

CENTRAL FLORIDA EXPRESSWAY AUTHORITY

MEMORANDUM

TO: CFX Board Members

FROM: Claude Miller 
Director of Procurement

DATE: November 17, 2015

RE: Approval of Purchase Order to Daktronics for
Single Line Dynamic Message Signs

Board approval is requested to issue a purchase order in the amount of \$2,636,660.00 to Daktronics to procure 52 new single line dynamic message signs (DMS). The DMS will be installed systemwide at mainline toll plazas to upgrade existing signage, improve safety and reduce maintenance costs. The existing signs were installed between 2005 and 2012 by another manufacturer and their controllers and power supplies are no longer being supported or repaired. The new signs are designed to allow the majority of maintenance to be performed without the need for a lane closure which will reduce maintenance costs and allow for signs to be repaired more quickly.

Daktronics signs have a history of reliability in the industry and at locations on our system where they have previously been installed. Our existing software is compatible with the Daktronics signs which will reduce the need for new training for maintenance and operation. For these reasons (compatibility with existing software, standardization on a brand, consistency with staff training) we have designated the Daktronics DMS as a single source provider.

Under the Procurement Policy, Article XII, Exemptions From Competitive Procurement Processes, paragraph M, Single Source and Sole Source Purchases, this procurement is exempt from competitive procurement requirements; however, Board approval is required since the amount will exceed \$50,000.00.

Memo

To:	Corey Quinn, P.E. / CFX
From:	Charles R. Lattimer, P.E.
Date:	November 16, 2015
cc:	Chirayu Amin / Atkins
Subject:	Single-line DMS upgrade (CFX Project 599-525) Single-source procurement of Daktronics dynamic message signs

The Authority desires to upgrade fifty-two (52) overhead dynamic message signs (DMS) throughout the expressway system at mainline toll plaza locations to improve safety and reduce long-term maintenance cost. These signs will enhance safety messaging capabilities in the E-PASS open road tolling lanes at CFX mainline toll plazas. Funding for this project has been included in the Five-Year Work Plan to cover the acquisition and deployment of these signs.

Items to be procured are as follows:

- Fifty-two (52) Daktronics Model No. VX-2428-48X256-20-RGB dynamic message signs that will be owner-furnished to a contractor for installation.
- Spare parts to service fifty-two (52) Daktronics Model No. VX-2428-48X256-20-RGB DMS.
- Testing and training for Authority staff and Authority-approved representatives.

These DMS will be deployed by Project 599-525, whose design is scheduled for completion in December 2015. To ensure deployment of a consistent product throughout the system, it is recommended that Daktronics be single-sourced due to the Authority's previous successful installation of their signs and the ability to utilize the existing software already maintained by CFX. The concept of the Authority purchasing these DMS directly from Daktronics and owner-furnishing these signs to the project contractor has been investigated and is recommended. The advantages to this approach include:

1. The signs will meet the standards of quality and appearance being sought by the Authority.
2. The Authority will realize cost savings by bulk-purchasing the materials. By procuring these items as owner-furnished, the Authority may save the markup it might otherwise have paid to the Contractor.
3. By procuring these items as Owner-furnished, the Authority's cost will be reduced by its tax-exempt status.

Daktronics Inc. has provided the Authority with a quotation in the amount of \$2,636,660.00 for the direct procurement of the items listed above. Atkins recommends seeking Board approval to issue a purchase order in the amount of \$2,636,660.00 to Daktronics Inc. for the purchase of fifty-two DMS, spare parts, and associated training.

Please contact me at (407) 647-7275 if you would like to discuss further.

Approved
Charles R. Lattimer

DAKTRONICS QUOTE # 533429-1-2

Central Florida Expressway Authority
Corey Quinn
4974 ORL Tower Road
Orlando, FL USA 32807
Phone: (407)690-5000
Fax:
Email: corey.quinn@cfxway.com

26/Oct/2015
Quote valid for: 90 days
Terms: AGREEMENT
FOB: DESTINATION
Delivery: See Daktronics Project Lead
Times Below

**Reference: Central Florida Expressway Authority - Lane Status Dynamic Message Sign
(DMS) Upgrade Project 599-5**

Item No.	Model	Description	Qty	Unit Price	Extended Price
1	VX-2428-48X256-20- RGB	Front Access Lane Status DMS. Full Color, 20mm Pixel Pitch. Includes DMS Controller. Power Supplies to Be Mounted in Traffic Cabinets furnished by Others.	52	\$50,705.00	\$2,636,660.00
Total Price Excluding Sales Tax:					\$2,636,660.00

DAKTRONICS QUOTE # 533429-1-2

Installation Responsibilities:

Please reference Installation Responsibilities Sheet(s).

Optional Items:

- 1) Extra on-site VMS support - this fee is for instance when the buyer requests Daktronics on-site presence, but our personnel are unable to work because the VMS sites are not ready. These charges are not assessed in the event of inclement weather or if we underestimate our required on-site time:
 - On-site support labor: \$1,250 per day
 - On-site support travel: \$1,600 per round trip from South Dakota to job site
- 2) VMS signal cable (VMS to control equipment cabinet) in excess of the quantity quoted: \$1.35 per linear foot

Daktronics Project Lead Times:

Below are some general lead time milestones for reference. Please contact Daktronics prior to placing order to confirm current available lead times, as they are subject to change.

- 1) VMS technical submittal: 30 days after receipt of Purchase Order.
- 2) VMS equipment and software delivery: 90-120 days after receipt of approved submittal.
- 3) Our VMS installation support and training staff can be on-site with two (2) weeks advance notice from buyer.

Terms:

- If a payment bond containing terms reasonably acceptable to Daktronics secures the order, we are generally flexible on terms. These terms may include progress payments or other options depending on credit review and contract structure.
- If the contract is not secured with a payment bond, the payment terms are subject to review of the contract structure and credit of receiver.
- If no prior arrangement has been agreed to, terms are 50% due with order and 50% prior to shipment.
- Refer to standard terms & conditions for charge on late payments

Policy with Regards to Order Cancellations:

The purpose of having an order cancellation policy is to recuperate costs associated with partial performance on a purchase order for equipment. Daktronics incurs costs in processing the order, manufacturing the ordered equipment to the date of cancellation, storage, and efforts to resell the equipment. Daktronics shall charge a 25% restocking fee on all cancelled orders for standard products and may charge up to a 35% fee on non-standard products. Call Counsel with any questions or concerns.

Taxes:

Buyer must provide a sales tax exemption number/certificate to claim exemption. Sales tax will be included in the final price if the sales tax exemption number/certificate is unavailable.

Contingencies:

Any quotation to contractor is contingent upon the contractor receiving award of the contract. Any quotation also is contingent on Daktronics' meeting applicable plans and specifications. Both Daktronics and contractor shall bear their own cost, and not be responsible to each other for any costs associated with attempts to meet or amend the plans and specifications.



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Terms And Conditions:

The Terms and Conditions which apply to this quote are available upon request or by clicking the links below:

SL-02375 Standard Terms and Conditions of Sale
SL-02374 Standard Warranty and Limitation of Seller's Liability
SL-07862 Software License Agreement

(www.daktronics.com/terms_conditions/SL-02375.pdf)
(www.daktronics.com/terms_conditions/SL-02374.pdf)
(www.daktronics.com/terms_conditions/SL-07862.pdf)

DAKTRONICS QUOTE # 533429-1-2

Acceptance:

The Undersigned has actual authority to execute this document and Daktronics, Inc is relying upon such authority.

The parties hereby acknowledge and agree that the terms and conditions contained within this Quote along with the terms and conditions of the Daktronics Standard Terms and Conditions, the Standard Warranty and Limitations of Liability, and/or the Software License Agreement (together, the "Terms and Conditions") constitute the full and final understanding of the parties regarding the sale of equipment and/or the provision of services and entirely replace and supersede any previous understanding or agreement between the parties. By executing this agreement, Purchaser acknowledges that it has had opportunity and means to review the Terms and Conditions as provided in the website addresses above. In the alternative, hardcopy of these Terms and Conditions will be provided upon request. Further it is acknowledged and agreed that the price of the equipment and/or the provision of services contained within this agreement are expressly conditioned upon Purchaser's acceptance of the Terms and Conditions without change. Any modification of the Terms and Conditions may require a corresponding change in price. Accordingly, the Purchaser acknowledges and agrees to these Terms and Conditions as evidenced by its attestation below.

Customer Signature

Date

Print Name

Date

SHIP TO:		<input type="checkbox"/> Same as Bill to
Company		
Contact Person		
Address		
City		
State	Zip	
Telephone		
Fax		
Email		

BILL TO (if different from page 1):	
*Required Information	
*Company	
Contact Person	
Address	
*City	
*State	*Zip
Telephone	
Fax	
Email	

Attachment A
Transportation (DMS) Installation Responsibilities Checklist

Daktronics	Customer		Description
X		1.	Five (5) Year Gold Service Plan (Parts Only)
X		2.	Professional Engineer certification of DMS housing structural design
X		3.	Sixty (60) Spare Mods, Six (6) Spare Controllers, (6) Spare Power Supplies, Six (6) Spare VCB's and Twelve (12) Spare Sensors
X		4.	10,000 ft spool of MM Signal Cable per project requirements
X		5.	DMS Controller @ 1 per DMS (To Be Located in Control Equipment Cabinet by Others)
X		6.	On-site DMS testing support
X		7.	Shipping to a Florida drop site
X		8.	Operation and Maintenance Manuals
	X	9.	Operation and Maintenance Training
	X	10.	Operational factory and field tests
X		11.	NTCIP testing documentation
	X	12.	Central control computer or laptop computer
	X	13.	Vanguard® Control Software
	X	14.	Field demonstration test
	X	15.	Optional items listed herein
	X	16.	DMS support structure and structure footing (engineering, material, and installation)
	X	17.	DMS mounting hardware (nuts, bolts, washers, shims, etc.)
	X	18.	Control equipment mounting pad (material and installation)
	X	19.	Control equipment physical installation (off-loading from delivery truck, mounting on pad, etc.)
	X	20.	DMS physical installation (off-loading DMS from the delivery truck, lifting, hanging, mounting, etc.)
	X	21.	Lane closures and other traffic management costs during DMS installation, DMS testing, and maintenance
	X	22.	DMS and control equipment cabinet earth grounding
	X	23.	Power and signal conduit, incoming to the DMS (1.5-inch conduit is typical, but requires buyer verification)
	X	24.	Power cabling, DMS to control cabinet
	X	25.	Electrical power, start up and operating fees
	X	26.	Communication cable and equipment (telephone, fiber, or CDPD communications backbone and its installation)
	X	27.	Communications service start-up and operating fees
	X	28.	DMS Vertical Supports
	X	29.	Payment/Performance bonds or Permits
	X	30.	Control Equipment Cabinets
	X	31.	UPS System

Attachment A
Transportation (DMS) Installation Responsibilities Checklist

Daktronics	Customer		Description
	X	32.	Auxiliary Control Panel