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Jennifer K. Clark, AICP, HDFP
Director

www.fresno.gov/parking

August 6, 2020

MEMORANDUM

TO: WILMA QUAN, City Manager
Office of the City Manager

FROM: JENNIFER K. CLARK, Director
Planning & Development Department

THOMAS W. GAFFERY IV, MBA, CAPP
Deputy City Manager
Office of the City Manager

SUBJECT: FINDING VIGILANT SOLUTIONS, LLC UNIQUELY QUALIFIED TO PROVIDE
HARDWARE, TECHNOLOGY SUPPORT AND LICENSE PLATE
RECOGNITION (LPR) DATA FOR THE PARKING DIVISION

The purpose of this memorandum is to request authorization for sole source acquisition of goods and services from Vigilant Solutions, Inc. ("Vigilant") based in Livermore, California. Vigilant provides mobile and fixed license plate recognition (LPR) software and hardware. Vigilant manufactures license plate recognition (LPR) hardware and software for public safety and the parking industry, and is the exclusive producer of multiple products and technology.

Mobile and fixed LPR cameras will allow for the removal of staffed payment booths at Roeding and Woodward Regional Parks and facilitate the implementation of self-service pay-on-foot machines, similar to those in Downtown Fresno. Vigilant's software will also allow for "virtual permits" for parks annual passes, as well as employees and volunteers. Vigilant's software will also provide for rich analytics regarding parking lot occupancy, time of day utilization, and duration of visit, and other important planning metrics. This license plate enabled parking enforcement will provide automatic notifications when a vehicle has overstayed a time-limited area, verify paid permits and proactively alert of violation of parking rules. Vigilant ClientPortal houses license plate detection information, along with dashboards, reports and parking zone configuration. The City will control data retention, access, and user permissions, with the option to share LPR data with local law enforcement to help keep the community safe.

Vigilant Solutions currently provides LPR hardware and services to Fresno Police Department through an existing Enterprise Service Agreement. Using the same LPR platform for both the Parking Division and the Police Department will provide operational efficiencies for both units.

The Planning & Development Department believes Vigilant is uniquely qualified and request the City Manager's authorization to enter into an agreement for hardware, software and services for mobile and fixed LPR technology under the sole source competitive bidding exception.

Approved

Denied



Wilma Quan, City Manager

8/12/2020
Date