



City of San Antonio

Agenda Memorandum

File Number:

Agenda Item Number: 13

Agenda Date: January 30, 2025

In Control: City Council A Session

DEPARTMENT: Finance Department

DEPARTMENT HEAD: Troy Elliott

COUNCIL DISTRICTS IMPACTED: Citywide

SUBJECT:

Aerial Imagery Services

SUMMARY:

This ordinance authorizes a contract with Pictometry International Corp. dba EagleView to provide the Information Technology Services Department with aerial imagery services for an estimated cost of \$204,000.00 annually and an estimated total cost of \$1,060,800.00 over the contract term, to begin upon completion of implementation, for three years with two additional one-year renewal options. Funding in the amount of \$204,000.00 for the first year, is available from the Information Technology Services Fund FY 2025 Adopted Budget. Funding for subsequent years is contingent upon City Council approval of annual budget.

BACKGROUND INFORMATION:

Submitted for City Council consideration and action is a proposal from Pictometry International Corp. dba EagleView for aerial imagery services with digital geo-referenced imagery covering the area provided which includes all of Bexar County as well as the Extra-Territorial Jurisdiction (ETJ) of San Antonio, Texas. The San Antonio Police Department, San Antonio Fire Department, Parks & Recreation, Development Services, Planning, Public Works, Transportation, 311, Arts &

Culture, Aviation, Center City Development Office, Economic Development, Office of Historic Preservation, Metro Health, and other departments require up-to-date high-resolution imagery for use in their digital and printed maps. Imagery facilitates planning, building, monitoring, and intelligence for these departments.

The City issued a Request for Competitive Sealed Proposals (RFCSP) for “Annual Contract for Aerial Imagery” (RFCSP 24-108, 6100018015) on June 14, 2024, with a submission deadline of July 30, 2024. The RFCSP was advertised in the HartBeat, TVSA channel, the City’s Bidding & Contracting Opportunities website, the San Antonio e-Procurement System and an email notification was released to a list of potential Respondents. Five firms responded with one firm submitting two proposals. Thus, a total of six proposals were received. One proposal was deemed non-responsive for submitting material variances and exceptions to the contract terms and conditions. The remaining five proposals were deemed responsive for evaluation.

The evaluation committee consisted of representatives from Information Technology Services, Parks and Recreation, Public Works and Development Services departments. The Finance Department, Procurement Division assisted by ensuring compliance with City procurement policies and procedures. The evaluation of each proposal was based on a total of 100 points: 25 points were allotted for experience, background and qualifications; 40 points were allotted for proposed plan; 15 points were allotted for respondent’s price schedule; 10 preference points were allotted for the Small Business Enterprise (SBE) Prime Contract Program; and 10 preference points were allotted for the Minority Women-Owned Business Enterprise (M/WBE) Prime Contract Program. Additional categories of consideration included references and financial qualifications.

The evaluation committee met for an initial evaluation to discuss and score the five responsive proposals on September 25, 2024, and after initial scoring, the committee’s recommendation was to conduct interviews with the top three highest-ranked firms. When shortlisted vendors were notified of their opportunity to interview and demonstrate their system, one firm chose to withdraw their proposal response due to an error submitted with their initial pricing which they were unable to honor. The remaining firm, having submitted two proposals, proceeded to interviews and final evaluation. The evaluation committee reconvened for interviews and discussion on October 17, 2024. After interview, the evaluation committee discussed and scored the shortlisted firm’s option 1 and option 2 proposals, based on the aforementioned criteria. Individual scores were submitted, and aggregate scores were presented. After a recommendation for award was agreed upon by the evaluation committee, the price scores were revealed. Pictometry International Corp. dba EagleView, scored the highest on its option 1 proposal and was recommended for award by the evaluation committee.

The term of this contract begins upon completion of implementation and will be for three years with two additional, one-year renewals at the City’s option which will also be authorized by this ordinance.

ISSUE:

This contract will provide aerial imagery services with digital geo-referenced imagery covering the area provided which includes all of Bexar County as well as the Extra-Territorial Jurisdiction (ETJ) of San Antonio, TX.

Pictometry International Corp. dba EagleView's aerial imagery services are able to deliver an interactive cloud-based application to navigate imagery with very high quality resolution. Additionally, the technology proposed easily syncs with current City use of Esri products supporting GIS mapping and spatial analytics.

This contract will be awarded in compliance with the Small Business Economic Development Advocacy (SBEDA) Program. The Goal Setting Committee applied the Small Business Enterprise (SBE) Prime Contract Program with ten (10) evaluation preference points, and the Minority/Women-Owned Business Enterprise (MWBE) Prime Contract Program with ten (10) evaluation preference points. Pictometry International Corp. dba EagleView was not eligible to receive any points.

This award is an exception to the Local Preference Program.

The Veteran-Owned Small Business Preference Program does not apply to non-professional service contracts, so no preference was applied to this contract.

ALTERNATIVES:

Should City Council choose not to approve this ordinance, the Information Technology Services Department will need to seek an alternate means to acquire aerial imagery services.

FISCAL IMPACT:

This ordinance authorizes a contract with Pictometry International Corp. dba EagleView to provide the Information Technology Services Department with aerial imagery services for an estimated cost of \$204,000.00 annually and an estimated total cost of \$1,060,800.00 over the contract term, to begin upon completion of implementation, for three years with two additional one-year renewal options. Funding in the amount of \$204,000.00 for the first year, is available from the Information Technology Services Fund FY 2025 Adopted Budget. Funding for subsequent years is contingent upon City Council approval of annual budget.

RECOMMENDATION:

Staff recommends approval.

