



QUOTATION

Quote #: QUO-20260107-3664-01
Agency: Diamond Springs City
Job Name: Green Valley Corridor
Bid Date: 1/6/26

Estimator: Jennifer Phelan
 (760)734-5050
 jennifer.phelan@swarco.com

Bid Item	Qty	Description	Price	Extension
	4	NOTRAFFIC NEXUS OMNI UNIT W/SDLC SMART HARNESS, 5 YEAR (WEB DASHBOARD, CELLULAR DATA SERVICE, CLOUD STORAGE, WARRANTY. TECHNICALSUPPORT, 24/7 365 NOTRAFFIC NOC MONITORING, DETECTION CAPABILITIES, DATA ANALYTICS, AND TRAFFIC COUNTS)	\$5,585.00	\$22,340.00
	12	NOTRAFFIC SENSOR UNIT, TYPE 1	\$4,250.00	\$51,000.00
	4	NOTRAFFIC SENSOR UNIT V2X, TYPE 2	\$4,929.00	\$19,716.00
	4	NOTRAFFIC SYNERGY 9 IN 1 ANTENNA	\$308.00	\$1,232.00
	4	NOTRAFFIC SENSOR POWER UNIT (SPU)	\$857.00	\$3,428.00
	4	CABLE, SDLC, C12 (DB25M) TO BIU (DB15M), 8 FT	\$88.00	\$352.00
	4	NOTRAFFIC NEXUS V3, 19" RACK MOUNT KIT	\$215.00	\$860.00
	16	SKYBRACKET CAMERA MOUNT, STANDARD, SS, 59" BAND, SS-SB59-CM	\$133.00	\$2,128.00
	4000	3CON, 16AWG POWER CABLE, FT	\$0.70	\$2,800.00
NOT TAXABLE:				
	4	NOTRAFFIC RENEWAL OF BASIC PACKAGE (DETECTION), 5 YEAR (MAKES IT 10 TOTAL YEARS)	\$11,876.00	\$47,504.00
	4	NOTRAFFIC INTERSECTION SAFETY INSIGHTS, 5 YEAR	\$2,500.00	\$10,000.00
	4	ONSITE TURN ON SUPPORT	\$1,600.00	\$6,400.00
		SUPPORT DISCOUNT		-\$6,400.00
		7.25% tax, *subject to change, based on 2441 Headington Rd, Placerville CA 95667		\$7,529.56
Reference Total				\$168,889.56

Prices firm for 90 days. Freight included. Add sales tax.

A 3% processing surcharge is added to invoices paid by credit card.

Sale is subject to Swarco's standard terms and conditions.

The information transmitted is intended only for the person or entity to which it is addressed and may contain confidential and/or legally privileged material. Any review, retransmission, dissemination or other use of, or taking of any action in reliance upon, this information by persons or entities other

June 11, 2025

Mr. Shane Cohen
Sr. Traffic & Light Technician
County of El Dorado
Department of Transportation
Maintenance and Operations Division
2441 Headington Road
Placerville, CA 95667

RE: SWARCO McCain Sole Source NoTraffic Reseller – Northern California

Dear Mr. Cohen:

Please accept this letter as confirmation that SWARCO McCain is the sole source NoTraffic Reseller in your area. Please feel free to contact me for any additional information. We appreciate the opportunity to work with you!

Sincerely,



Thomas Cooper
Vice President Public Sector
NoTraffic U.S. Inc.
267-456-7185
tom@notraffic.tech

**CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division**

Date Received

NON-COMPETITIVE BID PURCHASE JUSTIFICATION
Required for all sole source acquisitions in excess of \$5,000.00.

This justification document consists of three (3) pages. All information must be provided and all questions must be answered.
Department Head approval is required.

Requesting Department Information

Department: Department of Transportation	Index Code: 3630300
Contact Name: Ashley Johnson	Subobject: User Code: 6040
Telephone: 530-642-4925	Fax: 530-642-9238

Required Supplier / Vendor Information

Vendor / Supplier Name: Swarco	Vendor / Supplier Address: _____
Contact Name: Jennifer Phelan	_____
Estimated Purchase Price: 170000	Vendor / Supplier Email Address: jennifer.phelan@swarco.com
Telephone: 760-734-5050	Fax: _____

Provide a brief description of the acquisition, including all goods and/or services the vendor/supplier will provide:

The Department of Transportation, Maintenance and Operations Division is requesting to purchase four (4) No Traffic Camera Systems, two (2) of which are for the Diamond Springs Parkway Project. The other two cameras will be used to replace failing equipment in the field.

Department Head: 	01/12/2026
Signature	Date
Purchasing Agent: 	_____
Signature	Date
Board of Supervisors:	Buyer Assignment:
Date: _____	Assigned To: _____
Item: _____	Date: _____

A. The good/service requested is restricted to one supplier for the reason stated below:

1. Why is the acquisition restricted to this goods/services supplier? (Explain why the acquisition cannot be competitively bid. Explain if this is an emergency purchase or how the supplier is the only source for the acquisition.)

Swarco McCain has provided a sole source letter from NoTraffic stating they are the sole supplier for El Dorado County. A previous sole source was reviewed and approved in August 2025.

2. Provide the background of events leading to this acquisition.

Department of Transportation, Maintenance and Operations Division has been using Gridsmart Detection Camera Systems at county maintained traffic signal intersections. The Department purchases replacement Gridsmart Cameras and processors to maintain equipment consistency in the field from a sole source. As technology progresses, there is a 4 sensor system which is radar and has better capabilities for traffic signals with high levels of ADT. Traffic staff researched what 4 sensor system has the capability to integrate with our current cabinets and systems. NoTraffic cameras were found to be the sole option that meet the department needs and did not require additional items on the signals to be replaced.

3. Describe the uniqueness of the acquisition. (Why was the goods/services supplier chosen?)

The product and supplier were chosen to maintain consistency throughout the County traffic signal intersections that would allow existing infrastructure to remain. When maintaining consistency it allows staff and consultant to have the necessary expertise in that detection system to repair the equipment when needed. It also allows coordination between lights to ensure traffic flow remains consistent.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

If the items are not purchased through Swarco, DOT will not be able to maintain consistency with traffic signals. Without the purchase of the radar camera systems, DOT would rely on equipment that has shown to not be as reliable in high ADT intersections and would be required to purchase another radar camera system that requires replacement of other parts existing at traffic signals.

5. What market research was conducted to substantiate no competition, including evaluation of other items consider? (Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The name and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

The Procurement and Contracts Division posted bid #19-550-042 which produced zero bid submissions. Subsequently, Gridsmart was contacted and they stated they are the sole supplier for El Dorado County. Gridsmart supplied letters in 2020, 2021 and 2022 stating they are the sole supplier. Since then Gridsmart no longer directly sells their product and only sells through AZCO Supply. Then DOT determined a 4 sensor radar system would be a more reliable option for high ADT intersections and started reseaching systems that would integrate without other part replacements. NoTraffic was identified. A sole source we produced and utilized in August 2025. An additional quote for more cameras was requested. NoTraffic camera systems cost is comparable to other systems that are not 4 sensor.

B. Price Analysis:

1. How was the price offered determined to be fair and reasonable? (Explain what basis was used for comparison and include cost analysis as applicable.)

Swarco is able to sell the product at the lowest cost as they are the sole provider in our area. Cost comparison was also completed comparing to previous similar camera purchases.

2. Describe any cost savings or avoidance realized (1 time or on-going) by acquiring the goods/services from this supplier.

Purchasing the NoTraffic camera systems will integrate with existing traffic signal hardware and will not require additional parts to allow it to be operational. Other radar 4 sensor systems will require the department to purchase additional parts to make cameras operational and would lead to inconsistent equipment in the field, extending the time it takes staff to maintain the systems.