

# TOWN OF PALM BEACH

Information for Town Council Meeting on: May 11, 2021

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TO: Mayor and Town Council

VIA: Kirk W. Blouin, Town Manager

VIA: Jane Le Clainche, CPA, Finance Director

FROM: Dean Mealy, CPPO, Town Purchasing Manager

RE: Resolution to Approve a Waiver of Competitive Bid for the Lake Drive Improvements to HUB Parking Technology in the Amount of \$90,062 and Establish a Project Budget of \$99,062  
**Resolution No. 049-2021**

DATE: April 30, 2021

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## **STAFF RECOMMENDATION**

Town staff recommends that Town Council approve a Waiver of Competitive Bid for the Lake Drive Improvements to HUB Parking Technology in the amount of \$90,062 and establish a project budget of \$99,062.

## **GENERAL INFORMATION**

Nestled along Lake Drive Park and the adjacent neighborhood between Royal Palm Way and Worth Avenue, the Town of Palm Beach Marina is in a prime location and as such, parking lots without access control will lead to serious parking management issues. Given its location and customer-centric focus, it is paramount that parking management be at the forefront of design and operation. Yacht owners and crew will expect to have secure parking lots with barrier gates.

The HUB Parking Technology (HUB) system is the only solution that meets the specific technology requirements that can be uniquely branded to the Town of Palm Beach Marina. The system is designed for ease of use for both customers and marina staff. Each marina customer will have a unique account that operates through Bluetooth technology embedded in the parking peripherals and works with IOS and Android smartphones. Customers will not need to use access control cards or have decals adhered to their vehicles to activate the barrier gates, which is an important requirement for seamless marina operations. All other access control systems considered required either card readers, gate openers or vehicle decals and did not provide the necessary remote access control that is needed for the marina operation. Marina staff can quickly and easily add or delete customer access via their phone and/or computer with the HUB system. Customer engagement and communication are also improved through push notifications which will allow marina staff to share important information seamlessly. This novel parking management solution will benefit both marina customers and nearby residents by enhancing security, reducing unauthorized parking and improving overall marina operation.

## **PROCUREMENT METHODOLOGY**

Town Purchasing, along with Town Staff, explored various access/gate options to access parking for the marina. Miller Electric Inc., who has the contract with the Town for the camera project, was engaged for potential solutions.

In the meantime, Town Staff and Town Purchasing reviewed solutions that met the following identified requirements:

- Smartphone capability which alleviates the need for marina staff to distribute (and try and get back) costly remote clickers or access control cards that will ultimately get passed around by customers to other non-registered customers or misplaced.
- Does not require the application of vehicle decals which is a cumbersome and labor intensive endeavor.
- A solution that permits staff, regardless of their location, the ability to activate the gate remotely.
- The ability to use technology to monitor access for those utilizing the designated marina parking.

In exploration of potential solutions, HUB was noted as a possible solution to meet the requirements. In the exploration of viable solutions for the identified need requirements, HUB was noted to meet all Town requirements. As the only noted solution based on the scope requirements, a Waiver of Competitive Bid to award a Purchase Order is being requested.

## **FUNDING/FISCAL IMPACT**

Funding for the project will come from the Marina Project budget.

## **TOWN MANAGER'S OFFICE/PUBLIC WORKS REVIEW**

This item has been reviewed by the Town Manager's Office and Public Works, and approved as recommended.

## **TOWN ATTORNEY REVIEW**

This resolution is in a format that has previously been reviewed and approved by the Town Attorney for legal form and sufficiency.

## **Attachments**

cc: Jay Boodheshwar, Deputy Town Manager  
Carolyn Stone, Assistant Town Manager  
Paul Brazil, P.E. Public Works Director  
Eric Brown, P.E. Assistant Public Works Director  
Jason Debrincat, P.E. Senior Project Engineer