



DATE: March 21, 2019

TO: WILMA QUAN, City Manager
City Manager's Office

FROM: KEVIN MEIKLE, Director *Kem*
Airports Department

SUBJECT: AWARD SOLE SOURCE PURCHASE CONTRACT TO SENTRY CONTROL SYSTEMS, LLC, IN THE AMOUNT OF \$293,819 FOR THE PURCHASE OF SKIDATA PARKING AND REVENUE CONTROL SYSTEM (PARCS) EQUIPMENT FOR THE PARKING LOT EXPANSION PROJECT AT FRESNO YOSEMITE INTERNATIONAL AIRPORT (FAT)


The purpose of this memorandum is to request the City Manager authorize a sole source exception to the procurement requirements as set forth in the Administrative Order (AO) 3-3, so that the Airports Department (Airports) may seek Council approval for the purchase of Parking Revenue Control System (PARCS) equipment from Sentry Control Systems, LLC. (Sentry). This additional PARCS equipment is necessary because it will create a seamless environment for passengers at Fresno Yosemite International Airport (FAT) using the new surface parking lots, allowing the public to use the same payment features currently offered at FAT. The purchase includes maintenance and care for the equipment, which is owned and operated by the Airports.

1. Following a procurement process, the current PARCS equipment was purchased and installed by the Airports in 2016. This large capital investment that took months to complete. Prior to this, the last time PARCS was replaced was in 1999. PARCS equipment is specialized in operating and collecting revenue for Airports parking lots. Each brand of equipment is proprietary in its operation.
2. Other firms produce products similar to those required for this project. However, because of the proprietary nature of the parking revenue control management software and hardware, the entire system would require replacement if the requested components are not purchased from Sentry. This would result in an unnecessary and costly re-investment in the PARCS system.
3. Sentry is a Delaware LLC. providing parking solutions and technology with a specialty in system integrations. Sentry has been installing and supporting SKIDATA products since 2000. In January 2015, SKIDATA acquired a majority interest in Sentry and, thus, Sentry is the sole provider of SKIDATA equipment and products in the United States.
4. Based on the information above, it is appropriate for the City to dispense with competitive bidding requirement in this instance and to authorize the Airport to purchase the PARCS equipment from Sentry under the sole-source exception.

If you have any additional questions, or require additional information and data, please do not hesitate to contact me at 559-621-4600.

☒ Approve Request:

☐ Deny Request:



Wilma Quan, City Manager

3/22/19

Date