



TO: Ernesto Perez
Purchasing Division
FROM: Latoya Clarke Grant, Contract/Grant Administrator, Senior
Traffic Engineering Division
SUBJECT: Solicitation No.: OPN2129793Q1
Cubic Traffic Signal Controller, Signal Cabinet, Vehicle Detector & Replacement Parts

Recommended Vendor: CUBIC ITS, INC.

Recommended Group(s)/Line Item(s): Entire Bid

Initial Award Amount: \$ 3,285,550

Potential Total Amount: \$ 8,213,875

Initial Contract Term: Two Years

Contract Term, including Renewals: Five Years

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 Provide explanation if choosing this option

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: Latoya Clarke Grant
(Individual authorized to administer the contract.)

TITLE: Contract/Grant Administrator, Senior

SIGNATURE: Latoya Clarke Grant

Digitally signed by Latoya Clarke Grant
Date: 2025.05.27 12:48:01 -04'00'

DATE: 5/27/25

Vendor Reference Verification Form for Bids and Quotes

Broward County Solicitation No. and Title: OPN2129793Q1 - Cubic Traffic Signal Controller, Signal Cabinet, Vehicle De

Reference for (Name of Firm): CUBIC ITS, INC

Organization/Firm Name providing reference: Louisiana DOT and Development

Contact Name: Andre Fillastre Title: Assist. Traffic Eng. Administrator

Contact Email: Andre.Fillastre@la.gov Contact Phone: (225) 242-4646

Name of Referenced Project: Various

Contract No. Various Contract Amount:

Date Services Provided: 2023 to Present

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

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:

Provides controllers, cabinets, and other signal components for construction projects and procurement contracts.

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	☐	☒	☐	☐

Additional Comments: (provide on additional sheet if needed)

References Checked By

Name: Latoya Clarke Grant Title: Contract Grant Administrator, Senior

Division/Department: Public Works/Traffic Engineering Division Date of Verification: 05/06/2025

Vendor Reference Verification Form for Bids and Quotes

Broward County Solicitation No. and Title: OPN2129793Q1 - Cubic Traffic Signal Controller, Signal Cabinet, Vehicle Detection

Reference for (Name of Firm): CUBIC ITS, INC

Organization/Firm Name providing reference: City of Carlsbad DOT

Contact Name: Nestor Mangohig Title: Senior Engineer

Contact Email: nestor.mangohig@carlsbadca.gov Contact Phone: (442) 339-2504

Name of Referenced Project: Master Purchase Agreement for Traffic Signal Controllers and ATMS Equipment

Contract No. TRAN1672 (NTE amount ----->) Contract Amount: 2,500,000.00

Date Services Provided: 2018 to Present

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

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	☒	☐	☐	☐
b. Accuracy	☐	☒	☐	☐
c. Deliverables	☐	☒	☐	☐
2. Vendor's Organization:	☐	☒	☐	☐
a. Staff expertise	☐	☒	☐	☐
b. Professionalism	☐	☒	☐	☐
c. Turnover	☒	☐	☐	☐
3. Timeliness of:	☐	☒	☐	☐
a. Project	☐	☒	☐	☐
b. Deliverables	☒	☐	☐	☐

Additional Comments: (provide on additional sheet if needed)

Notable turnover in 2021 presumably related to Trafficware purchase by Cubic, and some turnover recently. Had a few issues that took too long to resolve - including controller programming, software updates, equipment trade. I would (and do) continue to use Cubic because the city is heavily invested with all controllers and central system on their platform.

References Checked By

Name: Latoya Clarke Grant Title: Contract Grant Administrator, Senior

Division/Department: Public Works/Traffic Engineering Division Date of Verification: 05/12/2025

Vendor Reference Verification Form for Bids and Quotes

Broward County Solicitation No. and Title: OPN2129793Q1 - Cubic Traffic Signal Controller, Signal Cabinet, Vehicle De

Reference for (Name of Firm): CUBIC ITS, INC

Organization/Firm Name providing reference: City of Stamford

Contact Name: Stephen Frycz

Title: Traffic Signal Operations Manager

Contact Email: sfrycz1@stamfordct.gov

Contact Phone: (203) 977-5675

Name of Referenced Project: ATMS, Syncogreen, Controller replacement, 360 degree video detection project

Contract No.

Contract Amount:

Date Services Provided: Various projects 2017 - Current

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

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:

ATMS Implementation and Maintenance, SyncroGreen Adaptive Implementation, SPM Implementation, Controller and video

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	☐	☐	☒	☐

Additional Comments: (provide on additional sheet if needed)

Great to work with and always willing to help.

References Checked By

Name: Latoya Clarke Grant

Title: Contract Grant Administrator, Senior

Division/Department: Public Works/Traffic Engineering Division

Date of Verification: 05/14/2025