



## Legislation Details (With Text)

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**Title:** Actions related to a Service Agreement with Sentry Control Systems, LLC., at Fresno Yosemite International Airport (FAT):

1. Affirm the City Manager's finding that Sentry Control Systems, LLC., is uniquely qualified to provide the services.
2. Approve a Service Agreement with Sentry Control Systems, LLC., to provide parking control care services for Fresno Yosemite International Airport for an amount not to exceed \$205,236 (Council District 4)

**Sponsors:** Airports Department

**Indexes:**

**Code sections:**

**Attachments:** 1. 01-31-19 Uniquely Qualifed Determination.pdf, 2. 01-31-19 Sentry Control Systems LLC., Services Agreement.pdf

Date	Ver.	Action By	Action	Result
1/31/2019	1	City Council	approved	

## REPORT TO THE CITY COUNCIL

**January 31, 2019**

**FROM:** KEVIN R. MEIKLE, Director of Aviation  
Airports Department

### SUBJECT

Actions related to a Service Agreement with Sentry Control Systems, LLC., at Fresno Yosemite International Airport (FAT):

1. Affirm the City Manager's finding that Sentry Control Systems, LLC., is uniquely qualified to provide the services.
2. Approve a Service Agreement with Sentry Control Systems, LLC., to provide parking control care services for Fresno Yosemite International Airport for an amount not to exceed \$205,236 (Council District 4)

## RECOMMENDATIONS

Staff recommends Council affirm the City Manager's finding that Sentry Control Systems, LLC., is uniquely qualified to provide the services, pursuant to AO 6-28 and AO 6-19, and authorize the

Director of Aviation to execute a five year service agreement with Sentry Control Systems, LLC. (Sentry), for services related to providing parking control care services for Fresno Yosemite International Airport (FAT) for a total amount not to exceed \$205,236 for a five year term.

## **EXECUTIVE SUMMARY**

Parking revenue is vital to the operations of the airport. The Parking Revenue Control System (PARCS) allows for an efficient and customer-focused administration of airport parking lots. The PARCS equipment contract, installed in 2016, included seven years of maintenance and service in the agreement. The first two years of maintenance and service were included in the equipment purchase price and the remaining five years costs were a fixed price. SP Plus (SP+), the parking contractor for FAT, paid Sentry for the first two years and was reimbursed for those costs. FAT is responsible for the remaining five years of the maintenance service agreement.

## **BACKGROUND**

After a competitive Request for Proposals (RFP) process in 2015, Sentry was selected to provide PARCS equipment and software for airport parking lots. Sentry contracted with SP+ for the installation of the equipment. Equipment provided includes entry and exit gates, ticket dispensers, and computer hardware and software for processing parking lot transactions. The RFP required a seven year maintenance contract. The first two years were part of the installation costs and years three through seven are to be on a separate agreement. Rates were established in RFP documents and response.

The service agreement establishes what equipment is covered, the levels of care services, response times, and service level priority definitions.

## **ENVIRONMENTAL FINDINGS**

This is not a “project” as defined by the California Environmental Quality Act Guidelines Section 15378.

## **LOCAL PREFERENCE**

Local preference was not applied to this project because the service provider is uniquely qualified.

## **FISCAL IMPACT**

There is no impact to the General Fund from this action. Payments for the Service Agreement (\$205,236) will be made in annual installments over a five year period. Total payment for year one is \$30,811; year two \$37,380; year three \$41,896; year four \$46,438; and year five \$48,711.

Attachment:

- Uniquely Qualified Determination
- Sentry Control Systems, LLC., Service Agreement