

TOWN OF PALM BEACH

Information for Town Council Meeting on: August 10, 2021

To: Mayor and Town Council

Via: Kirk W. Blouin, Town Manager

From: Jay Boodheshwar, Deputy Town Manager

Re: Request to Issue a Purchase Order to Flowbird North America for the Upgrade of Thirty-Six (36) Parking Kiosks
Resolution No. 081-2021

Date: August 3, 2021

STAFF RECOMMENDATION

Staff recommends that Town Council approve Resolution No. 081-2021, authorizing the issuance of a purchase order in the amount of \$97,740.00 to Flowbird North America to upgrade thirty-six (36) parking kiosks previously purchased from Cale America, Inc.

GENERAL INFORMATION

At the July 12, 2017, Town Council meeting, Resolution No. 108-2017 was approved, authorizing a “lease to purchase” agreement with Cale America, Inc. for the provision of new parking kiosks in the amount of \$359,783.20. Subsequent to this purchase, Cale America was bought by Flowbird North America, which assumed the agreement that Cale had with the Town. The final payment for these kiosks will be made in this current fiscal year and a total of \$171,027.56 has been depreciated as of September 30, 2020, and is available.

The current kiosks are physically in good shape and their shells have many years of useful life yet. However, the communication technology and other internal components will need to be replaced in the near future. We were first advised in March 2020 that the existing 3G modems in these kiosks would need to be upgraded to 4G-LTE by the end of 2020 but that deadline has changed to the end of 2021. (See attached letter) The delay has allowed us to delay the associated expense 1 ½ years but it is now time to move forward with the upgrades.

Since the shells of the kiosks in question are in good shape staff is recommending that we not only upgrade the modems as required but also upgrade the doors which will include color touch screen displays (and all new associated internal components). This action would effectively result in near new kiosks at a fraction of the cost for completely new systems. By going this route, it would include 12 months of warranty and service that we would normally have to pay for separately. These older kiosks would then match the newer touch screen kiosks we purchased last year for N. County Road and the 100 block of Sunrise.

The attached quote of \$97,740 is all-inclusive for new modems, upgraded doors, and touch screens, and 12 months of warranty/support. If we were to only complete what is required, replacement of the modems, the cost would be \$16,200 for the equipment and \$13,824 for the warranty. Therefore, staff believes it to be a wise investment to spend \$97,740, as the delta of \$67,716 gets us 36 near new kiosks which will last several more years.

PURCHASING REVIEW

This procurement has been reviewed and approved by the Purchasing Division of the Finance Department and approval of Resolution No. 081-2021 is hereby recommended.

FUNDING/FISCAL IMPACT

The equipment replacement fund has a depreciated balance of \$171,027.56 for these kiosks, so there are sufficient funds to cover the \$97,740.00 expense for the recommended upgrades, leaving a balance of \$73,287.56 which will continue to grow in the years ahead.

TOWN ATTORNEY REVIEW

Resolution No. 081-2021 is in a form previously approved for legal form and sufficiency by the Town Attorney.

Attachments

cc: Jane Le Clainche, Director of Finance
Dean Mealy, Purchasing Manager
H. Paul Brazil, Director of Public Works
Paul Colby, Facilities Maintenance Manager
Nicholas Caristo, Police Chief
Ben Alma, Support Services Manager