

Nashville Metropolitan Transit Authority

of Nashville & Davidson County, Tennessee

Board Action Item

Item Number:	M-A-24-020	Meeting Date:	6/27/2024
Item Title:	March Network Onboard Surveillance Contract Award		

BACKGROUND:

On February 1, 2018, the Nashville MTA issued a solicitation for information on managed services of all onboard cameras within the Nashville MTA/RTA fleet. Two proposals were received as responsive and responsible from Apollo and March Networks. With the information received and the deliberating team's assessment, the primary stakeholders from the Nashville MTA Safety, Operations, and Technology departments recommended continuing the partnership with March Networks as a sole procurement. March's proposed system included monitoring and management of existing assets to ensure 100% operational, on-site mobile repair services, replacement parts, labor, and installations, as well as the provision of new equipment for new vehicles.

Over the last five years, the Safety Department has been pleased with the service provided by March Networks and would like to continue the partnership. The current contract is up for renewal this month, and this project involves the purchase of onboard bus surveillance services and equipment. This will be treated as a sole-source procurement due to the use of March Network's proprietary equipment and programs, which are currently installed in our fleet. Changing the equipment, for which there are no foreseen needs, would be significantly cost-prohibitive.

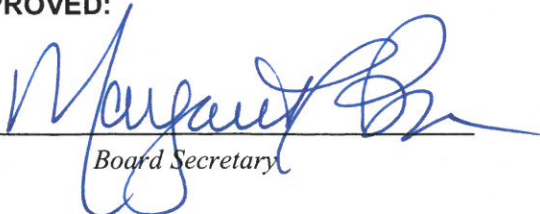
This contract's initial term is for 36 (thirty-six) months but may be extended by an adequately executed amendment for one (1) additional optional two (2) year term as may be requested by Nashville MTA, in Nashville MTA's sole discretion.

The contract was negotiated, and due to our relationship and standing with March Networks, along with their long-term commitment to MTA, the usual rates were discounted by 40%. The three-year total contract value is \$964,534.42 with an optional two years, which would be an additional \$730,086.74.

RECOMMENDATION:

Staff recommends the Board provide the Chief Executive Officer with the authority to enter into a contract with March Networks for the management and repair of all vehicle onboard cameras. The proposed contract is a three-year, sole source mobile managed services contract with one two-year option for renewal. The proposed contract includes a not-to-exceed amount of \$964,534.42 and a contingency amount of 10% (\$96,453.44). Funding will be assigned and made available through the annual operating budget.

APPROVED:



Board Secretary

7/1/2024

Date