

TOWN OF VIENNA

Request For Waiver

Req #	Dept DPW	Date 11/13/18	Dept/Head Signature <i>Michael Sullivan</i>	Proposed Vendor All Traffic Solutions	Amount \$ 59,477.50
A Request For Waiver is required by the Town's Procurement Policies and Procedures. Check the box below that applies to the proposed purchase.					
Sole Source/Proprietary		<input checked="" type="checkbox"/>	Emergency Procurement	<input type="checkbox"/>	Waive Purchase Procedures
					<input checked="" type="checkbox"/>

CHECK JUSTIFICATION(S) BELOW THAT APPLY TO THE PROPOSED PURCHASE AND SUPPLY DOCUMENTATION/EXPLANATION AS REQUIRED

- ☒ 1. Commodity/Service is from the original manufacturer or provider. There are no other distributors. (Findings must be documented below or attached)
- ☐ 2. The product is an integral part of existing equipment. Other brands not interchangeable. (State manufacturer and model number of existing equipment below.)
- ☐ 3. Only known product that meets the specialized needs of the department to bring about continuity of results. (Explain in detail below or attached)
- ☐ 4. Staff has had extensive training and/or experience with the product. Purchase of other than proposed product would incur substantial cost in re-training. (Explain in detail below or attached)
- ☐ 5. Purchase of this item/service is of an urgent nature because it is essential to public health & safety. (Describe in detail below)
- ☒ 6. Unable to obtain 3 or more quotes for item/service (Explain in detail below or attached)
- ☐ 7. None of the above apply. (State justification below and explain in detail)

Explanation:

The Department of Public Works requests permission to waive obtaining quotes to use All Traffic Solutions as a sole source vendor. *They offer cloud based software - see sole source letter for details.*

Traffic Engineering is requesting to purchase Shield radar speed display SpeedAlert signs with speed display, solar battery and panels and Traffic Suite (24 months) management equipment which are proprietary products solely engineered and manufactured by Intuitive Control Systems, LLC, the parent company of All Traffic Solutions. Quote# Q-39279, dated 11/08/18, is for \$59,477.50

Funds will come from account: 300-000-0000-39425-48101 - \$29,477.50

Project# 318POLI034-EQUIPMENT

100-104-1041-14140-48201 - \$12,200

100-104-1041-14140-48101 - \$5,000

VDOT - \$ 12,800

← I-66 T.M.P. AGREEMENT

Going to Council: 12/10/18

Reviewed by: *[Signature]*
Purchasing Agent

Date: *11/14/18*

Reviewed by: *[Signature]*
Town Attorney

Date: *11/15/18*

Reviewed and Approved by: *[Signature]*
Finance Director

Date: *11/19/18*

Reviewed and Approved by: *[Signature]*
Town Manager

Date: *11/20/18*



All Traffic Solutions Inc.
12950 Worldgate Dr.,
Ste 310
Herndon, VA 20170
Phone: 814-237-9005
Fax: 814-237-9006

A sign of the future.™

Tax ID: 25-1887906

QUOTE Q-39279

DATE/TIME: 11/8/2018
8:45:53 PM

PAGE
NO:
1

Questions contact:
MANUFACTURER:

All Traffic Solutions
Max Wicklein
(571) 321-5452
x
mwicklein@alltrafficsolutions.co
m

Independent Sales Rep:

Mail Purchase

Orders to:

3100 Research Dr.
State College, PA
16801

BILL TO:

Town of Vienna DPW
127 Center Street South
Vienna, VA 22180

SHIP TO:

Town of Vienna DPW
127 Center Street South
Vienna, VA 22180

Attn: Jeff Tufano

PAYMENT TERMS: **CUSTOMER:** 246501 **CONTACT:** (703) 255-6380
Net 30

ITEM NO:	DESCRIPTION:	QTY:	EACH:	EXT. PRICE:
4000561	Shield 12 Speed Display; base unit w/ mounting bracket	5.00	\$2,995.00	\$14,975.00
4000767	Base Model CREDIT, speed display; requires min 1 yr TrafficCloud Traffic Suite	5.00	(\$600.00)	(\$3,000.00)
4000874	All Options Activation: Bluetooth, Traffic Data, Violator Alert, Pictures, (\$3000 Value, requires Traffic or Message Suite)	5.00	\$0.00	\$0.00
4000676	Solar battery kit, (Sh12,Sh15,SA18,iA18): 18Ah batt & enclosure, w/solar control (60Wmax)	5.00	\$225.00	\$1,125.00
4000660	Solar panel, 60W; includes bracket for pole and harness	5.00	\$650.00	\$3,250.00
4000772	App, Traffic Suite (24mo); Equip Mgmt, Reporting, Image Mgmt, Alerts, Mapping and PremierCare	5.00	\$2,850.00	\$14,250.00
4000741	SpeedAlert 18 Radar Message Sign (RMS); base unit w/ mounting bracket	3.00	\$3,600.00	\$10,800.00
4000767	Base Model CREDIT, speed display; requires min 1 yr TrafficCloud Traffic Suite	3.00	(\$600.00)	(\$1,800.00)
4000874	All Options Activation: Bluetooth, Traffic Data, Violator Alert, Pictures, (\$3000 Value, requires Traffic or Message Suite)	3.00	\$0.00	\$0.00

4000793	Violator Strobe, Dual; Hardware for SpeedAlert 18, flash helps draw attention to the driver's speed. Requires color assignment PN.	3.00	\$400.00	\$1,200.00
4000826	Violator Strobe, Red and Blue for SpeedAlert 18, Requires 4000793 Dual Violator Strobe	3.00	\$0.00	\$0.00
4000716	Solar battery kit, (Sh12,Sh15,SA18,IA18): 26Ah batt & enclosure, w/ solar controller (60Wmax)	3.00	\$275.00	\$825.00
4000660	Solar panel, 60W; includes bracket for pole and harness	3.00	\$650.00	\$1,950.00
4000772	App, Traffic Suite (24mo); Equip Mgmt, Reporting, Image Mgmt, Alerts, Mapping and PremierCare	3.00	\$2,850.00	\$8,550.00
4000921	StatTrak Data Collector, TrafficCloud Ready with Cell Modem and GPS, Remote Management and Traffic Stats on up to 4 lanes approach or receding traffic	2.00	\$3,800.00	\$7,600.00
4000919	App, TrafficCloud Stats Suite for StatTrak (24mo); Equip Mgmt, Reporting and Mapping	2.00	\$1,800.00	\$3,600.00
4000641	Shipping Common Carrier	1.00	\$325.00	\$325.00
4001190	Discount - New Purchase	1.00	(\$4,172.50)	(\$4,172.50)

Special Notes:	SALES AMOUNT:	\$59,477.50
	SHIPPING:	
	TOTAL:	\$59,477.50

Duration: This quote is good for 60 days from date of issue.

Shipping Notes: Unless shipping charges are specifically indicated, prices are FOB Destination. Shipping charges may apply

Taxes: Taxes are not included in quote. Please provide a tax exempt certificate or sales tax will be applied.

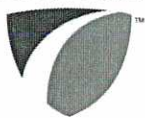
Warranty: Unless otherwise indicated, all products have a one year warranty from date of sale. Warranty extensions are a component of some applications that are available at time of purchase. A Finance Charge of 1.5% per month will be applied to overdue balances. GSA GS-07F-6092R

Authorization: By Signing below I indicate that I am authorized to commit my organization to the above.

Print Name, Title

Signature

Date



Friday, March 16, 2018

Re: Exclusively with All Traffic Solutions' products

The Shield™ radar speed display, SpeedAlert™ radar message sign and the instALERT® variable message sign are proprietary products solely engineered and manufactured by Intuitive Control Systems, LLC, the parent company of All Traffic Solutions. All Traffic Solutions products are manufactured within the United States using domestic labor and components.

In 2013, All Traffic Solutions was awarded US Patent 8,417,442 for the web-based data reporting (TraffiCloud, formerly SmartApps) which allows users to access data collected remotely and generate reports.

*****All other sign vendors offering this, or similar remote web-based data collection are in direct violation of All Traffic Solutions Patents.*****

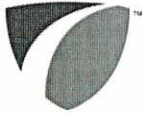
Our exceptional solutions include the following:

- • Internet Connectivity (standard): All Traffic Solutions exclusively includes wireless communication capability as a standard feature in all equipment.
- Cloud-Synchronized (standard): Web access to our hosted service allows users to manage any and all of their traffic-related devices in a single ecosystem. All devices automatically upload and consolidate collected traffic data onto this platform generating real-time reports.
- • Web-based Apps (standard): Browser-based software interface automatically updates to the most current, feature-rich firmware at no charge.
- • Mounting (standard): Our 12", 15" and 18" signs all utilize a standardized mounting configuration to suit any power source, whether temporary or permanent installations.
- • Equipment Construction: All Traffic Solutions leads the industry by designing and manufacturing the lightest, most ruggedized equipment. Durable in extreme environments, all equipment functions reliably lasting years. The Shield 12", 15", and 18" signs weigh 12, 18, and 29 lbs. respectively. The InstALERT and SpeedALERT 24" signs weigh only 43 lbs, and are the only folding signs in the market. Easy to mount anywhere, including vehicles.
- • Extended battery life (standard): Internal Lithium-based batteries will add as little as 2.5 lbs. with one 12Ah or 8 lbs. with two 16Ah batteries. All batteries are uniquely sized to fit the interior compartments of the signs and include connections required to power All Traffic Solutions equipment.

- • TrafficCloud™ services: Include, but are not limited to the following, customizable reports from a variety of sensor data sources, Drive Times, Parking Availability, GPS mapping, Wrong Way Detection Systems, Work Zone, School Zone, Freight management solutions, and more.

A sign of the future™ P.O. Box 10085 State College, PA 16805-0085 | toll free: 866.366.6602 | alltrafficsolutions.com

ALL TRAFFIC
SOLUTIONS



- Perpetual Warranty: On-going standard warranty remains in effect as long as the TrafficCloud services are active.

We look forward to building a partnership with you by implementing meaningful solutions today, and future-proof strategies beyond.

Please direct further inquiries to my attention (Toll Free) +1 (866) 366-6602, ext. 310 or by email at mwicklein@alltrafficsolutions.com

Sincerely,

A handwritten signature in black ink that reads "Max Wicklein". The signature is fluid and stylized, with a long horizontal line extending from the end of the name.

Max Wicklein
Inside Sales Representative