

AUTHORIZATION FORM



Do not write / CM Office Only

CMO Log #: _____

Rcv'd Date: _____

Originator:

Name Belinda Defoor Department Purchasing Division Ext. 7179 Date 10/3/23

Description of Request: Review and approval of Sole Source - Roadway Management Technologies

Department Leave Form ☐ Check Request Form ☐ Acquisition Approval ☐

Budget Transfer ☐ Grant Item ☐ Memorandum Service Authorization Approval ☐

☒ Other (Please Specify) _____

Review and approval of Sole Source for Roadway Management Technologies with their advanced technology of roadway analysis and data collection system.

The system provides valuable road condition data to help with scheduling and completing the maintenance of the roadways.

Market research added for approval.

Purchasing Manager Signature: 

Finance Signature:(if request impacts budget) _____

Chief Financial Officer Signature: 

Hugh Dunkley (Oct 10, 2023 09:57 EDT)

Review Completed by Staff – Comments:

☐ RETURN TO ORIGINATOR FOR ADDITIONAL COMMENTS

☒ APPROVED FOR Peggy Cadeaux, Purchasing Manager 

TRACKING:

Returned to _____ Department for additional information on: _____

Forwarded to _____ Department for action on: _____



MEMORANDUM SOLE SOURCE APPROVAL

TO: Hugh B. Dunkley, Finance Director
FROM: Missie Barletto, Public Works Director Missie Barletto
Missie Barletto - Aug 23, 2023 14:54 EDT
SUBJECT: Roadway Management Technology
DATE: August 23, 2023

Background: The Public Works department is responsible for the maintenance of the roadways throughout the City of Delray Beach. In recent years large amounts of private and commercial development have occurred, population and tourism have increased, all resulting in increased wear and tear on roadways and additional strains to the existing infrastructure. The Transportation team is looking for ways to stay ahead of the rapidly changing conditions of our roadways and to minimize the maintenance costs and to keep existing roadways in better condition.

Justification: In previous years the City has hired Consultants to perform Roadway Condition studies and provide reports with a 5-year roadway maintenance repair and replacement plan, but once the study has been completed there are no updates or reassessments until a new study is performed again. With the advancements in technology newer systems of roadway analysis have been developed that utilize enhanced methods of collection.

The Transportation team has coordinated with multiples vendors offering different collection and analysis services, some utilizing the traditional technology that was used in previous studies, some with AI systems that utilize cell phone cameras and GPS, and Roadway Management Technology (RMT) which utilizes sensors mounted on the city fleet, dashboard cameras for road side detection and GPS. Another major consideration was the interval of uploads and updated data from each of the programs. Whereas the camera based has updates every few months to a year, RMT has daily updates with weekly dashboard updates which allows more real-time information to be analyzed. RMT has also been the winner of the APWA Top Tech Award for 3 years for their innovative asset management system. Public Works has determined that RMT product will best serve our needs at this time.

Market Research: Further investigation reveals that there are no equal products on the market. There are other competitors that utilize camera-based technology or data collection from the companies vehicles but none that utilize sensors mounted to the consumers fleet vehicles. The RMT product that we are selecting is the most comprehensive in what data is collected and reports are produced, and the intervals which the data is updated is the most frequent.

Quote or Proposal is attached ☒ Yes ☐ No

Comments: _____

☒ **Approved** This Sole Source approval is valid for 24 months from date of approval.
Attach this Sole Source Approval to all Acquisition Approval Memos and/or requisitions for this item.

☐ Need Additional Information ☐ Not Approved

Comments: _____

Hugh Dunkley
Hugh Dunkley (Oct 10, 2023 09:57 EDT)

Chief Financial Officer

Date

Don Marese

Information Technology (IT) Director

Date



ATTACHMENT A

COST ELEMENT FOR ROADWAY DATA, WORK ORDER, INVENTORY MANAGEMENT SOFTWARE, AND EQUIPMENT DEVICE PACKAGE

1. **Annual Software Licenses Total..... \$46,800.00**
 1. Passive Road Survey Software License..... \$46,800.00
 2. Annual Maintenance Fee..... Included with Software Licenses
 3. Hardware Installation Cost..... Included with Software Licenses
 4. End User Remote Training- total of 24 hours..... Included with Software Licenses
 5. Tech Support: 7am-6pm CST..... Included with Software Licenses
2. **Cost of Equipment**
 1. RoadRunner Road Survey Hardware..... Included with Software Licenses
 2. Road Imaging Hardware..... Included with Software Licenses

Optional Elected Integration Services:

1. **Additional Devices**
 - (A) *iPad 9th Gen 10.2 inch Tablet with unlimited data.....*\$525.00 per unit per year
 - (B) Additional Add-Ons
 - i. *Tablet Rugged Case..... *\$50 per unit
 - ii. *Tablet Vehicle Mount.....*\$85 per unit
2. **Cost of Legacy System Data Migration (40 hrs)..... Included with Software Licenses**
 1. *Additional Integration/Migration.....*\$150.00 per hour
3. **Custom Development**
 1. *Custom Development.....*\$10,000 per 40 hours
 2. *Custom Development: Major Features.....*\$30,000 per 160 hours
4. **End User Remote Training (24 hrs)Included with Software Licenses**
 1. *Additional On-Site Training.....*\$3,200.00 per 16 hour session


NOTE: * = optional Add-On

Total Annual Base Cost (Licenses, Maintenance, Fleet and Survey Hardware, Installation, Remote Training): **\$46,800.00**

Add-On Cost (tablets, accessories, additional integration, or training hours): **Dependent on Agency Selections**

Roadway Management Technologies, LLC
COMPANY

08/22/23
DATE


_____, Candler McCollum, Member/Chief Executive Officer
AUTHORIZED SIGNATURE, NAME, TITLE



Roadway Management Technologies, LLC
425 W Capitol Ave, Ste 1202 | Little Rock, AR, 72201

Date: 08/22/23

Pricing Sheet

Delray Beach, Florida
100 NW 1st Ave
Delray Beach, FL 33444

Service	Price	Qty	Extended Price (Period)
RMT Passive Road Surveying Software License	\$46,800.00	1	\$46,800.00
TOTAL			\$46,800.00

Refer to the previous pages for service details. Billing occurs at the beginning of each period.

Hardware Installation Period: 10/01/23 – 10/31/23 (midnight)

Subscription Periods: 11/01/23 – 10/31/24 (midnight) Total: \$46,800.00

11/01/24 – 10/31/25 (midnight) Total: \$46,800.00

11/01/25 – 10/31/26 (midnight) Total: \$46,800.00

11/01/26 – 10/31/27 (midnight) Total: \$46,800.00

Candler McCollum

SIGN: _____

NAME: _____

TITLE: _____

DATE: _____



ROADWAY MANAGEMENT TECHNOLOGIES, LLC

425 W Capitol Ave. Suite 1201 | Little Rock, AR 72201 | (501) 551-0780 | roadmantech.com

October 3, 2023

ATTN: Delray Beach, Florida
100 NW 1st Avenue
Delray Beach, FL 33444
561-243-7000

Dear Delray Beach, Florida:

Roadway Management Technologies, LLC ("RMT") is the sole source provider of RMT's RoadRunner Passive Road Surveying Solution ("RoadRunner"), a product and service developed and sold exclusively by Roadway Management Technologies, LLC.

RMT's RoadRunner platform allows agencies to passively crowdsource road surface quality information using agency-owned vehicles. RMT's unique and proprietary hardware and software combination preclude competition, as there is no other company allowing agencies to collect their own road quality data passively on a large, repeatable scale.

Sincerely,

Candler McCollum

CEO

501.626.1313

CITYWIDE PAVEMENT CONDITIONS ASSESSMENT AND PAVEMENT MANAGEMENT PLAN									
VENDOR COMPARISON									
Vendor	PCI Score Collection	Interactive Maps	Method of Data Collection	Report Creator/ Roadway Management	Traffic Volumes	Signs/ Roadside	Sidewalks Scans	Ranking	Notes
Roadman Tech	YES	YES	Fleet Mounted sensors	YES	YES - Additional Cost	YES	NO	1	Data updated weekly with videos of roadway conditions. Equipment mounted on city vehicles. Can coordinate with City GIS. Most complete system.
Roadbotics	YES	YES	AI-Camera based	Online Mapping Tool	NO	NO	NO	2	AI Based technology, captures road conditions, line marking condition, road signs. Traditional approach, 1 assessment snapshot in time
IMS	YES	NO	5 year Road Condition PCI report with pavement strength	Excel Reports	NO	NO	UNKNOWN	3	Traditional method for PCI, 5 year snapshot, reports available. Has strength testing. Excel spreadsheet analysis, Traditional approach, 1 assessment snapshot in time
Vaisala	YES	YES	AI-Camera based	On Demand Reports	NO	YES	NO	4	AI Based technology, captures road conditions, line marking condition, road signs. FDOT pilot revealed inaccuracies with Camera based approach. Traditional approach, 1 assessment snapshot in time
Roadly	YES	YES	AI-Camera based	NO	NO	YES	YES	5	Seems to be early stages, reporting is lacking, reports have to be done by Roadly upon request. Traditional approach, 1 assessment snapshot in time
Streetscan	YES	NO	Streetscan vehicle fleet	NO	NO	NO	UNKNOWN	6	Fleet of vehicles collects data and then utilize separate program for management of data, no response to pricing or demonstration. Traditional approach, 1 assessment snapshot in time











SS2024-001 Sole Source Packet - Roadway Management Tech

Final Audit Report

2023-10-10

Created:	2023-10-06
By:	Belinda Defoor (DefoorB@mydelraybeach.com)
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✔ Agreement completed.

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