

Reference for: TIBA Parking Systems - RFP No. PNC2119994R1

Organization/Firm Name providing reference:

SP+

Contact Name: Patricia Porter Title: Facility Manager Reference date: 02/14/2020

Contact Email: pporter@spplus.com Contact Phone: 502-380-8321

Name of Referenced Project: Louisville Muhammad Ali International Airport

Contract No. Date Services Provided: Project Amount:  
01/01/2020 to 02/14/2020 \$ 1,200,000.00

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☐ Yes ☐ No If No, please specify in Additional Comments (below).

#### Description of services provided by Vendor:

TIBA Parking Access and Revenue Control System consisting of over 30 lanes including Exit Cashiers and unattended Pay-in-Lane Terminals. The project also includes Payment Express EMV and NFC, AVI, VoIP, and Voice Annunciators.

Please rate your experience with the referenced Vendor:


	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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# Contracts Central


Broward County Purchasing Division

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    - ▶ Procurement
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    - ▶ FileRoom Insert
    - ▶ Debarment Dashboard
  - ▼ Favorites
    - ▶ Prime Vendor
    - ▶ Sub Vendor
    - ▶ Purchase Order
    - ▶ Evaluation
  - ▶ Log Off

## Prime Vendor Dashboard

Enter Vendor Name (or a portion of) Then Click Search: -  
Wildcards Are Permitted (ie. wa\*, \*wa\*,wa\*inc)

No Vendors Found For Your Search. Try Again



# Contracts Central


Broward County Purchasing Division

- ▼ Contracts Central
  - ▼ Administration
    - ▶ PO Admin
    - ▶ Fixed/Open Contracts
    - ▶ Work Auth
    - ▶ Projects
  - ▼ PURCHASING
    - ▶ Procurement
    - ▶ FileRoom DashBoard
    - ▶ FileRoom Insert
    - ▶ Debarment Dashboard
  - ▼ Favorites
    - ▶ Prime Vendor
    - ▶ Sub Vendor
    - ▶ Purchase Order
    - ▶ Evaluation
  - ▶ Log Off

## Prime Vendor Dashboard

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## Contracts Central

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  - ▶ Debarment Dashboard
- ▼ Favorites
  - ▶ Prime Vendor
  - ▶ Sub Vendor
  - ▶ Purchase Order
  - ▶ Evaluation
- ▶ Log Off


### Prime Vendor Dashboard - HUB PARKING TECHNOLOGY USA INC

Proj/Contract/Agreement/WA Legend: Proj Nbr: = Project Number FC Nbr: = Fixed Contract Number OE Nbr: = Open End Contract Number WA Nbr: = Work Authorization Number

[Export To Excel](#)

#### Final/Complete/Renewal Vendor Performance Evaluations - Past 5 Years

Proj/Contract/Agreement/WA	Using Div	Evaluation Type	Locked Dt	Future	Score		
OE Nbr: BLD2117008A1	FACILITIES MANAGEMENT	Term Service Evaluation 07/01/2018 - 06/30/2019	5/31/2019	YES	3.93	<a href="#">View</a>	<a href="#">Docs (0)</a>



## Contracts Central

Broward County Purchasing Division

- ▼ Contracts Central
  - ▼ Administration
    - ▶ PO Admin
    - ▶ Fixed/Open Contracts
    - ▶ Work Auth
    - ▶ Projects
  - ▼ PURCHASING
    - ▶ Procurement
    - ▶ FileRoom DashBoard
    - ▶ FileRoom Insert
    - ▶ Debarment Dashboard
  - ▼ Favorites
    - ▶ Prime Vendor
    - ▶ Sub Vendor
    - ▶ Purchase Order
    - ▶ Evaluation
  - ▶ Log Off


### Prime Vendor Dashboard - CONSOLIDATED PARKING EQUIPMENT

Proj/Contract/Agreement/WA Legend: Proj Nbr: = Project Number FC Nbr: = Fixed Contract Number  
 OE Nbr: = Open End Contract Number WA Nbr: = Work Authorization Number

[Export To Excel](#)

Final/Complete/Renewal Vendor Performance Evaluations - Past 5 Years

Proj/Contract/Agreement/WA	Using Div	Evaluation Type	Locked Dt	Future	Score		
OE Nbr: X1392619B1	PORT EVERGLADES - ADMINISTRATION	Term Commodity Evaluation 03/01/2017 - 02/28/2018	5/23/2018	YES	4.15	<a href="#">View</a>	<a href="#">Docs (0)</a>



# Contracts Central


Broward County Purchasing Division

- ▼ Contracts Central
  - ▼ Administration
    - ▶ PO Admin
    - ▶ Fixed/Open Contracts
    - ▶ Work Auth
    - ▶ Projects
  - ▼ PURCHASING
    - ▶ Procurement
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    - ▶ Debarment Dashboard
  - ▼ Favorites
    - ▶ Prime Vendor
    - ▶ Sub Vendor
    - ▶ Purchase Order
    - ▶ Evaluation
  - ▶ Log Off

## Prime Vendor Dashboard

Enter Vendor Name (or a portion of) Then Click Search: -  
Wildcards Are Permitted (ie. wa\*, \*wa\*,wa\*inc)

No Vendors Found For Your Search. Try Again



## Contracts Central

Broward County Purchasing Division

- ▼ Contracts Central
  - ▼ Administration
    - PO Admin
    - Fixed/Open Contracts
    - Work Auth
    - Projects
  - ▼ PURCHASING
    - Procurement
    - FileRoom DashBoard
    - FileRoom Insert
    - Debarment Dashboard
  - ▼ Favorites
    - Prime Vendor
    - Sub Vendor
    - Purchase Order
    - Evaluation
  - Log Off

Prime Vendor Dashboard - **TIBA PARKING SYSTEMS, LLC**

**NEW PS / 0000006726 - TIBA PARKING SYSTEMS, LLC Prime Vendor Summary**

No Open End Contracts  
No Fixed Contracts

No Final/Completed/Renewal Performance Evaluations Over Past 5 Years  
From Begining Of Advantage: First PO Issued  
Date: 03/03/2020  
Purchase Orders: **1 POs With A Total Amt Of: \$1,836,120.00 Paid To Dt: (\$800,000.00) Balance: \$1,036,120.00**

Purchase Orders

Documents

Finish

No Vendor Permormance Evaluations



August 21 2020

Brenda J. Billingsley  
Director of Purchasing  
Broward County  
115 S. Andrews Avenue, Room 212  
Fort Lauderdale, FL 33301

Solicitation No. PNC2119994R1, Parking Access and Revenue Control Equipment and Maintenance

Dear Ms. Billingsley:

This letter serves as our formal protest of the decision made by the Evaluation Committee during the meeting that took place at a hearing on Thursday, August 13, 2020 (the "Hearing"). HUB Parking Technology USA Inc. ("HUB") was deemed non-responsive and removed from consideration from the short-listing process. The reason stated during the discussion by the Selection Committee was that HUB had not provided proper evidence of licensing as required by Solicitation PNC2119994R1 (the "Solicitation"). Further comment was made that vendors would have to have had this license in place as of the time of bid submittal.

As HUB noted in its bid submittal of March 16, 2020 (the "Bid"), in the section dealing with Good Faith Efforts under the Business Opportunity Act, HUB will be utilizing the services of Dato Electric (note: due to a typo in the Bid, the name was spelled "Data Electric"), a CBE-qualified and licensed contractor already operating in Broward County. HUB has used Dato Electric as a subcontractor. Dato Electric is certified as an electrical contractor by the State of Florida Electrical Contractors Licensing Board (License No. EC0002134, attached). As the incumbent PARCS system provider, HUB has contracted with Dato Electric for over 15 years for providing PARCS services to Fort Lauderdale Airport. Dato Electric's license is current and on file with Broward County.

The Solicitation provides, per the March 13, 2020 addendum, in the relevant part, that the "[...]Vendor shall be required to *possess one of the licenses* provided below (including any specified State registration, if applicable) *at the time of submittal*. Any certificate of competency that meets or exceeds the licensing requirements specified herein, as determined in the sole and absolute discretion of the County, will be considered responsible and responsive to the licensing requirements of this solicitation State: Certified Electrical Contractor[...](emphasis added)."

The Solicitation also provides that "Vendors should submit satisfactory proof of licensing with its submittal. If not provided with submittal, Vendor must submit such proof within three business days of County's written request. Vendor may be deemed non-responsive for failure to fully comply within stated timeframes."

In sum, the Solicitation requires that HUB *shall* possess the license at the time of submittal and HUB complied with that requirement. While the Solicitation also provides that HUB *should* submit proof of licensing with its submittal, the Selection Committee has discretion whether or not to deem HUB non-responsive for non-compliance. HUB's subcontractor, Dato Electric had a valid electrical contractor's license on file at the time of submittal.

In contrast, five of the six submitters of bids, including HUB, were deemed non-responsive with respect to insurance coverage. This varies from the license requirement in that while the license had to be in place at the time of bid submittal, bidders only needed to provide evidence that they could obtain the required coverage in the future, at the time of award. Unlike its decision with respect to the licensing matter and HUB, the Selection Committee used its discretion here to provide the non-responsive bidders with additional time to obtain the necessary evidence.



In other words, while HUB was removed from contention despite having the underlying license in place, other bidders were given the opportunity to obtain documentation they did not even have at the time of the hearing. From HUB's perspective, at worst this is a distinction without a difference. However, it is our position that the Committee should have used its discretion with regards to the license requirement, which had already been met in spirit.

The Solicitation states that "the County reserves the right to waive minor technicalities or irregularities *as is in the best interest of the County* in accordance with Section 21.30.f.1(c) of the Broward County Procurement Code. (emphasis added)." The Code, in the aforementioned section, goes on to define a minor technicality or irregularity as "a variation from the bid or proposal which does not affect the price of the bid or give the bidder an advantage or benefit not enjoyed by others, or does not adversely affect the interests of the County." The omission of the copy of a license which was in place when required, and which was already on file with Broward County in the department that soliciting the Bid, is a clear case of minor technicality. The Selection Committee had the discretion to allow additional time to cure as it did for the insurance. The documentation included with this letter shows that HUB has materially met the requirements and should be allowed to continue in the process. In addition, as the information that follows will surely show, it is definitely in the best interest of Broward County to allow HUB to continue in this process.

- HUB is the incumbent provider of PARCS and has served the Fort Lauderdale Airport since 2005.
- HUB's PARCS system is also being utilized at 32 other major FAA Hub airports.
- HUB has been installing PARCS systems at major airports since 1992.
- HUB's incumbency allows Broward County to leverage its existing investment in equipment. HUB provides a solution with technology that equal to or better than the other bidders at approximately 1/5<sup>th</sup> the cost to the taxpayers of Broward County.

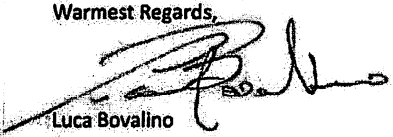
Finally, HUB highly values its relationship with Broward County, and has been demonstrating this on an ongoing basis. Although it was not discussed at the Hearing, in 2017 a class action suit was filed against Broward County under the federal FACTA law, which provides a civil cause of action for minor deviations from the requirements for printing credit card receipts. While this was not ideal, the issue is a common one that is currently being faced by a number of parking providers around the country. It is HUB's response to the situation that is important to note here.

First, HUB conducted a company-wide audit of all of its equipment installations, and has installed an internal firewall in its code that ensures that this situation will never occur again. HUB also has taken the lead in responding to the suit and confirming full protection and indemnification of Broward County, to date having engaged five separate law firms to handle different aspects of the case, including Broward County's direct defense. It has already committed \$150,000 in escrow funds for Broward County's use on this matter. HUB stands by its clients and remains committed to them long after the equipment is installed.

For the reasons stated above, we ask that you use your discretion and allow HUB to continue to the presentation and ranking stage of this process, as is consistent with the Code and in the best interests of the taxpayers of Broward County.

Thank you for your consideration in this matter. If you have any questions please don't hesitate to contact Roger Slayton, Director of Business Development, at 412-303-5130.

Warmest Regards,



Luca Bovalino  
CEO

HUB Parking Technology USA, Inc.



800.657.0243 | BEECHERCARLSON.COM

August 18, 2020

Summer Magness  
Risk and Compliance Officer  
HUB Parking Technology USA Inc.  
761 Commonwealth Dr.  
Ste. 204  
Warrendale, PA 15086

Dear Summer,

Please be advised that additional limit at least up to \$5M is available for claims made coverage for Hub's Technology Errors & Omissions Liability. Pricing for additional limits is subject to underwriting and full market support.

Kind Regards,

Sarah Griffith  
Senior Vice President  
Executive Liability Practice



Ron DeSantis, Governor

Halsey Beshears, Secretary



STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

ELECTRICAL CONTRACTORS LICENSING BOARD

THE ELECTRICAL CONTRACTOR HEREIN IS CERTIFIED UNDER THE  
PROVISIONS OF CHAPTER 489, FLORIDA STATUTES

**BRAND, DAVID L**

DATO ELECTRIC, INC.  
901 SW 27 AVENUE  
FT. LAUDERDALE FL 33312

LICENSE NUMBER: EC0002134

EXPIRATION DATE: AUGUST 31, 2022

Always verify licenses online at [MyFloridaLicense.com](http://MyFloridaLicense.com)



Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

8/21/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER <b>Beecher Carlson Insurance Services</b> 6 Concourse Parkway, Suite 2300 Atlanta, GA 30328	CONTACT NAME: <b>Beecher Carlson Insurance Services</b>
www.beechercarlson.com	PHONE (A/C, No, Ext): <b>678-539-4800</b> FAX (A/C, No): <b>770-870-3031</b>
INSURED <b>HUB Parking Technology USA, Inc</b> 761 Commonwealth Drive, Suite 204 Warrendale PA 15086	INSURER(S) AFFORDING COVERAGE
	INSURER A:
	INSURER B:
	INSURER C:
	INSURER D: <b>ACE American Insurance Company</b>
	INSURER E:
	INSURER F:

## COVERAGES

CERTIFICATE NUMBER: 57157484

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY						EACH OCCURRENCE \$
	CLAIMS-MADE <input type="checkbox"/> OCCUR <input type="checkbox"/>						DAMAGE TO RENTED PREMISES (Ea occurrence) \$
							MED EXP (Any one person) \$
							PERSONAL & ADV INJURY \$
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE \$
	<input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						PRODUCTS - COMP/OP AGG \$
	OTHER:						\$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident) \$
	ANY AUTO						BODILY INJURY (Per person) \$
	OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS ONLY <input type="checkbox"/>						BODILY INJURY (Per accident) \$
	FIRED AUTOS ONLY <input type="checkbox"/>						PROPERTY DAMAGE (Per accident) \$
							\$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/>						EACH OCCURRENCE \$
	EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/>						AGGREGATE \$
	DED <input type="checkbox"/> RETENTION \$						\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY						PER STATUTE <input type="checkbox"/> OTHER <input type="checkbox"/>
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)						E.L. EACH ACCIDENT \$
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE \$
							E.L. DISEASE - POLICY LIMIT \$
D	Technology E&O Liability			D94952906	1/1/2020	1/1/2021	\$2,000,000 Ea Occ/Agg \$25,000 SIR
D	Cyber Liability			EON G29008103 003	12/31/2019	12/31/2020	\$5,000,000 Ea Occ/Agg \$30,000 SIR

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Re: RFP No. PNC2119994R1, Project Manager John Hatzis.  
Broward County is included as Additional Insured as required by written contract with respect to operations performed by the Insured for the following project.

## CERTIFICATE HOLDER

RE: Parking  
  
Broward County  
2200 SW 45th, Suite 101  
Fort Lauderdale FL 33301

## CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE *Beecher Carlson Insurance Services, LLC*

Beecher Carlson Insurance Services, LLC

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ACORD 25 (2016/03)

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# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

8/21/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Beecher Carlson Insurance Services 6 Concourse Parkway, Suite 2300 Atlanta, GA 30328  www.beechercarlson.com		<b>CONTACT NAME:</b> Beecher Carlson Insurance Services <b>PHONE (A/C No. Ext):</b> 678-539-4800 <b>FAX (A/C No.):</b> 770-870-3031 <b>E-MAIL ADDRESS:</b> <b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> Zurich American Insurance Company <b>NAIC #</b> 16535 <b>INSURER B:</b> Travelers Property Casualty Co of America <b>25674</b> <b>INSURER C:</b> Travelers Indemnity Company of CT <b>25682</b> <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>	
<b>INSURED</b> HUB Parking Technology USA, Inc. 761 Commonwealth Drive, Suite 204 Warrendale PA 15086			

COVERAGES		CERTIFICATE NUMBER: 57157070		REVISION NUMBER:			
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.							
INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			GLO 0144238 04	1/1/2020	1/1/2021	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 1,000,000 PRODUCTS - COMPROP AGG \$ 1,000,000 \$
C	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			810 9M554093 20	1/1/2020	1/1/2021	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			EX 9M884057 20 (Auto & EL)	1/1/2020	1/1/2021	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	UB 9M560769 20	1/1/2020	1/1/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Excess General Liability			AUC 0144253 04	1/1/2020	1/1/2021	\$2,000,000 Each Occurrence/Aggregate
A	Excess Liability			920B8392	1/1/2020	1/1/2021	Limit: 20,000,000 (EURO) Deductible: 1,000 (EURO)

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

RFP No. PNC2119994R1, Project Manager John Hatzis.  
 Broward County is included as Additional Insured under General Liability as required by written contract with respect to operations performed by the insured for the following project:

<b>CERTIFICATE HOLDER</b> RE: Parking  Broward County 2200 SW 45th St., Suite 101 Fort Lauderdale FL 33301	<b>CANCELLATION</b> SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE <i>Beecher Carlson Insurance Services, LLC</i> Beecher Carlson Insurance Services, LLC
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