



TO: Peggy Cadeaux, Purchasing Agent Senior
Purchasing Division
FROM: Chris Walton, Director
Transportation Department
SUBJECT: Solicitation No.: TRN2121263B2
Apollo Retrofit Video Surveillance

Recommended Vendor: Luminator Technology Group, Inc.
Recommended Group(s)/Line Item(s): 1 through 25
Initial Award Amount: \$ 3,994,242.10 Potential Total Amount: \$ 3,994,242.10
Initial Contract Term: Fixed Purchase Contract Term, including Renewals: Fixed Purchase

CONCURRENCE:

The agency has reviewed Vendor's response(s) for specification compliance and Vendor responsibility, which includes license requirements (if applicable). I have reviewed all documents including the Vendor Questionnaire and after careful evaluation, I concur with recommendation for award to the Vendor.

FINANCIAL BACKGROUND/D & B REPORT: (check one)

I am satisfied with the Vendor's financial background and/or rating and payment performance.
 Not applicable

LITIGATION HISTORY: (check one)

I have reviewed the Litigation History Form and there is no issue of concern.
 Refer to additional information from the Office of the County Attorney to address an issue/concern.

PAST PERFORMANCE: (check all that apply)

I have reviewed the Vendor's past Performance Evaluations in ContractsCentral and:

- Vendor received an overall rating ≥ 2.59 on all evaluations.
- No evaluations within the past three years contained any items rated a score of 2 or less.
- Vendor received a rating ≤ 2.59 on an evaluation(s). Refer to additional information.
- Vendor received a score of ≤ 2 on an individual item(s). Refer to additional information.
- Past evaluations are not relevant to the scope of this contract.
- No past Performance Evaluations exist in ContractsCentral.

AND

Reference Verification Forms are attached.

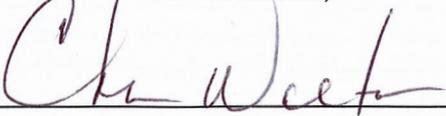
OR

Reference Verification Forms are not required: Commodity only purchase (less than \$250,000); Service less than \$100,000 and the Vendor has a Performance Evaluation within the past three years.

NON-CONCURRENCE:

I do not concur. Detailed reason for non-concurrence is attached, including the reference to any bid requirement.

TYPED NAME OF SIGNER: Chris Walton TITLE: Director, Transportation Department
(Individual authorized to administer the contract.)

SIGNATURE:  DATE: 10/14/20



Vendor Reference Verification Form

Broward County Solicitation No. and Title: TRN2121263B2 Apollo Retrofit Video Surveillance
 Reference for: (Name of Firm) Apollo Video Technology (Luminator Technology)
 Organization/Firm Name providing reference: Memphis Area Transit Authority
 Contact Name/Title: Avery Mull Director of Maintenance
 Contact E-mail: amull@matatransit.com
 Contact Phone: 901 722 7178
 Name of Referenced Project: Apollo Camera system
 Contract No.
 Contract Amount: \$2.1 million
 Date Services Provided: June 2020 thru October 2020

(list date range or date services began until "current")

Vendor's role in Project: Prime Vendor Sub-consultant/Sub-contractor
 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 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 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"/>

Additional Comments: (provide on additional sheet if needed)
 Cheri Sullivan was a excellent project manager stayed on top of the project from the beginning until the end.

References Checked By
 Name: Tara Lewis Title: Sr. Program Project Coordinator
 Division/Department: Transit/Transportation Date of Verification: 9/29/2020



Vendor Reference Verification Form

Broward County Solicitation No. and Title: TRN2121263B2 Apollo Retrofit Video Surveillance
 Reference for: (Name of Firm) Apollo Video Technology (Luminator Technology)
 Organization/Firm Name providing reference: Capital Metro Transportation Authority
 Contact Name/Title: Program Manager, Security System Technology
 Contact E-mail: israel.herevia@capmetro.org
 Contact Phone: 512-808-7144
 Name of Referenced Project: Israel Herevia
 Contract No.
 Contract Amount: \$230,300; \$180,855; \$2,968,869
 Date Services Provided: 5/2015 10/2019 8/2020

(list date range or date services began until "current")

Vendor's role in Project: Prime Vendor Sub-consultant/Sub-contractor
 Would you use this vendor again? Yes No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:
Install Vehicle Video System on Vehicle Fleet: Rail Vehicle, Police Vehicles, Bus Rapid Transit, and Fix-Route vehicles

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 checked="" type="checkbox"/>	<input 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"/>

Additional Comments: (provide on additional sheet if needed)
Overall Apollo/Luminator provides a very good product. In addition, the Apollo/Luminator team has consistently been responsive to our inquiries or requests.

References Checked By
 Name: Tara Lewis Title: Transportation / Transit
 Division/Department: Transit/Transportation Date of Verification: September 30, 2020



Vendor Reference Verification Form

Broward County Solicitation No. and Title: TRN2121263B2 Apollo Retrofit Video Surveillance
 Reference for: (Name of Firm) Apollo Video Technology (Luminator Technology)
 Organization/Firm Name providing reference: Greater Dayton Reginal Transit Authority
 Contact Name/Title: Linda Tipton/System Software Engineer
 Contact E-mail: ltipton@greaterdaytonrta.org
 Contact Phone: 937-425-8328
 Name of Referenced Project: Clever CAD Implementation
 Contract No.
 Contract Amount:
 Date Services Provided:

(list date range or date services began until "current")

Vendor's role in Project: Prime Vendor Sub-consultant/Sub-contractor
 Would you use this vendor again? Yes No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:
 Apollo was a subcontractor for video which was part of a Clever CAD implementation approximately 3 years ago. The original application from Apollo was ViM. We experienced horrific download issues of video from our buses. We are currently running mSET version 1.4. When mSET was offered to us we moved to it in hopes of resolving the download issues which it has. But the conversion mSET was difficult. While I answered no to using this vendor again, I am not a decision maker, I am a member of the IT staff and support various applications here a RTA. But if I were, I would not chose them again.

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 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 type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)
 The two tech support individuals I work with are both very knowledge and try to do the right them. But there are times when the resolution has to go back to engineering for resolution. We migrated to mSET in January 2020, since them we have had 3 upgrades to resolve and address issue with mSET. I still have issues. Our server occasionally just reboots and in starting up again, processes don't completely start or start incorrectly impacting other services. This issue happened just as recently as the week before last.

References Checked By

Name: Tara Lewis

Title: Sr. Program Project Coordinator

Division/Department: Transit/Transportation

Date of Verification: October 06, 2020
