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## Memorandum

TO: BATA Oversight Committee

DATE: September 4, 2013

FR: Executive Director

W.I. 1253

RE: Purchase Orders – Electronic Toll Collection FasTrak<sup>®</sup> Toll Tags: TransCore, LP. (\$4,572,245)

In order to replenish the current supply and maintain a sufficient continuous supply of FasTrak<sup>®</sup> toll tags to fulfill new account enrollments for next calendar year, staff issued three Invitation For Bids (IFB) on July 10, 2013 – one IFB to purchase 217,000 standard (non-retail) toll tags, a second IFB to purchase 150,000 retail toll tags and a third IFB to purchase 15,000 external toll tags. Based on projected FasTrak<sup>®</sup> enrollments, we expect this supply of toll tags to last through the end of 2014.

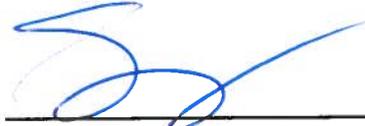
There are only two U.S. toll tag vendors who supply tags compliant with the required California specifications: 3M Company (formerly Federal Signal Technologies) and TransCore, LP (Transcore). Both vendors submitted a bid in response to each of the three IFBs. The lowest responsive bids in the three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

Toll Tag Type	Low Responsive Responsible Bidder	Unit Price	Quantity	Total by Item (excluding sales tax)	Total by Item (including 9.0% sales tax)
<b>Non-Retail Toll Tag</b>	TransCore	\$9.96	217,000	\$2,161,320	\$2,355,839.00
<b>Retail Toll Tag:</b> <ul style="list-style-type: none"> <li>• Costco</li> <li>• Safeway</li> <li>• Walgreens</li> </ul>	TransCore	\$11.47	84,000	\$ 963,480	\$1,050,193.20
		\$11.47	24,000	\$ 275,280	\$ 300,055.20
		\$11.47	42,000	\$ 481,740	\$ 525,096.60
			150,000	\$1,720,500	\$1,875,345.00
<b>External Toll Tag</b>	TransCore	\$20.86	15,000	\$312,900	\$341,061.00
<b>TOTAL</b>			<b>382,000</b>	<b>\$4,194,720</b>	<b>\$4,572,245.00</b>

TransCore's proposed unit price of \$9.96 for the standard (non-retail) toll tag is \$0.49 less than 3M's proposed unit price of \$10.45. TransCore's proposed unit price of \$11.47 for the retail tags was \$0.76 lower than 3M's proposed price of \$12.23 for the retail tags. TransCore's proposed unit price of \$20.86 for the external toll tag is \$2.79 lower than 3M's proposed price of \$23.65.

**Recommendation**

Staff recommends that this Committee authorize the Executive Director or his designee to issue three purchase orders to TransCore to provide toll tags for the FasTrak<sup>®</sup> Regional Customer Service Center (CSC) project in amounts not to exceed \$2,355,839.00 to furnish 217,000 standard toll tags, \$1,875,345 to furnish 150,000 retail toll tags and \$341,061 to furnish 15,000 external toll tags.



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Steve Heminger

SH: bz

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## REQUEST FOR COMMITTEE APPROVAL

### Summary of Purchase Orders

Work Item No.: 1253

Vendor: TransCore, San Diego, CA

Work Project Title: Electronic Toll Collection FasTrak<sup>®</sup> Toll Tag Procurement

Purpose of Project: To provide standard, retail and external toll tags for the FasTrak<sup>®</sup> Regional CSC project.

Brief Scope of Work: Provide 217,000 standard, 150,000 retail and 15,000 external toll tags between November 2013 and December 2014 for the FasTrak<sup>®</sup> Regional CSC project.

Project Cost Not to Exceed: \$2,355,839.00 (standard toll tag cost)  
\$1,875,345.00 (retail toll tag cost)  
\$ 341,061.00 (external toll tag cost)  
\$4,572,245.00 (total cost)

Funding Source: BATA Toll Bridge Rehabilitation Funds

Fiscal Impact: Project costs are consistent with funds programmed and budgeted in the FY 2013-14 BATA Toll Bridge Rehabilitation Program.

Motion by Committee: That the Executive Director or his designee is authorized to issue three purchase orders to TransCore to provide 217,000 standard, 150,000 retail and 15,000 external toll tags for the FasTrak<sup>®</sup> Regional Customer Service Center project, as described above and in the Executive Director's memorandum dated September 4, 2013, and the Chief Financial Officer is authorized to set aside funds in amounts of \$2,355,839.00 for the standard toll tag purchase order, \$1,875,345.00 for the retail toll tag purchase order and \$341,061.00 for the external toll tag purchase order.

BATA Oversight Committee:

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Bill Dodd, Chair

Approved: Date: September 11, 2013