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Memorandum

TO: BATA Oversight Committee

DATE: November 7, 2012

FR: Executive Director

W.I. 1253

RE: Purchase Order – FasTrak[®] Toll Tags: 3M (\$3,471,300)

In order to replenish the current supply and maintain a sufficient continuous supply of FasTrak[®] toll tags to fulfill new account enrollments next calendar year, staff issued two Invitations For Bid (IFB) on October 12, 2012 – one IFB to purchase 150,000 standard (non-retail) toll tags and a second IFB to purchase 132,000 retail toll tags. Based on projected FasTrak[®] enrollments, we expect this supply of toll tags to last through the end of 2013.

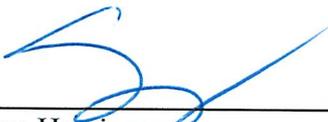
There are only two U.S. toll tag vendors: 3M (formerly Federal Signal Technologies) and TransCore, LP. Both vendors submitted a bid in response to each of the two IFBs. The lowest responsive bids in the two categories were submitted by 3M as indicated below:

Toll Tag Type	Low Responsive Responsible Bidder	Unit Price	Quantity	Total by Item (excluding sales tax)	Total by Item (including 8.75% sales tax)
Non-Retail Toll Tag	3M	\$10.50	150,000	\$1,575,000	\$1,712,812.50
Retail Toll Tag:	3M	\$12.25	72,000	\$ 882,000	\$ 959,175.00
• Costco		\$12.25	24,000	\$ 294,000	\$ 319,725.00
• Safeway		\$12.25	<u>36,000</u>	<u>\$ 441,000</u>	<u>\$ 479,587.50</u>
• Walgreens			132,000	\$1,617,000	\$1,758,487.50
TOTAL			282,000	\$3,192,000	\$3,471,300

3M's proposed unit price of \$10.50 for the standard (non-retail) toll tag is \$0.17 less than Transcore's proposed unit price of \$10.67. 3M's proposed unit price of \$12.25 for the retail tags was \$0.22 lower than Transcore's proposed price of \$12.47 for the Costco, Safeway, and Walgreens tags.

Recommendation

Staff recommends that the Committee authorize the Executive Director or his designee to issue two purchase orders to 3M to provide toll tags for the FasTrak[®] Regional CSC project in amounts not to exceed \$1,712,812.50 to furnish 150,000 standard toll tags and \$1,758,487.50 to furnish 132,000 retail toll tags.



Steve Heminger

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REQUEST FOR COMMITTEE APPROVAL

Summary of Purchase Orders

Work Item No.: 1253

Vendor: 3M
Irvine, CA

Work Project Title: FasTrak[®] Toll Tag Procurement

Purpose of Project: To provide 150,000 standard and 132,000 retail toll tags for the FasTrak[®] Regional CSC project.

Brief Scope of Work: Provide 150,000 standard and 132,000 retail toll tags between January and December 2013 for the FasTrak[®] Regional CSC project.

Project Cost Not to Exceed: \$1,712,812.50 (standard toll tag cost)
\$1,758,487.50 (retail toll tag cost)
\$3,471,300.00 (total cost)

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 two purchase orders to 3M to provide 150,000 standard and 132,000 retail toll tags for the FasTrak[®] Regional Customer Service Center project, and the Chief Financial Officer is authorized to set aside funds in amounts up to \$1,712,812.50 for the standard toll tag purchase order and \$1,758,487.50 for the retail toll tag purchase order.

BATA Oversight Committee:

Bill Dodd, Chair

Approved: Date: November 14, 2012