



Joseph P. Bort MetroCenter
 101 Eighth Street
 Oakland, CA 94607-4700
 TEL 510.817.5700
 TDD/TTY 510.817.5769
 FAX 510.817.7848
 E-MAIL info@mtc.ca.gov
 WEB www.mtc.ca.gov

Memorandum

TO: BATA Oversight Committee

DATE: July 1, 2009

FR: Executive Director

W. I. 1252

RE: Contract: New Advanced Toll Collection and Accounting System (ATCAS II): Transcore, LP

Staff requests that the Committee authorize the Executive Director to enter into a contract with TransCore, LP, in an amount not to exceed \$38,957,812 (\$35,416,193 based on TransCore's proposed price plus a 10% project contingency) to design, develop, test, install and maintain a new toll collection and accounting system - Advanced Toll Collection and Accounting System (ATCAS II) - for the seven state-owned Bay Area bridges. The contract period includes design and installation of the ATCAS II system for all seven bridges and a six year maintenance period starting twelve months after the last bridge is operational, with options to extend up to six years in increments to be determined by BATA.

Background

The current toll collection system, which includes in-lane equipment (e.g. treadles, light curtains, tag readers, toll booth equipment, etc.) and hardware and software systems is over 13 years old and is nearing the end of its useful life. Based on an assessment of the system, it was found that the cost and time to maintain the in-lane systems has been substantially increasing, the computer hardware systems are of an age that they will not continue to be supported by vendors and the software system cannot be modified due to lack of original software documentation. Additionally, the existing toll collection system cannot accommodate new functionality, such as time of day pricing or integration with Express Lane systems. As a result of these findings, staff has determined that replacement of the system is needed to maintain the reliability of the toll collection operations. The ATCAS II project includes the replacement of in-lane and toll booth equipment, development and installation of hardware and software systems for a new toll collection system and providing ongoing maintenance for the new system.

Request for Proposals Process

In January 2009, BATA issued a Request for Proposal (RFP) for a new toll collection and accounting system. In response to the RFP, we received proposals from five firms, as follows:

- ACS State & Local Solutions, Inc. (ACS), Dallas, Texas
- ETC Corporation (ETC), Richardson, Texas

- Indra USA (Indra), Miami, Florida
- TransCore, LP (TransCore), Hummelstown, Pennsylvania
- TRMI Systems Integration (TRMI), Accord, New York

An evaluation panel, which included BATA operations and finance staff and was supported by Caltrans and outside technical advisors, evaluated the proposals submitted. Based on the review, the panel disqualified TRMI because it did not meet the minimum qualifications in the RFP. After an in-depth evaluation of the remaining four proposals, the panel selected the top two firms - ETC Corporation and TransCore - for interviews. The evaluation criteria used were: 1) proposed approach, 2) qualifications and experience of key staff, 3) qualifications and experience of the firm and its subcontractors, 4) project implementation schedule, and 5) price.

The evaluation of the two interviewed firms was thorough and comprehensive, including:

- Each firm presented its proposal and responded to specific questions from the panel regarding their proposals.
- Site visits to other toll agencies where the two firms had installed and were maintaining their toll collection systems. The site visits also allowed BATA staff to see a toll collection system installed by the proposers in operation and discuss the two systems with the toll agency staff where the systems were installed.
- A Request for Best and Final Offer (BAFO), which allowed the two proposers to revise and re-submit their initial proposals to address questions and concerns.

Based upon the evaluation of all materials submitted, the panel unanimously recommends awarding the contract for the ATCAS II project to TransCore, LP. The panel determined that TransCore, LP provided the best proposal for the implementation of the ATCAS II project, including:

- TransCore has extensive experience implementing, operating and maintaining toll collection systems. TransCore has implemented toll collections systems covering 7,400 toll lanes throughout the world, including various lane types and geometries similar to the BATA bridges.
- The key staff members proposed by TransCore for the ATCAS II project have recently worked together for the successful implementation of a toll collection system in southern California.
- TransCore's approach to the system implementation includes a thorough system testing plan with an established test site, which includes Open Road Tolling test capabilities.
- TransCore has proposed a reasonable cost proposal, which provides the lowest cost of the two firms.

Attachment A summarizes the results of the panel scoring against the six evaluation criteria.

Project costs are estimated as follows:

Design and installation ⁽¹⁾	\$18,239,074
Warranty ⁽²⁾	2,376,781
Maintenance ⁽³⁾ (6 years)	<u>14,800,338</u>
Contract Total	35,416,193
Contingency (10%)	<u>3,541,619</u>
Project Total	<u>\$38,957,812</u>

- ⁽¹⁾ Proposed installation sequence for bridges: Antioch, Benicia-Martinez, Carquinez, Dumbarton, Richmond-San Rafael, San Francisco-Oakland Bay and San Mateo
- ⁽²⁾ Warranty begins for each bridge after the first piece of equipment is installed at the bridge.
- ⁽³⁾ Maintenance period starts twelve months after the last bridge system is operational.

Recommendation

Staff recommends that this Committee authorize the Executive Director or his designee to negotiate and enter into a contract with TransCore, LP, to design, develop, test, install, and maintain a new Toll Collection System (ATCAS II) for all seven bridges, in an amount not to exceed \$38,957,812.

Steve Heminger

SH/RM/kh

J:\COMMITTEE\BATA Oversight\2009\g_July_2009\8a_ATCAS II.doc

**Attachment A
Rationale for Recommendation**

Evaluation criteria were provided to potential bidders in the RFP. The criteria and their associated weighting, indicated by point values, are shown in the table below. The panel assigned a point score between 1 through 10 that was then weighted for each proposal according to the evaluation criteria.

RFP Evaluation Criteria and Associated Weights and Scores

Evaluation Criteria	Weighting Factor	Raw Score	Weighted Score	Raw Score	Weighted Score
		ETC		TransCore	
Proposed Approach ⁽¹⁾	30	6	180	8	240
Qualifications and Experience of Key Staff	25	8	200	7	175
Qualifications and Experience of Proposer and Subcontractor(s) ⁽²⁾	20	6	120	8	160
Project Implementation Schedule	10	6	60	6	60
Proposed System Flexibility	8	5	40	7	56
Price Proposal ⁽³⁾	7	9	63	10	70
Total Weighted Score:	100		663		761

Evaluation Notes:

⁽¹⁾ TransCore’s score on Proposed Approach reflects findings that TransCore provided a clearly written proposal that demonstrates an understanding of BATA’s toll system and unique requirements, has proposed strong financial controls, including a robust reporting system, proposes an appropriate installation plan and a strong system testing plan.

⁽²⁾ TransCore’s score on Qualification and Experience reflects TransCore’s extensive experience with both implementation and maintenance of toll systems, including various lane types and geometries. Also, TransCore has demonstrated that it has met performance requirements at other toll agencies and had positive reference checks.

⁽³⁾ Based on the review of the BAFO’s, staff found that ETC did not include the full cost in their proposal in regards to the implementation and/or maintenance of the Violation Enforcement System (VES) for the ATCAS II system. Staff confirmed this finding through conversations with ETC staff. Based on staff’s calculation, if the appropriate VES costs were included in the ETC proposal as required in the RFP, the ETC total cost proposal could be up to \$2.1 million more than the cost proposal submitted by TransCore.

REQUEST FOR COMMITTEE APPROVAL
Summary of Proposed Contract

Work Item No.: 1252

Vendor: TransCore, LP

Work Project Title: New Advanced Toll Collection and Accounting System (ATCAS II)

Purpose of Project: Replacing the Toll Collection and Accounting System operated on the seven state-owned toll bridges to improve the functionality, accuracy and maintainability of the toll system.

Brief Scope of Work: Replace the existing toll collection and accounting system, including in-lane equipment, hardware, and software systems for each lane, plaza, host environment, and communications systems. The ATCAS II will be required to integrate with other existing systems. The project includes maintenance services for ATCAS II and related in-lane equipment.

Project Cost Not to Exceed: \$38,957,812

Funding Source: Bridge Tolls

Fiscal Impact: Toll Bridge Rehabilitation and Operating Budget

Motion by Committee: That the Executive Director or his designee is authorized to negotiate and enter into a contract in the amount not to exceed \$38,957,812 with TransCore, LP for a new Toll Collection System (ATCAS II) to design, develop, test and install all seven bridges and a six year maintenance period starting twelve months after the last bridge is operational, with options to extend up to six years in increments to be determined by BATA. The Chief Financial Officer is authorized to set aside funds for such contract in the amounts specified, subject to the annual agency budget approval process.

BATA Oversight Committee:

Bill Dodd, Chair

Approved: Date: July 8, 2009