



# CITY OF SAN MARCOS

FINANCE DEPARTMENT  
PURCHASING AND CONTRACTING  
BUILDING 4  
630 EAST HOPKINS STREET  
SAN MARCOS, TEXAS 78666

## CONTRACT AWARD

This contract is between the City of San Marcos, Texas and the Contractor named below, pursuant to V.T.C.A Local Government Code, 252 as amended, in accordance with the City's Standard Terms and Conditions found at [sanmarcostx.gov/StandardTermsandConditions](http://sanmarcostx.gov/StandardTermsandConditions), and attached Solicitation and Contract documents. **The end user agreement only applies to the End-User to the extent allowable under Texas law.**

CONTRACT NAME AND NUMBER:		PURCHASING AND CONTRACTING POC:	
2025-116 LPR Software and Hardware OMNIA Contract #05-81		Angela Hernandez <a href="mailto:Ahernandez1@sanmarcostx.gov">Ahernandez1@sanmarcostx.gov</a> Office: 512-393-8181	
CONTRACTOR:		CONTRACT AMOUNT:,	
IPS Group Inc. Contact: Russell Robinson 7737 KENAMAR COURT SAN DIEGO, CA 92121 949-327-7391 <a href="mailto:Russell.robinson@ipsgroup.com">Russell.robinson@ipsgroup.com</a>		The total Capital Cost for the first year is \$96,949.64 which includes a one-time Hardware cost of \$52,931.79, and a one-time Services cost of \$44,017.85. Annual Service cost of \$51,056.44 for year one (1) through year five (5), totaling \$255,282.20. The total contract value over five (5) years is \$352,231.84.	
CONTRACT START DATE:		DELIVERY DATE / CONTRACT TERM / OPTIONAL EXTENSIONS:	
June 1, 2025		This term is from June 1, 2025, through July 31, 2026, with four (4) automatic possible one (1) year renewals	
COSM USER DEPARTMENT AND POC:			
Tiffany Williams Parking Coordinator - City Marshals Office <a href="mailto:twilliams@sanmarcostx.gov">twilliams@sanmarcostx.gov</a> 512.754.2216			
The Above Contract Number Must Appear On All Correspondence, Invoices, Packing Sheets, and Bills Of Lading. Email invoices directly to: <a href="mailto:cosmap@sanmarcostx.gov">cosmap@sanmarcostx.gov</a>			
By execution of this contract below, Contractor agrees to all Terms, Conditions, and Specifications of the Contract Documents.			
AUTHORIZED CITY OF SAN MARCOS SIGNATURE:		AUTHORIZED CONTRACTOR SIGNATURE:	
TYPED/PRINTED NAME:		TYPED/PRINTED NAME:	
TITLE:	DATE:	TITLE:	DATE:



## Request for City Manager Signature (\$50,000 and higher)

Project Name/Contract Number:	LPR Software and Hardware	#2025-116
Department Contact / Department Name:	Tiffany Williams	City Marshal
Date of City Council Approval: (Past or Recent)	N/A	
Return Signed Document to:	Angela Hernandez	Ext: 8181

### Background/Purpose:

A contract with IPS Group Inc. for software and equipment to issue citations for parking violations throughout the city, including downtown timed parking. Through the OMNIA Cooperative contract #05-81.

This term is from June 1, 2025, through May 31, 2026, with four (4) automatic optional one (1) year renewals.

### Funding:

Project Number	Fund	Phase	GL Account	Amount
			NTE FY25	\$148,006.08
			NTE FY26	\$51,056.44
			NTE FY27	\$51,056.44
			NTE FY28	\$51,056.44
			NTE FY29	\$51,056.44

### **Reviewed / Approved:**

User Department Director:		Date:	
Purchasing / Contracting POC:	Angela Hernandez	Date:	
Finance Director: (CDBG-DR)	N/A	Date:	
Procurement Manager:		Date:	
Procurement Program Administrator		Date:	



# COST PROPOSAL

## OMNIA Contract #05-81

**Date  
Created:**  
04/16/2025

**Created For:**  
San Marcos, TX  
Charles Campbell

## ENFORCEMENT/PERMITTING SYSTEMS

The IPS Mobile Enforcement Application is available on both Android and iOS operating systems. IPS can also utilize existing Android and/or iOS devices or supply new ones as presented below.

### HANDHELD DEVICE AND HARDWARE

2-Piece Handheld Purchase Option - Capital Costs	Unit Price
<b>Optional:</b> Samsung Smart Device with ruggedized case and charger	\$1,495.00
<b>Optional:</b> iPhone with ruggedized case and charger	\$1,495.00
3" Bluetooth Printer with charger and belt clip	\$995.00
<b>Optional:</b> 3-Year Handheld Warranty	\$300.00
<b>Optional:</b> 3-Year Printer Warranty	\$300.00

Citation Paper - Capital Costs	Unit Price
Citation Paper Template Setup (One-time fee) - Per template/color	\$75.00
Mobile Citation Paper (per roll) QTY 100 - Per roll	\$13.95
Mobile Citation Paper (per roll) QTY 200 - Per roll	\$9.95
Mobile Citation Paper (per roll) QTY 300 - Per roll	\$7.95

Citation paper roll pricing is subject to final volume, approval of artwork design, and layout. All hardware and paper pricing is valid for 30 days and is subject to change based on availability. Pricing does not include any applicable shipping or sales tax.

### ENFORCEMENT MANAGEMENT SYSTEM AND CITATION PROCESSING SERVICES

Enforcement Management System - Capital Costs	Unit Price
One Time Setup & Configuration	\$5,000
<b>Optional:</b> Data Conversion from Existing Citation Management System	\$2,500.00
<b>Optional:</b> Third Party Integration One-Time Setup	\$1,500.00
<b>Optional:</b> Estimated Travel Expenses for Installation - Per trip	\$2,000.00
<b>Optional:</b> On-site training and installation - Per day	\$600.00
Remote training and installation - Per unit	INCLUDED

Enforcement Management System - Ongoing Fees	Unit Price
Enforcement Management System Ongoing Fee - Per citation - \$1.00 per citation or \$1,500.00 per month, whichever is greater	\$1.00
<b>Optional:</b> Handheld Device Mobile Data Plan (Voice/Text not included)	\$55.00
Handheld Device License & Support	\$55.00

<b>Optional:</b> Manual Citation Entry Fee	\$1.50
<b>Optional:</b> Registered Owner Acquisition*	\$1.25
<b>Optional:</b> Delinquent Notice Processing & Mailing (Includes postage)	\$1.25
<b>Optional:</b> Certified Letters	\$12.50
<b>Optional:</b> Additional Letters and Correspondence (Includes postage)	\$1.25
<b>Optional:</b> Third Party Integration Ongoing Maintenance & Support	\$75.00
Online & IVR Secure Credit Card Gateway Fee <b>*Can be charged to the public</b> *Assumes the use of the client merchant account	\$3.50
<b>Optional:</b> IPS Merchant Hosting Fee <b>*Can be charged to the public</b>	\$3.50

*\*Registered owner acquisition fees subject to change based on local DMV rates and access to Nlets data (ORI required).*

#### DELINQUENT COLLECTION SERVICES

Collections - Ongoing Fees	Unit Price
Advanced/Delinquent Collections - 35% of amount collected	35%

## CAPEX - MOBILE PARKING LPR – VIGILANT/MOTOROLA

### Hardware - One Time

Line #	Item #	Qty	Description	Sell Price	Ext Sell Price
1	CDM-2-22--L5M	3	Mobile LPR 2-Camera L5M High-Definition System (Expandable to 4 Cams)	\$11,428.57	\$34,285.71
2	VS-LBB-02-REV-E	3	LPR Camera Mounting Brackets - Light Bar Mounting Style - Complete Set	\$1,329.64	\$3,988.92
3	VS-TBLT-301Y-KIT	3	Vigilant Tablet Kit - 301Y	\$4,571.43	\$13,714.29
4	TAB-FEXPL-01	3	RAM Base Plate and Pole for Ford Explorer	\$314.29	\$942.87
<b>Subtotal Price</b>					<b>\$52,931.79</b>

### Services - One Time

Line #	Item #	Qty	Description	Sell Price	Ext Sell Price
1	VS-CLIENTPORTAL-H	1	<a href="#">Client Portal Account - More Info</a>	\$0.00	\$0.00
2	CDMS24HWW	3	2-Camera Mobile LPR System - Extended Hardware Warranty - 4 Additional Years	\$4,800.00	\$14,400.00
3	VS-TRVL-01	1	Vigilant Travel via Client Site Visit	\$1,771.43	\$1,771.43
4	SSU-SYS-COM	3	Vigilant System Start Up & Commissioning of 'In Field' LPR system	\$1,137.14	\$3,411.42
5	VS-INSTALL	3	Installation services for 2-camera mobile LPR system. <i>* There is a contingency cost of \$5,600 if we need to do a second trip.</i>	\$3,000.00	\$9,000.00
6	VS-SHP-01	3	Vigilant Shipping Charges - Mobile	\$130.00	\$390.00
<b>Subtotal Price</b>					<b>\$28,972.85</b>

### Services - Annual Recurring

Line #	Item #	Qty	Description	Sell Price	Ext Sell Price
1	VS-VPS-PT-01	3	Parking Enforcement System Toolkit	\$1,142.86	\$3,428.58
2	VSBSVC-01	1	Vigilant LPR Basic Service Package for Hosted/Managed LPR Deployments	\$3,600.00	\$3,600.00
3	VS-VPS-PI-INT	1	Parking Integration	\$1,142.86	\$1,142.86
<b>Subtotal Price</b>					<b>\$8,171.44</b>

				Subtotal Price	\$90,076.08
				Sales Tax	\$0.00
				<b>Total Price</b>	<b>\$90,076.08</b>

**Notes**

1. This quote reflects OMNIA Contract #05-81
2. There is a contingency cost of \$5,600 if we need to do a second trip.
3. This Quote will expire 06/15/2025.
4. MSI's Master Customer Agreement: [https://www.motorolasolutions.com/en\\_us/about/legal.html](https://www.motorolasolutions.com/en_us/about/legal.html) (and all applicable addenda) shall govern the products & services and is incorporated herein by this reference. Any free services provided under this offer are provided AS IS with no express or implied warranty
5. System proposed can perform permit, time limit, and scofflaw enforcement.
6. Does not include in-vehicle cellular hotspot (MIFI / Cradlepoint)
7. Minimum 5 year commitment.

**Salesperson:**

**Russell Robinson - Business Development Director - West - 858-414-0872 -  
Russell.Robinson@ipsgroup.com**

**IPS LIMITED WARRANTY - ENFORCEMENT AND PERMITS**

IPS will provide a limited parts warranty for any physical product, such as handhelds or printers, in accordance with the manufacturer's warranty. Software Services are provided "as-is" in accordance with the scope of services and shall perform substantially in accordance with an identifiable set of functional specifications. IPS shall provide bug fixes and generally available upgrades at no cost during the contract term.

Additional Warranty Provisions: Repair or replacement under warranty of any defective product does not extend the warranty period for that product or subcomponent. IPS will either repair or replace products or subcomponents, at our discretion, that are found to be defective within the defined warranty period, with transportation costs prepaid by the customer. Returns for credit will only apply once IPS has received a defective product and confirmed that defects were within the warranty period and are covered under the terms and conditions of the warranty provided. THE WARRANTIES CONTAINED IN THE AGREEMENT DOCUMENTS ARE IPS'S SOLE AND EXCLUSIVE WARRANTIES. THE EXTENT OF IPS'S LIABILITY FOR A WARRANTY CLAIM IS LIMITED TO THE REPAIR OR REPLACEMENT OF THE DEFECTIVE EQUIPMENT OR DEFECTIVE SERVICE OR SOFTWARE AT THE SOLE OPTION OF IPS. IPS AFFIRMATIVELY EXCLUDES ANY AND ALL OTHER WARRANTIES, CONDITIONS, OR REPRESENTATIONS (EXPRESS OR IMPLIED, ORAL OR WRITTEN), WITH RESPECT TO THE EQUIPMENT AND/OR SERVICES OR SOFTWARE PROVIDED INCLUDING ANY AND ALL IMPLIED WARRANTIES OR CONDITIONS OF TITLE, MERCHANTABILITY, OR FITNESS OR SUITABILITY FOR ANY PURPOSE (WHETHER OR NOT IPS KNOWS, HAS REASON TO KNOW, HAS BEEN ADVISED, OR IS OTHERWISE IN FACT AWARE OF ANY SUCH PURPOSE) WHETHER ARISING BY LAW OR BY REASON OF CUSTOM OF THE TRADE.

Exclusions: Warranty voided with use of imitation or non-genuine replacement parts, unauthorized alterations, abuse, vandalism, products subjected to unusual physical or electrical stress, improper handling or general misuse to the equipment (hardware or

software), including attempted repairs that result in damage. Warranty specifically excludes any consumable items such as paper, batteries, etc. Software warranty is void if usernames and/or passwords are shared with 3rd parties, or allowance of 3rd party access to IPS software without IPS written consent, or any unauthorized changes or attempts to change IPS software. Force Majeure: IPS shall not be liable for any warranty provisions where such product failure is as a result of Acts of Nature (including fire, flood, earthquake, storm, hurricane or other natural disaster), war, invasion, act of foreign enemies, hostilities (whether war is declared or not), civil war, rebellion, revolution, insurrection, military or usurped power or confiscation, terrorist activities, nationalization, government sanction, blockage, embargo, labor dispute, strike, lockout or interruption or failure of electricity, internet services or cellular telecommunication failures caused by any of the events or causes described above. IPS provides no warranty with respect to any 3rd party hardware or software, whether supplied in connection with this Agreement or otherwise. IPS is not liable in any way as a result of use or performance of customer internet service or wireless data services provided by national carriers.



**ATTACHMENT "D"**  
**AUTHORIZATION OF CHANGE IN SERVICE**

<b>CONTRACT NAME:</b>		<b>NUMBER:</b>	
<b>CONTRACTOR:</b>			
<b>ORIG. CONTRACT DATE:</b>		<b>RESOLUTION NO:</b>	
<b>CITY REPRESENTATIVE:</b>		<b>DEPT:</b>	
<b>DATE:</b>		<b>ACIS NO.:</b>	

DESCRIPTION OF WORK TO BE ADDED TO OR DELETED FROM SCOPE OF SERVICES:

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Original Contract Amount:		\$
Previous <b>Increases/Decreases</b> in Contact Amount:		\$
CURRENT CONTRACT AMOUNT:		\$
This <b>Increase/Decrease</b> in Contract Amount:		\$
REVISED CONTRACT AMOUNT:		\$

**CONTRACTOR:**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Full Name / Title (if not in individual capacity)

**CITY:**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name / Title

*City Department Use Only Below This Line (PM, POC, etc.).*

Account Number(s):	Amount	Date
#	\$	
#	\$	
#	\$	