



FORTY NINERS STADIUM MANAGEMENT COMPANY

Date: June 30, 2021

To: Jim Mercurio
Executive Vice President & General Manager

From: Jenti Vandertuig
Procurement Lead

Subject: Recommendation for Award RFB FY21-0010 Levi's Stadium X-Ray
Security Screening Equipment

Recommendation

Recommend approval and award of a one-time Purchase Order to Astrophysics Inc. to purchase x-ray security screening equipment in the amount of \$99,503 (inclusive of all applicable sales tax).

Solicitation Process

Forty Niners Stadium Management Company LLC ("Stadium Manager") Security department has a need to procure x-ray security screening equipment to screen deliveries made at the loading dock and to screen bags and packages during events. Prior to the issuance of a solicitation, market research was conducted to ensure equipment specifications met our requirements related to space and adequate size of the x-ray tunnels to scan bags and packages that are most commonly handled at the Levi's Stadium.

On June 15, 2021, Stadium Manager issued a Request for Bids (RFB) FY21-0010 to procure four VOTI Detection brand or "equal" x-ray security screening equipment 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, was 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 two addenda providing additional requirements related to a five-year warranty for the equipment, the need for an entry and exit roller tables for each scanner, delivery and loading dock information before the deadline to respond to questions and clarifications. The RFB closed on June 25, 2021 at 12:00 Noon (PDT).

Five 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. Astrophysics Inc. \$96,308
2. VOTI Detection \$99,975
3. Rapiscan Systems, Inc. \$114,116.12
4. Smiths Detection Inc. \$128,580
5. Autoclear LLC \$146,200

Public Bid Opening

A bid opening was held on June 25, 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. Four bidders attended the public bid opening. Stadium Manager invited the bidders and announced the receipt of five bids on or before the due date and time, announced the name of each bidder and the bid amount. Astrophysics Inc. was declared the apparent low bidder with a bid amount of \$96,308 (exclusive of taxes).

Evaluation of Bids

Stadium Manager evaluated the specifications submitted by the apparent low bidder and deemed to be an “equal” to the brand specified in the bid. Astrophysics Inc. provided all the required submissions and was determined to be the lowest responsive and responsible bidder. A bid abstract was created to document the bids received and made available to the bidders via the eProcurement portal on June 28, 2021.

Stadium Manager published the bid abstract with line item details rather than providing the total base bid amount for each bidder. Multiple bidders contacted Stadium Manager for additional clarification which was provided both in writing and via phone calls with bidders. Rapiscan Systems, Inc. requested copies of all bids which were made available for review online. The protest period ends on June 30, 2021 at 5:00 p.m.

Next Steps

Once Stadium Manager receives approval from the Stadium Authority Board, a Purchase Order (detailed in the RFB) will be issued to Astrophysics Inc. 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, Security X-Ray Scanners. The approved budget amount was \$157,500. Astrophysics Inc. has promised a delivery date of August 10, 2021 as required by Stadium Manager. Expedited approval is recommended to provide sufficient time to issue the Purchase Order and accept delivery by the promised due date.

Submitted By:  Date: 6/30/2021
Jenti Vandertuig, Procurement Lead

Approved By:  Date: 6/30/2021
Jim Mercurio, Executive Vice President & General Manager