



SAN RAFAEL CITY COUNCIL AGENDA REPORT

Department: Public Works

Prepared by: Joanna Kwok, Assistant Public
Works Director

City Manager Approval:  _____

File No.:

TOPIC: MIOVISION TRAFFIC CAMERA SERVICE AGREEMENT

SUBJECT: AUTHORIZE THE CITY MANAGER TO ENTER INTO AN AGREEMENT WITH MIOVISION TECHNOLOGIES INCORPORATED FOR TRAFFIC CAMERA SERVICES FOR UP TO FOUR (4) YEARS WITH UP TO A FIVE PERCENT (5%) INCREASE PER FISCAL YEAR OF SERVICE AND APPROPRIATE \$88,018 TO THE GENERAL FUND FOR YEAR ONE OF SERVICE.

RECOMMENDATION:

Authorize the City Manager to enter into an agreement with Miovision Technologies Incorporated ("Miovision") for traffic camera services for up to four (4) years with up to a five percent (5%) increase per fiscal year of service and appropriate \$88,018 to the General Fund for year one of service.

BACKGROUND:

Miovision Traffic Camera Systems have been installed City-wide at 51 traffic signal intersections, and a list of their locations can be found in the attached agreement. With Miovision cameras, the City can set up detection zones to alert the traffic system that a vehicle, pedestrian, or cyclist is present. This agreement does not include automated license plate reader services. Upon detection, signal timing will change to allow the vehicle or person to travel through that roadway corridor safely. All movements are counted and saved into a cloud database to assist the Department of Public Works, Transportation Division, with safety studies. Technological systems like Miovision help reduce the City's emergency response time, collect data needed to perform safety evaluations and make more informed decisions about transportation planning.

ANALYSIS:

This agreement does not include any new camera purchases and is only for the ongoing software services needed to utilize the cameras already purchased and installed by the City. Staff do not expect any further expansion of locations, and no additional camera purchases or installations are planned at this time. Annual costs depend on the total number of traffic signal intersections with Miovision Traffic Camera Systems installed and if any installations are under their original agreement. Staff use these cameras to monitor intersections remotely, collect data, and maintain transportation networks throughout

FOR CITY CLERK ONLY

Council Meeting:

Disposition:

the City. Previous purchases and installations of these cameras have been included in their respective project authorizations by the Council over the past several years, and they routinely included an initial term of software service in the purchase of the hardware. With several of these installations no longer under their initial term of service, the combined total of the software services now exceeds staff purchasing authority and requires City Council authorization for their continued service.

FISCAL IMPACT:

The total cost for fiscal year (FY) 2023-24 of service with Miovision will not exceed \$88,018 in year one, with a 5% annual escalator allowable through the contract term. Staff recommends \$88,018 be appropriated from the General Fund for FY 2023-24 under the Public Works; Signal & Lighting Maintenance program (001-44-33001-9555). Funding for the remaining years of the agreement will be budgeted through the annual budgeting process.

OPTIONS:

The City Council has the following options to consider on this matter:

1. Authorize the City Manager to enter into the agreement and appropriate funds as recommended.
2. Do not authorize the City Manager to enter into the agreement nor appropriate funds and provide further direction to staff.

RECOMMENDED ACTION:

Authorize the City Manager to enter into an agreement with Miovision Technologies Incorporated for traffic camera services for up to four (4) years with up to a five percent (5%) increase per fiscal year of service and appropriate \$88,018 to the General Fund for year one of service.

ATTACHMENT:

1. Service Agreement with Miovision Technologies Incorporated



Miovision Technologies Incorporated
137 Glasgow Street, Suite 110 Kitchener, ON N2G 4X8
Tax ID #831042346

Date: 10/24/2023
Valid Until: 1/18/2024
Currency: U.S. Dollar
Payment Term: Net 30
Billing Term: Standard Billing Terms
Shipping Term: FOB Shipping Point

Account Executive: Stephanie Brooks
sbrooks@miovision.com
Shipping Contact: Nhat Phan
nhat.phan@cityofsanrafael.org

Bill To

City of San Rafael (CA)
Public Works Dept. P.O. Box 151560
San Rafael, California 94901
United States

Ship To

City of San Rafael (CA)
City of San Rafael Public Works – Traffic Division
111 Morphew Street
San Rafael, California 94901
United States

- 2nd Street and A Street
- 2nd Street and B Street
- 2nd Street and C Street
- 2nd Street and D Street
- 2nd Street and E Street
- 2nd Street and G Street
- 2nd Street and Grand Avenue
- 2nd Street and Hetherton Street
- 2nd Street and Irwin Street
- 2nd Street and Lincoln Avenue
- 2nd Street and Lindaro Street
- 2nd Street and Shaver St
- 2nd Street and Tamalpais Ave
- 3rd Street and A Street
- 3rd Street and C Street
- 3rd Street and D Street
- 3rd Street and E Street
- 3rd Street and Grand Avenue
- 3rd Street and Hetherton
- 3rd Street and Irwin Street
- 3rd Street and Lincoln Avenue
- 3rd Street and Lindaro Street
- 3rd Street and Shaver Street
- 3rd Street and Tamalpais Avenue
- 3rd Street and Union Street
- 4th Street and A Street
- 4th Street and B Street
- 4th Street and C Street
- 4th Street and Cijos Street
- 4th Street and Court Street
- 4th Street and D Street
- 4th Street and E Street
- 4th Street and Grand Avenue
- 4th Street and H Street
- 4th Street and Hetherton Street
- 4th Street and Irwin Street
- 4th Street and Lincoln Avenue
- 4th Street and Lootens Place
- 5th Avenue and Hetherton Street
- 5th Avenue and Irwin Street
- 5th Avenue and Tamalpais Avenue
- Lincoln Avenue and 5th Avenue
- Los Gamos Drive and Lucas Valley Road
- Mission Avenue and Hetherton Street
- Mission Avenue and Irwin Street

Intersections - Expiry: 11/28/2023

Mission Avenue and Lincoln Avenue

Product Name	Start Date (yyyy-mm-dd)	End Date (yyyy-mm-dd)	Term (Months)	Annual Price	Price	Qty	Total
TrafficLink Performance Measures	2023-11-29	2024-11-28	12	\$900.00	\$900.00	46	\$41,400.00
TrafficLink Continuous Counts	2023-11-29	2024-11-28	12	\$900.00	\$900.00	46	\$41,400.00

Intersections - Expiry: 4/24/2024
 5th Avenue and A Street
 B Street and 5th Avenue
 C Street and 5th Avenue
 Ross Valley Drive and Fourth Street

Product Name	Start Date (yyyy-mm-dd)	End Date (yyyy-mm-dd)	Term (Months)	Annual Price	Price	Qty	Total
TrafficLink Performance Measures	2024-04-25	2024-11-28	7.2	\$899.99	\$537.53	4	\$2,150.12
TrafficLink Continuous Counts	2024-04-25	2024-11-28	7.2	\$899.99	\$537.53	4	\$2,150.12

Monitoring Intersections - Expiry: 4/24/2024
 5th Avenue and A Street
 B Street and 5th Avenue
 C Street and 5th Avenue
 Los Gamos Drive and Lucas Valley Road (+2GB Communications)
 Ross Valley Drive and Fourth Street

Product Name	Start Date (yyyy-mm-dd)	End Date (yyyy-mm-dd)	Term (Months)	Annual Price	Price	Qty	Total
TrafficLink Intersection Monitoring	2024-04-25	2024-11-28	7.2	\$235.01	\$140.36	5	\$701.80
Managed LTE Connectivity (2GB)	2024-04-25	2024-11-28	7.2	\$359.99	\$215.01	1	\$215.01

Subtotal (Net) : USD 88,017.05
Tax : USD 0.00
Total : USD 88,017.05

The Customer hereby agrees to order the products outlined above at the prices indicated, and acknowledges it has read, understands and agrees to be bound by the terms and conditions outlined at:

<https://miovision.com/legal/msa>

For customers paying by credit card, a Miovision accounts receivable representative will contact you by phone to obtain credit card details. Please note that in order to complete payment the Miovision representative will require you to provide the applicable Quotation reference number.

Date:

Name:

Signature:

Canada remit to: Miovision Technologies Incorporated
 137 Glasgow St., Suite 110, Kitchener, Ontario, N2G 4X8, Canada
 GST# 831042346 QST# 122032762 TIN# 98-0588774

United States remit to: Miovision Technologies Incorporated
 PO Box 675431, Detroit, Michigan, 48267-5431, United States

Bank Details CDN

Royal Bank of Canada, 180 Wellington Street West, Toronto, Ontario, M5J 1J1
 BankID, Transit # 003,06019 Swift: ROYCCAT2 Account: 1025444 Routing #:000306019

Bank Details USD

Comerica Bank, 226 Airport Parkway, Suite 100, San Jose, California, 95110
 ABA/Routing Number: 121-137-522, Account Number: 1895-73030-5, Account Type: Commercial Checking, Swift Code: MNBDUS33

