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Memorandum

TO: BATA Oversight Committee

DATE: December 7, 2011

FR: Executive Director

W.I. 1253

RE: Purchase Order – FasTrak® Toll Tags: Federal Signal Technologies and TransCore, LP

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 three Invitations For Bid (IFB) on October 3, 2011 – one IFB to purchase 150,000 standard (non-retail) toll tags, a second IFB to purchase 69,000 retail toll tags, and a third IFB to purchase 5,000 external toll tags. Based on projected FasTrak® enrollments we expect this supply of toll tags to last through the end of 2012.

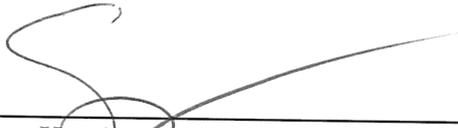
There are only two U.S. toll tag vendors: Federal Signal Technologies and TransCore, LP. Both vendors submitted a bid in response to each of the three IFBs. The lowest responsive bids in the three categories were submitted by the vendors indicated below:

Toll Tag Type	Low Responsive Responsible Bidder	Unit Price	Quantity	Total by Item
Non-Retail Toll Tag	Federal Signal Technologies	\$10.71	150,000	\$1,743,052.50
Retail Toll Tag:				
• Costco Toll Tag	Federal Signal Technologies	\$12.53	49,000	\$938,058.45
• Walgreens Toll Tag		\$12.53	20,000	
External Toll Tag	TransCore	\$23	5,000	\$124,775

Federal Signal's proposed unit price of \$10.71 for the standard toll tag is \$1.66 less than TransCore's proposed unit price of \$12.37. Federal Signal's proposed unit price of \$12.53 for the retail tags was \$0.33 lower than TransCore's proposed price of \$12.86 for both the Costco and Walgreens tags. TransCore's proposed unit price of \$23 for the external tags was \$1 lower than Federal Signal's proposed price of \$24.

Recommendation

Staff recommends that the Committee authorize the Executive Director or his designee to issue a purchase order to Federal Signal Technologies in an amount not to exceed \$2,681,111 to furnish a total of 219,000 standard and retail toll tags and to issue a purchase order to TransCore, LP in an amount not to exceed \$124,775 to furnish a total of 5,000 external 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.: 1253

Vendor: Federal Signal Technologies
Irvine, CA

Work Project Title: FasTrak® Toll Tag Procurement

Purpose of Project: To provide 150,000 standard and 69,000 retail toll tags for the FasTrak® Regional CSC project.

Brief Scope of Work: Provide 150,000 standard and 69,000 retail toll tags between January and December 2012 for the FasTrak® Regional CSC project.

Project Cost Not to Exceed: \$2,681,111

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 Federal Signal Technologies 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 \$2,681,111 for such purchase order.

BATA Oversight Committee:

Bill Dodd, Chair

Approved: Date: December 14, 2011

REQUEST FOR COMMITTEE APPROVAL

Summary of Purchase Order

Work Item No.: 1253

Vendor: TransCore, L.P.
Lake Forest, CA

Work Project Title: FasTrak® Toll Tag Procurement

Purpose of Project: To provide 5,000 external toll tags for the FasTrak® Regional CSC project.

Brief Scope of Work: Provide 5,000 external toll tags between June and December 2012 for the FasTrak® Regional CSC project.

Project Cost Not to Exceed: \$124,775

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 Transcore, L.P. 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 \$124,775 for such purchase order.

BATA Oversight Committee:

Bill Dodd, Chair

Approved: Date: December 14, 2011