Synopsis of Proposal Submittals
For
Fresno Yosemite International Airport's Parking Access and Revenue Control System

Proposer #1 – Hub Parking Technology
Strengths:
- Existing installations at airports of various sizes. Examples are Reagan National Airport, Atlanta Hartsfield-Jackson Airport, Pittsburgh International Airport, Richmond (VA), and Fort Meyers (FL). Some are recent deployments.

Weaknesses:
- Presentation to City staff was unfocused and did not address airport specific requirements.
- Numerous software platforms for processing transactions; lacked cohesiveness.
- Lengthy delivery time for equipment deployment - up to 12 weeks
- System maintenance would be serviced by a pool of available regional maintenance staff rather than a dedicated local maintenance presence.

Cost: $468,054

Conclusion: Unfocused presentation, not easily understood, lengthy delivery time and non-dedicated maintenance service. Overall, Hub did not demonstrate a comprehensive commitment to FATs parking program.

Proposer #2 – Scheidt & Bachmann
Strengths:
- Two (2) company technicians located locally for system maintenance.
- Parking equipment hardware is modular and interchangeable with other components in parking system, which enhances dependability.

Weaknesses:
- Did not demonstrate a priority for customer service support. Highest price of all proposers.
- Lengthy delivery time for equipment deployment - up to 16 weeks

Cost: $496,323

Conclusion: Well-regarded Company and equipment. However, equipment price is expensive and company estimated longest lead time for delivery of equipment. Also, this proposer did not convey a priority for customer service and system support.

Proposer #3 – Sentry Skidata Group
Strengths:
- Parking system expandable/scalable if needed for airport parking lot expansion.
- Shortest delivery time for equipment deployment - 8 to 10 weeks
- Strong local-based customer service commitment.
- Airport experience with recent equipment installations at John Wayne Airport (Orange County) and Sacramento International Airport.
- Very competitive cost.

Weaknesses:
- No substantive weaknesses. Not as many large airport deployments, but they do have relevant experience at medium and smaller airports such as John Wayne (Orange County) and Sacramento International.

Cost: $356,900

Conclusion: Overall, Sentry Skidata is the best value and fit for FAT. They have recent California airport installations, local maintenance service support, favorable delivery time, and cost.