



AGENDA ITEM MEMORADUM

Item No. 11d

Town Manager's Office

Department

Bud Bentley

Assistant Town Manager B

COMMISSION MEETING DATE (*) - 7:00 PM	Deadline to Town Clerk
<input type="checkbox"/> Oct 11, 2011	Sept 30th

*Subject to Change

- | | | | |
|---------------------------------------|---|--|---------------------------------------|
| <input type="checkbox"/> Presentation | <input type="checkbox"/> Reports | <input checked="" type="checkbox"/> Consent | <input type="checkbox"/> Ordinance |
| <input type="checkbox"/> Resolution | <input type="checkbox"/> Quasi-Judicial | <input type="checkbox"/> Old Business | <input type="checkbox"/> New Business |

FY2011 DESIGNATED HIGH PRIORITY ITEM - PRIORITY TOPIC

SUBJECT TITLE: Purchase of three (3) Digital Payment Technologies (Digital) Multi-Space Pay Station

EXPLANATION: At the December 7, 2010 meeting, the Commission authorized the purchase of five (5) Digital Payment Technologies multi-space pay stations, which were installed in the Oceanfront Center and the El Mar Parking Lot. As you know, the pay stations accept credit cards and bills plus the customers can add time at any pay station and meter revenues have increased substantially as a result of installing those pay stations.

In this year's budget we included funds to purchase three additional pay stations, two of which would be installed in the A1A Parking Lot, thus allowing us to relocate those relatively new single space meters to areas that have old meters that need to be retired. We requested a price quote from Parker System, Digital's Florida distributor, and they responded with a quote for new machines and a quote for "used" pay stations. Parker Systems has several pay stations that were used in a test environment for 60 days by a South Florida city. Parker is offering 3 of these pay stations to us at a 35% discount; no freight expense (\$2,400 saving); Digital warranties and immediate installation. In contrast, we received a 25% discount on the pay stations we purchased in December.

As the Commission is aware, we are evaluating proposals from several parking companies, all of which receive greater discounts from Digital (about 50%) so we were going to hold off on the purchase of additional pay stations until a decision was made. However, the availability of the 3 "used" pay stations changed the economics of that decision. The difference in cost of the Parking Services contractor ordering new pay stations sometime in the future and the Town ordering the used pay stations now would be \$4,698 as shown on the attached cost comparison (**Exhibit 1**). That expense will be offset by the added revenue we will receive from an A1A Parking Lot with pay stations. Also, pay stations at the A1A Parking Lot will allow us to implement the all-day parking rate approved by the Commission.

We believe it is in the best interest of the Town to convert the A1A Parking Lot as soon as possible making it a much more desirable place to park, which should increase its utilization and if we purchase the used pay stations the cost difference over 5 months is slight, if any.

RECOMMENDATION: We recommend the Commission authorize the purchase of 3 pay stations from Parker Systems or the first ranked parking company. We will place the order with the firm that provides the best combination of price and installation date.

EXHIBIT 1 - Cost Comparison

Reviewed by Town Attorney

Yes No

File: R:\0 Agenda\10-11-11 Commission\Parking\3 pay stations\10-11 AM Purchase 3 used Pay Stations.docx

Town Manager Initials B

Lauderdale By-The-Sea

Exhibit 1

Table 1 - Used Pay Stations

Line Item	Description	List Price	Discount	Savings	Price To LBTS	Qty	LBTS
					Discounted Price	Extended Price	
LUKE Paystation Hardware & Software							
1	LUKE Paystation (Cold Rolled Steel), including:	\$8,330	35%	\$2,915.50	\$5,414.50	3	\$16,243.50
2	2 inch Thermar Printer	\$1,220	35%	\$427.00	\$793.00	3	\$2,379.00
3	Coin Acceptor - Radius - US/CA-L w/coinbag	\$1,400	35%	\$490.00	\$910.00	3	\$2,730.00
4	Bill Validator (1000 notes)	\$1,700	35%	\$595.00	\$1,105.00	3	\$3,315.00
5	Dual Card Reader (Mag Stripe/Embedded Chip)	\$450	35%	\$157.50	\$292.50	3	\$877.50
6	Pmt Option Coin US Bill/CC/Coin	\$85	35%	\$29.75	\$55.25	3	\$165.75
7	P Labels- IP/L/S Set of 2	\$43	35%	\$15.05	\$27.95	3	\$83.85
8	120 VAC Power Kit CSA-L Internal	\$545	35%	\$190.75	\$354.25	3	\$1,062.75
9	GSM Modem - Wireless Communications	\$605	35%	\$211.75	\$393.25	3	\$1,179.75
10	GSM/CDMA Installation Kit	\$295	35%	\$103.25	\$191.75	3	\$575.25
11	Solar Power	\$1,100	35%	\$385.00	\$715.00	3	\$2,145.00
12	Total Price	\$15,773		5,520.55	\$10,252.45	3	\$30,757.35
13				35%			\$30,757.35
14	Freight (estimated)	150.00	100%	150.00	\$0.00	3	\$0.00
15	Installation	300.00			300.00	3	\$900.00
16	Total Capital Cost			5,670.55	10,552.45		\$31,657.35

Table 2 - New Pay Stations

Line Item	Description	List Price	Discount	Savings	Price To LBTS	Qty	LBTS
					Discounted Price	Extended Price	
LUKE Paystation Hardware & Software							
1	LUKE Paystation (Cold Rolled Steel), including:	\$8,330	50%	\$4,165.00	\$4,165.00	3	\$12,495.00
2	2 inch Thermar Printer	\$1,220	50%	\$610.00	\$610.00	3	\$1,830.00
3	Coin Acceptor - Radius - US/CA-L w/coinbag	\$1,400	50%	\$700.00	\$700.00	3	\$2,100.00
4	Bill Validator (1000 notes)	\$1,700	50%	\$850.00	\$850.00	3	\$2,550.00
5	Dual Card Reader (Mag Stripe/Embedded Chip)	\$450	50%	\$225.00	\$225.00	3	\$675.00
6	Pmt Option Coin US Bill/CC/Coin	\$85	50%	\$42.50	\$42.50	3	\$127.50
7	P Labels- IP/L/S Set of 2	\$43	50%	\$21.50	\$21.50	3	\$64.50
8	120 VAC Power Kit CSA-L Internal	\$545	50%	\$272.50	\$272.50	3	\$817.50
9	GSM Modem - Wireless Communications	\$605	50%	\$302.50	\$302.50	3	\$907.50
10	GSM/CDMA Installation Kit	\$295	50%	\$147.50	\$147.50	3	\$442.50
11	Solar Power	\$1,100	50%	\$550.00	\$550.00	3	\$1,650.00
12	Total Price	\$15,773		7,886.50	\$7,886.50	3	\$23,659.50
13				50%			\$23,659.50
14	Freight (estimated)	800.00	0%	\$0.00	\$800.00	3	\$2,400.00
15	Installation	300.00	0%	\$0.00	\$300.00	3	\$900.00
16	Total Capital Cost				8,986.50		\$26,959.50

Used **\$31,657.35**

New **\$26,959.50**

Different **\$4,697.85**