

# BAY AREA EXPRESS LANES

## Toll System Integrator Procurement

June 25, 2014



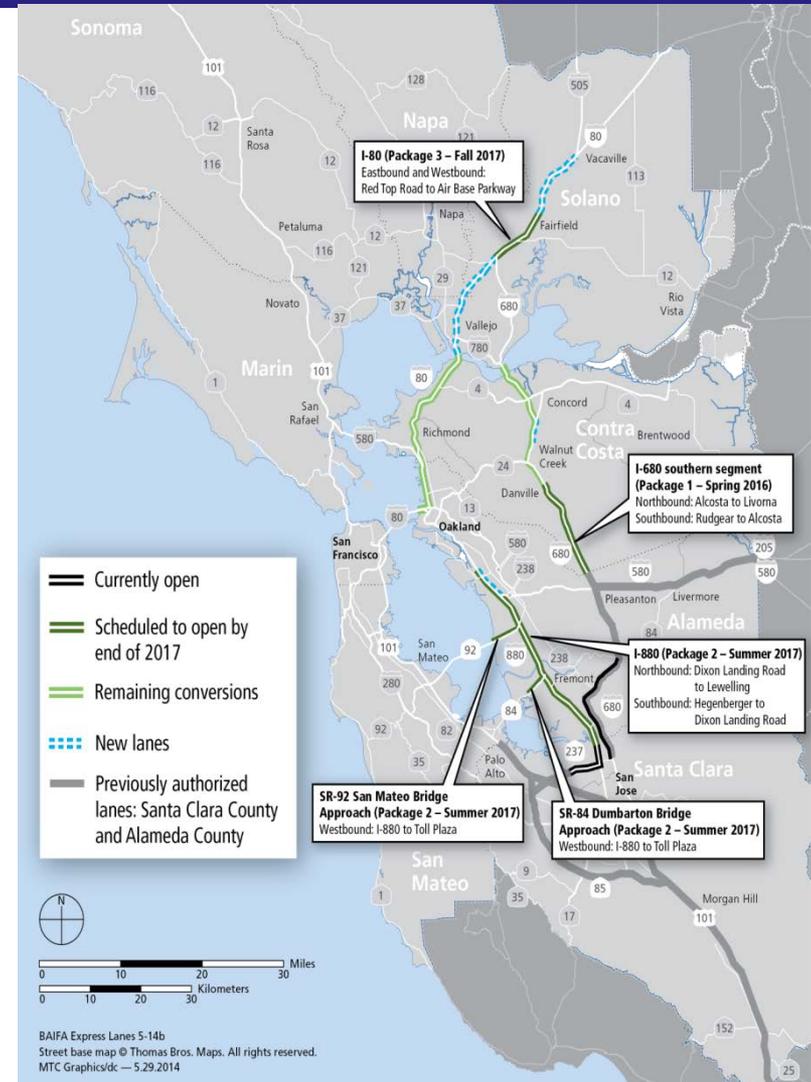
**BAIFA**  
BAY AREA INFRASTRUCTURE  
FINANCING AUTHORITY

# Procurement Timeline

1. RFP development: Jan. 2013 – Oct. 2013
2. Industry review: Oct. 14 – 30, 2013
3. Publish RFP: Nov. 7, 2013
4. Proposal due: Feb. 4, 2014
5. Discussions: March 19 – 20, 2014
6. BAFOs: April 11 – June 2, 2014
7. Recommendation: June 25, 2014

# TSI Contract

- Design and implement the lane-side & host subsystems
- Design and implement roadside communications
- System maintenance
- 5-year contract plus five, 1-year options to extend
- Possible future corridors



# Evaluation

- Weighting:
  - Technical: 65%
  - Cost: 35%
- Typical weighting for similar contracts - both for MTC and nationally
- Evaluators scored technical proposal without knowledge of cost proposal
- Cost evaluation based on formula that awarded the most points to the lowest cost proposal



# Technical Evaluation Factors\* & Key Submittal Requirements

## Technical Approach\*:

1. Toll System (Host and Lane Subsystems)
2. Roadside Communications
3. Implementation and testing
4. Operation and maintenance
5. Bill of materials
6. Software list
7. Issues where proposal did not meet RFP requirements

\*Factors were equally weighted

## Schedule\*:

1. Schedule that meets or beats BAIFA's schedule
2. Schedule organization
3. Identify key schedule events and coordination
4. Schedule narrative

## Firm & Team Qualifications\*:

1. Project organization and staffing
2. Staff qualifications and resumes
3. Prior project descriptions and references

# Evaluation Results

**Proposer**

**TransCore**

**Schneider Electric**

**3M**

**Kapsch**

**Xerox**

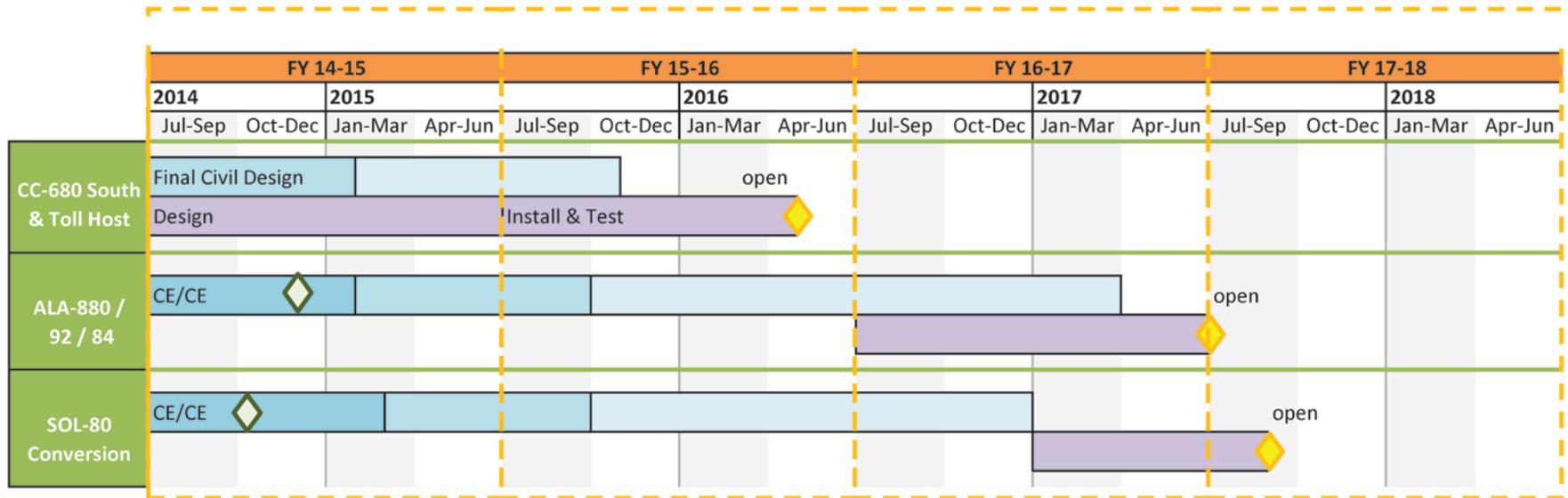
# Evaluation Results

Proposer	Technical Evaluation Score	Cost Proposal Score	Final Total Proposal Score	Final Total Proposal Score Rank
TransCore	4,634	3,251	7,885	1
Schneider Electric	3,994	3,500	7,494	2
3M	3,632	3,496	7,128	3
Kapsch				
Xerox				

# Staff Recommendations

- TransCore:
  - Toll pricing system installed and operating in other jurisdictions
  - Integration of two mature systems
  - System architecture and design is streamlined and easier to expand
  - Experienced team with local maintenance staff
- Schneider Electric, in the event negotiations fail with TransCore
- Contingency: \$8.3M or approximately 15%

# Schedule



- Environmental Review and Preliminary Engineering
- Final Civil Design
- Advertise & Construct

- Toll System Implementation
- Public Meetings
- Open to Traffic