



Budgetary Proposal for

Wiltshire Council
Where everybody matters

Culver Street MSCP Pay on Foot Parking Solution

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1. Executive Summary

Historic Salisbury is the only city in Wiltshire. It serves the local population of over 40,000, is a major regional visitor / shopper destination and hosts a number major events. Salisbury is served by several off-street car parks including: The Maltings MSCP; Culver Street MSCP; The Central surface car parks; and the privately operated Old George Street Mall.

Culver Street MSCP is ideally located in terms convenient pedestrian access to the city centre. It has the additional advantage of direct vehicular access straight off the A36 ring road, offering city centre parking with reduced centre traffic congestion and emissions. The car park is currently operated on a Pay & Display basis, but Wiltshire Council have identified that adopting a Pay on Foot approach would increase its attractiveness (helping to keep traffic out of the city centre) and provide a better shopper/visitor experience supporting local retailers and commerce.

This document provides an initial budgetary estimate (with options) to adopt a high quality Pay on Foot solution for Culver Street as part of Wiltshire Council's overall parking strategy.

In summary the budgetary options are:

a) New Technology WPS ParkAdvance™ System – *recommended approach*

Solution Price: £59,885 - includes: new island on ramp; 2 x Entry Terminals ["tandem entry"]; 1 x Exit Terminal; 2 Barrier Units; 1 cash & card Pay Station [includes chip & PIN and contactless] and 1 card only Pay Station [includes chip & PIN and contactless] located at the SW pedestrian entrance; IP intercom system; control room software & hardware; power and IP network data cabling; installation and commissioning. ANPR added as a module now or later would add £6,369.

Option Price: £28,959 – additional vehicle entrance equipment at Culver Street vehicular entrance and additional pay station at NE pedestrian entrance - includes: new island; 1 x Entry Terminal; 1 Barrier Unit; 1 cash & card Pay Station [includes chip & PIN and contactless] located at the NW pedestrian entrance; IP intercom system; power and IP network data cabling; installation and commissioning). ANPR added as a module now or later would add £3,185.

b) Old Technology (WPS BC200 System) – *not recommended for new installations*

Solution Price: £55,285 - includes: new island on ramp; 2 x Entry Terminals ["tandem entry"]; 1 x Exit Terminal; 2 Barrier Units; 2 refurbished Pay Stations [cash only] located at the SW pedestrian entrance; IP intercom system; control room software & hardware; power and IP network data cabling and Moxa IP converters; installation and commissioning. ANPR added as a module now or later would add £14,319.


Option Price: £26,633 – addition vehicle entrance equipment at Culver Street vehicular entrance and additional pay station at NE pedestrian entrance - includes: new island; 1 x Entry Terminal; 1 Barrier Unit; 1 cash only Pay Station located at the NW pedestrian entrance; IP intercom system; power and IP network data cabling and

Moxa converters; installation and commissioning). ANPR added as a module now or later would add £1,795.

Future upgrade for chip and PIN operation: £2,635 per pay station.

2. Budgetary Costings

2.1 New Technology (ParkAdvance™) System

WPS UK Ltd - Wiltshire Council Culver Street MSCP Park Advance™ 08/05/2015 QPS-****			
			
WPS UK Ltd - Wiltshire Council Culver Street MSCP	Qty	Unit Price	Extended Price
Car Park			
Entry Terminals -Tandem	2	£3,496.00	£6,992.00
Exit Terminals	1	£3,046.00	£3,046.00
Entry/Exit Barriers with 3.5m Articulated Arms	2	£1,540.00	£3,080.00
Pay Stations			
Pay Station - Coins, Notes, C&P, Wave & Pay	1	£9,176.00	£9,176.00
Cashless Pay Station - C&P and Wave and Pay	1	£4,982.00	£4,982.00
Site Office/Control Room			
Rack Mountable Data Server	1	£1,516.00	£1,516.00
Operational Software	1	£2,572.00	£2,572.00
IP Intercom	1	£3,772.00	£3,772.00
Operator/Control PC	1	£638.00	£638.00
Tower UPS	1	£369.00	£369.00
Router	1	£180.00	£180.00
Desktop Proximity Card Reader/Programmer	1	£107.00	£107.00
Network Hardware			
Media/Network Switches	3	£294.00	£882.00
Delivery of Equipment to Site			
Delivery	1	£2,000.00	£2,000.00
Installation			
Works Package	1	£20,573.00	£20,573.00
<i>Construct 1no concrete equipment islands, supply and install 75m cabling conduit, supply and install 85m CAT5 cable, supply and install 85m power cable, bolt down 3no terminals, 2no barriers and 2no pay stations, supply and install YY cable between terminals and barriers, supply and install switched fused spurs, slot cut 6no loops, lay cable and backfill, test, commission and set to work. Set up and configure intercom and control room, test and set to work. Includes 10no engineer days.</i>			
Budgetary Quotation Excluding VAT			£59,885.00

North East Entrance			
Entry Terminal	1	£3,496.00	£3,496.00
Entry Barrier with 3.5m Articulated Arm	1	£1,540.00	£1,540.00
Pay Station - Coins, Notes, C&P, Wave & Pay	1	£9,176.00	£9,176.00
Media/Network Switch	1	£294.00	£294.00
Additional Intercom Licences	2	£133.00	£266.00
Installation and Commissioning	1	£14,187.00	£14,187.00
<i>Construct 1no concrete equipment islands, supply and install 55m cabling conduit, supply and install 30m CAT5 cable, supply, install and terminate 140m fibre cable (with 2no breakout boxes and ST ends)supply and install 10m power cable, bolt down 1no terminal, 1no barrier and 1no pay station, supply and install YY cable between terminals and barriers, supply and install switched fused spurs, slot cut 2no loops, lay cable and backfill, test, commission and set to work. Set up and configure intercom and control room, test and set to work. Includes 5no engineer days.</i>			
Total for North East Entrance			£28,959.00
Requested Options			
ANPR System - Main Equipment			
ANPR Camera and Controller in Colour Co-ordinated Bollard	2	£2,775.00	£5,550.00
ANPR Operational Software	1	£555.00	£555.00
Bolt Down and Connect	2	£132.00	£264.00
ANPR System - North East Entrance			
ANPR Camera and Controller in Colour Co-ordinated Bollard	1	£2,775.00	£2,775.00
ANPR Operational Software	1	£278.00	£278.00
Bolt Down and Connect	1	£132.00	£132.00

2.2 Old Technology (BC200) System

WPS UK Ltd - Culver Street MSCP BC200 - Refurbished 09/05/2014 QPS-xxxx		 	
	Qty	Unit Price	Extended Price
Car Park			
Entry Terminals - Tandem	2	£3,384.00	£6,768.00
Exit Terminals	1	£3,102.00	£3,102.00
Parking Pro Barriers with 3.5m Articulated Arms	2	£1,732.00	£3,464.00
Pay Stations			
Pay Stations for Payment by Coins and Notes	2	£6,914.00	£13,828.00
Site Control Room			
Data Concentrator	1	£737.00	£737.00
GE300 IP Intercom	1	£3,904.00	£3,904.00
Control PC	1	£563.00	£563.00
Monitor	1	£157.00	£157.00
Keyboard and Mouse	1	£32.00	£32.00
ADSL Router	1	£180.00	£180.00
Control Room UPS	1	£369.00	£369.00
Moxa IP Convertor	1	£108.00	£108.00
Delivery to Site			
Delivery	1	£1,500.00	£1,500.00
Installation			
Works Package	1	£20,573.00	£20,573.00
Construct 1no concrete equipment islands, supply and install 75m cabling conduit, supply and install 85m CAT5 cable, supply and install 85m power cable, bolt down 3no terminals, 2no barriers and 2no pay stations, supply and install YY cable between terminals and barriers, supply and install switched fused spurs, slot cut 6no loops, lay cable and backfill, test, commission and set to work. Set up and configure intercom and control room, test and set to work. Includes 10no engineer days.			
Budgetary Total Excluding VAT			£55,285.00

North East Car Park			
Entry Terminals - Tandem	1	£3,384.00	£3,384.00
Parking Pro Barriers with 3.5m Articulated Arms	1	£1,732.00	£1,732.00
Pay Stations for Payment by Coins and Notes	1	£6,914.00	£6,914.00
Additional Intercom Licences	2	£133.00	£266.00
Installation and Comissing	1	£14,337.00	£14,337.00
<i>Construct 1no concrete equipment islands, supply and install 55m cabling conduit, supply and install 30m CAT5 cable, supply, install and terminate 140m fibre cable (with 2no breakout boxes and ST ends)supply and install 10m power cable, bolt down 1no terminal, 1no barrier and 1no pay station, supply and install YY cable between terminals and barriers, supply and install switched fused spurs, slot cut 2no loops, lay cable and backfill, test, commission and set to work. Set up and configure intercom and control room, test and set to work. Includes 5no engineer days.</i>			
Total for North East Car Park			£26,633.00
Convert Pay Stations to Chip and Pin - Each	1	£2,635.00	£2,635.00
ANPR System - Budgetary Price Only			
Cameras, Licences, Software, Back Office Equipment and Set Up	1	£13,694.00	£13,694.00
Installation	1	£625.00	£625.00
Additional ANPR Camera and Licence for North East Car Park	1	£1,482.00	£1,482.00
Installation	1	£313.00	£313.00

Appendix I – General Terms

PROPOSAL

Any form of proposal howsoever made by the Company is subject to alteration or withdrawal until any order arising from it has been accepted by the Company in writing.

1. APPLICATION OF CONDITIONS

These General Conditions of Contract together with the Proposal Purchase Order and the written acceptance thereof and any special conditions agreed by the parties shall constitute the contract and supersede all prior or conflicting negotiations, representations or agreements. Any Terms and Conditions in or referred to in the Purchasers order shall be deemed not accepted by the Company and to have no effect unless specific reference is made to such terms and conditions in the Company's written acceptance of the order and unless the Company specifically agrees to them. No waiver or modification of the provisions of the proposal and these standard Conditions of Contract shall be binding unless made in writing and signed by a person duly authorised on behalf of the Company.

2. EXTRAS

The contract price includes only such equipment, accessories and work as are specified in the proposal made and the order accepted by the Company. Should there be any variation to the terms of the proposal and therefore the accepted order which is requested by the Purchaser which involves extra cost to the Company or should the Company incur extra cost owing to suspension of the work by the Purchaser's instructions or lack of instructions, or to interruptions, delays, overtime, unusual hours, mistakes or work for which the Company is not responsible such extra cost may be charged for and shall be paid for by the Purchaser.

3. SPECIFICATIONS AND PERFORMANCE

All descriptions, drawings, specifications and other particulars however issued by or on behalf of the Company are approximately correct and the Company will not be bound by any statement thereof or any of them contained in any general description or statement issued by the Company unless expressly confirmed by it in writing to the Purchaser for the purpose of the accepted order.

Performance figures given by the Company concerning its equipment are an estimate of what it expects to obtain on tests and shall be subject to reasonable tolerance and rejection limits. Deviations from such figures shall not be made the basis of any claim against the Company except where specifically agreed to the contrary in writing. Within such tolerance on rejection limits the Company shall be responsible for those figures supplied by sub-contractors or other co-operating parties to the extent that the Company's proposal has been prepared on the basis of such performance figures.

The Purchaser assumes responsibility that equipment supplied by the Company in conformity with any specification or requirement laid down by the Purchaser is sufficient and suitable for the purpose for which it is required by the Purchaser.

4. TESTS

The Company's equipment is inspected and submitted to the Company's standard tests. Additional tests if required by the Purchaser may be charged as extras. Any tests to be carried out in the presence of the Purchaser shall be deemed to have been made in his presence if having been given not less than 14 days notice of the place and time and date of the test he fails to attend.

5. DESPATCH

Times quoted for despatch or completion represent the Company's best estimates only and are given in good faith, time not being of the essence.

6. TRANSFER OF PROPERTY

Until payment in full has been received even though delivery to the Purchaser has been effected, the property in the equipment shall remain vested in the Company but the equipment shall be at the sole risk of the Purchaser who shall insure and keep the equipment fully insured against all and every reasonable risk. (The Purchaser to provide satisfactory evidence of insurance if so required).

7. PACKING

(a) Unless otherwise specified in the Contract all packing cases, or other containers in which the equipment (the subject of the agreement) is despatched must be returned to the Company's works at the Purchaser's expense and in good condition within one month from the date of receipt. If not so returned they may be charged for at the price indicated on the dispatch note.

(b) Save with the exception of condition 10 all the Company's equipment is sent to the Purchaser at the Purchaser's own risk. The Company takes all reasonable care and precautions in packing the equipment and therefore cannot accept responsibility for damage or delay in transit unless it has failed to take such reasonable care.

8. ERECTION AND SERVICES

When the Company provides for erection and/or services on the site by the Company then:

(a) The preparation of the site shall be the sole responsibility of the Purchaser and shall be subject to approval by the Company as being suitable for the equipment.

(b) The contract price does not include the cost of any modifications, alterations or making good to building or any other structures whatsoever on the site.

(c) The Purchaser shall provide at his cost, all roadways and other means of access to the site, labour, lifting gear, temporary platforms, piping and trunking, electrical and other power, and all other additional services required for the prompt execution of the contract work.

9. TERMS OF PAYMENT

Unless other terms of payment have been agreed in writing, payments shall be made to the Company as follows:

(a) In the case of contracts not including erections or services on site. Payment in full to be within 30 days of delivery.

(b) In the case of contracts including erections or services on site, 60% of the total amount is due when the order is placed, 30% is due on delivery and the balance of 10% shall be paid when erection has been completed and the equipment has passed the Company's tests on site (when these are included) or one calendar month after the equipment has been put into commercial use (whichever is the earlier), provided that in any event the balance due shall be paid not later than the expiration of two calendar months after the Company has given written notice that erection is complete. The furnishing of a signed acceptance certificate by the Purchaser (when included) shall for the purpose of this clause signify that erection has been completed and any Company tests passed.

(c) Should the Company be unable to effect delivery of such equipment as is ready for delivery arising from the Purchaser's instructions or lack of instructions, or otherwise through the Purchaser's default (such as cancellation of order) then any balance of payment that may be due upon delivery of such equipment shall become due immediately and the Purchaser shall be liable for the Company's costs related to the storing and insurance of such equipment.

(d) The Company reserves the right to charge the Purchaser with interest at a rate that is 3 percent above the base rate then published by National Westminster Bank plc on all amounts overdue.

10. LOSS OR DAMAGE IN TRANSIT

Where delivery of equipment is to be made by the Company and the equipment is damaged in transit or having been placed in transit has not been delivered to the Purchaser, then:

(a) In the case of damage to the equipment the Purchaser shall give notice to the Company within 3 days after delivery and in the case of non-delivery of the equipment the Purchaser shall give notice to the Company within 14 days after the receipt of Advice of Despatch from the Company.

(b) The Company liability shall be limited to the replacement or repair within a reasonable time of the goods damaged or not delivered.

(c) The Company shall be under no liability whatsoever if the Purchaser fails to give such notice of damage or non-delivery and any damage to the equipment shall be deemed to have occurred after the transit has ended unless the contrary is proved by the Purchaser.

11. LIABILITIES

(a) If no specific guarantee applicable to the particular class of equipment concerned is given with the equipment then the Company will give to the Purchaser the following guarantee which is to exclude and take the place of any express or implied condition, statement or warranty statutory or otherwise:-

The Company will make good at its expense defects in equipment supplied or parts thereof which arise solely from its faulty design, materials or workmanship within the period of 12 months from the date when the equipment becomes at the risk of the Purchaser, provided that as a defect is revealed, notice is given to the Company forthwith.

The Company's liability under this clause is limited to the supply of replacement parts or the repair of defective parts, within a period of 12 months from the date when the equipment has become at the risk of the Purchaser or 6 months from the date when the equipment becomes operational, whichever is the earlier, the Company shall make no charge to the Purchaser for carrying out repairs under this clause.

This guarantee does not apply to defects in equipment supplied or parts thereof caused by fair wear and tear, abnormal conditions or working, accident, misuse, vandalism or neglect. On goods not of the Company's manufacture the Customer is entitled to the benefit of any guarantee given to the Company in respect thereof. At the end of the said guarantee period all liability on the Company's part shall cease.

(b) The Company accepts liability in respect of personal injury to or death resulting from negligence of the Company, its servants or agents when acting in the course of their employment with the Company.

(c) The Company accepts liability in respect of any damage to or loss of any property, real or personal, insofar only as such damage or loss is due to any negligent act or default of the Company, its servants or agents in the course of their employment with the Company provided that the Company's liability hereunder in respect of any one occurrence or series of occurrences originating from one source shall not exceed £10,000 or the contract price, whichever is the greater.

(d) The foregoing sub-clauses represent the Company's entire liability to the buyer for any claim founded in or relating to contract or tort.

(e) The customer is to arrange for recycling/disposal and all associated costs of end of life Waste Electrical and Electronic Equipment via an Environment Agency Approved and Licensed Waste Carrier to an Approved Authorised Treatment Facility

12. PATENTS

The Company will indemnify the Purchaser against all damages and costs awarded against the Purchaser by any competent court or jurisdiction in the United Kingdom for infringement of any British Letters patent, or any British Registered Design or any British Registered Trade Mark, granted or registered at the date of acceptance of the

order by the use or sale of any article or material supplied by the Company to the Purchaser but this indemnity shall not apply to any infringement which is due to the association or combination of such article(s) with any other article apparatus or device. This indemnity is conditional on the Purchaser giving to the Company prompt written notice of any claim for infringement and permitting the Company (at its expense) to conduct any litigation or negotiations in respect thereof. The foregoing states the Company's entire liability for patent design and trade mark infringement.

13. DESIGN AND MANUFACTURE RIGHTS

The Company retains full ownership of all inventions designs and processes already made or evolved by it in preparing its tender or during the course of any work on any contract or order resulting therefrom.

14. BANKRUPTCY

If the Purchaser shall become bankrupt or insolvent or compounds with his creditors or being a limited company commences to be wound up or suffers a receiver to be appointed, the Company shall be at liberty to rescind the contract by notice in writing without prejudice to any other right or remedy which shall have accrued to it up to the date of such cancellation or be outstanding under the terms of this contract.

15. DELAY

In the event of any delay in performance by the Company due to any cause arising from or attributable to acts, events, non-happenings, omissions, accidents or Acts of God, beyond the reasonable control of the Company to perform (including but not limited to strikes, lock-outs, shortage of labour, civil commotion, riots, war, threat of or preparation for war, fire, explosion, sabotage, storm, flood, earthquake, subsidence, pestilence or epidemics; machinery breakdown, failure or plant or collapse of structures; voluntary or mandatory compliance with any direction, request or order of any person having or appearing to have authority, whether for defence or other Governmental or national purpose, or by requisition for materials or services apparently or stated to be for purposes of defence; inability to obtain suitable raw material, equipment fuel, power components or transportation), the Company shall be under no liability for loss or injury suffered by the Purchaser thereby and the Agreement shall be suspended during such delay. Upon cessation of the cause of the delay, the Agreement shall again become fully operative; provided that, if as the result of such delay any modification of the terms of this Agreement or a cancellation of any part thereof is requested by one party and it is reasonable that such modification or cancellation should be made, the Agreement shall be so modified or cancelled, and provided that such delay shall exceed 12 months, either party may give written notice of termination of this Agreement and thereupon the Agreement shall terminate.

16. ARBITRATION

If at any time any questions, dispute or difference whatsoever shall arise between the Company and the Purchaser upon, in relation to, or in connection with the contract, either the Purchaser or the Company may give to the other notice in writing of the existence of such question, dispute or difference and the same shall be referred to the arbitration or a person to be mutually agreed upon, or failing agreement within 30 days of the receipt of such notice, of some person appointed by the President for the time being of the Institution of Electrical Engineers.

17. LEGAL CONSTRUCTION

(a) The rights and obligations of the parties to the contract and terms and conditions thereof shall be construed according to English law, and subject to the provisions of Clause 16, the High Court of Justice in England shall be the Court of Jurisdiction.

(b) In constructing these conditions no account shall be taken of the headings at the commencement of each numbered Clause.