



FORTY NINERS STADIUM MANAGEMENT COMPANY

Date: July 26, 2021

To: Jim Mercurio
Executive Vice President & General Manager

From: Jenti Vandertuig
Procurement Lead

Subject: Recommendation for Award RFB FY21-0011 Mobile Pro Falcon 3100
Trailer or "Equal" for Levi's Stadium

Recommendation

Recommend approval and award of a one-time Purchase Order to LRG Technologies, Inc. DBA Mobile Pro Systems to purchase four Mobile Pro Falcon 3100 trailers in the amount of \$209,701.64 (inclusive of all applicable sales tax).

Solicitation Process

Forty Niners Stadium Management Company LLC ("Stadium Manager") Security department has a need to procure closed-circuit television (CCTV) pop-up trailers, commonly known as video surveillance equipment. The purchase of CCTV pop-up trailers was approved as part of the FY21/22 Santa Clara Stadium Authority (SCSA) Capital Expenditures budget to provide adequate video surveillance coverage for parking lots outside the Levi's Stadium footprint.

On July 2, 2021, Stadium Manager issued a Request for Bids (RFB) FY21-0011 to procure four Mobile Pro Falcon 3100 or "equal" trailers with specifications and requirements. Stadium Manager published the RFB on Bonfire Interactive, Stadium Manager's eProcurement portal <https://49ers.bonfirehub.com/portal/>. In addition to inviting a list of suppliers on our established supplier list, we also selected suppliers registered on the portal with specific commodity codes offering surveillance and detection systems. Given that public funds, in whole or in part, were being used to procure, bidders were advised to provide commercial or State and Local Government pricing, whichever was most advantageous to the Stadium Manager, in response to the RFB.

Stadium Manager issued Addendum #1 on July 8, 2021 in response to an inquiry related to delayed delivery times due to availability of equipment from the manufacturers. Stadium Manager changed the delivery lead time from four to ten weeks from issuance

of purchase order to accommodate shortages in the production supply chain. The RFB closed on July 14, 2021 at 12:00 Noon (PDT).

Two bids were received on or before the closing due date and time from the following firms. The total cost excludes the applicable sales tax as bidders were asked not to include sales tax on the Bid Response Form.

1. LRG Technologies, Inc. DBS Mobile Pro Systems - \$192,166.45
2. Green Dream International LLC - \$79,959.57

Public Bid Opening

A bid opening was held on July 14, 2021 at 1:00 p.m. (PDT). The RFB provided the public bid opening webcast information including a meeting ID and password for bidders to log on via Zoom to attend. There were no bidders at the public bid opening. Stadium Manager announced the receipt of two bids on or before the due date and time, announced the name of each bidder and the bid amount. Green Dream International LLC was declared the apparent low bidder with a bid amount of \$79,959.57 (exclusive of taxes).

Evaluation of Bids

Stadium Manager evaluated the specifications submitted by the apparent low bidder and deemed the brand specified as an "equal" as non-responsive. The specifications were deficient in seven required functionality and features referenced in the RFB. Stadium Manager contacted the apparent low bidder to discuss the bid, validate their submission and subsequently notified Green Dream International LLC that their product did not meet the required specifications and therefore deemed non-responsive. LRG Technologies, Inc was declared the lowest responsive and responsible bidder.

Notice of Intended Award

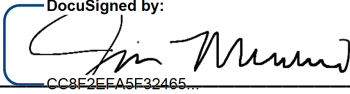
A notice of intended award (NOIA) was issued on July 19, 2021, announcing LRG Technologies, Inc as the responsive and responsible bidder. The RFB includes a five-day protest period, which commenced with the issuance of the NOIA and ended on July 23, 2021. Green Dream International LLC requested a copy of the bid abstract which was made available to all bidders. No protests were received.

Next Steps

Once Stadium Manager receives approval from the SCSA Board, a Purchase Order (detailed in the RFB) will be issued to LRG Technologies, Inc. DBA Mobile Pro Systems and an executed copy forwarded to the Board. Supporting documentation has been provided for review and approval. The cost of this purchase is covered in the FY 21/22 SCSA Capital Expenditure budget referenced under Security, CCTV Pop Up Trailers.

The approved budget amount was \$246,750. Expedited approval is recommended to provide sufficient time to issue the Purchase Order and accept delivery.

Submitted By:  Date: 7/29/2021
Jenti Vandertuig, Procurement Lead

Approved By:  Date: 7/29/2021
Jim Mercurio, Executive Vice President & General Manager