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Memorandum

TO: BATA Oversight Committee

DATE: September 2, 2009

FR: Executive Director

W.I. 1253

RE: Purchase Order – FasTrak® Toll Tags: Sirit Inc.

In order to replenish the current supply and maintain a sufficient continuous supply of FasTrak® toll tags to fulfill new account enrollments during the next 12 months, staff issued two Invitations For Bid (IFB) on July 8, 2009 – one IFB to purchase 300,000 standard (non-retail) toll tags and another IFB to purchase 110,000 retail toll tags. The IFB schedules require 12 incremental deliveries over a one-year period. Based on projected FasTrak® enrollments we expect this supply of toll tags to last into Fall 2010.

In response to the two IFBs, only one bid was received for each IFB. The single bid was submitted by Sirit, Inc., which is our current provider of toll tags. Sirit has proposed unit prices as follows:

| Toll Tag Type | Unit Price | Quantity |
|----------------------------|------------|----------|
| Non-Retail Toll Tag | \$14.85 | 300,000 |
| Retail Toll Tag: | | |
| • Costco Toll Tag | \$18.25 | 65,000 |
| • Safeway Toll Tag | \$20.35 | 45,000 |

Sirit's proposed unit price of \$14.85 for the non-retail toll tag is \$0.30 less than the unit price for this type of tag under our current purchase order with Sirit. Sirit's proposed unit price of \$18.25 for the Costco tag is \$1.50 (or about 8 percent) more than the unit price for this tag under our current purchase order. The proposed unit price of \$20.35 for the Safeway tag is \$1.10 (or about 6 percent) more than the unit price for this tag under our current purchase order. Based on our analysis, the unit prices are lower than costs paid by other toll operators in the state for Title 21 toll tags and are reasonable.

Recommendation

Staff recommends that the Committee authorize the Executive Director or his designee to issue a purchase order to Sirit, Inc. in an amount not to exceed \$7,179,915 to furnish a total of 410,000 toll tags for the FasTrak® Regional CSC project.

Steve Heminger

SH: ss

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REQUEST FOR COMMITTEE APPROVAL

Summary of Purchase Order

Work Item No.: 1252

Vendor: Sirit Inc.
Chula Vista, CA

Work Project Title: FasTrak® Toll Tag Procurement

Purpose of Project: To provide 300,000 non-retail and 110,000 retail toll tags for the FasTrak® Regional CSC project.

Brief Scope of Work: Provide 300,000 non-retail and 110,000 retail toll tags between October 2009 and October 2010 for the FasTrak® Regional CSC project.

Project Cost Not to Exceed: \$7,179,915

Funding Source: Toll Funds

Fiscal Impact: Project costs are consistent with funds programmed and budgeted in the BATA Toll Bridge Rehabilitation Program.

Motion by Committee: That the Executive Director or his designee is authorized to issue a purchase order to Sirit Inc. to provide toll tags for the FasTrak® Regional Customer Service Center project and the Chief Financial Officer is authorized to set aside funds up to \$7,179,915 for such purchase order.

BATA Oversight Committee:

Bill Dodd, Chair

Approved: Date: September 9, 2009