



**Toll System Integration and Maintenance
Procurement for the
Loop 375 César Chávez –
Border Highway Managed Lanes Project**

**Board of Directors Presentation
October 23, 2012**

AGENDA

- **Project Description**
- **Toll System Integration**
- **Request for Proposals**
- **Evaluation**
- **Proposer Information**
- **Evaluation Results & Recommendation**
- **Requested Action & Next Steps**



PROJECT DESCRIPTION



TOLL SYSTEM INTEGRATION

Electronic Toll Collection

The collection of tolls based on the automatic identification and classification of vehicles using electronic systems.



TOLL SYSTEM INTEGRATION

Electronic Toll Collection Process

- **Vehicle detection**
- **Tag Read**
- **License Plate Images Captured**
- **Lane Controller Reconciles Information**
- **Information Sent to Project Host Server (PHS)**
- **PHS Sends Information to Host Agency for Interoperable Transaction Processing**



TOLL SYSTEM INTEGRATION

Project System Needs

- Toll transponder readers
- Lane controllers
- Video tolling and enforcement cameras
- Vehicle detection and identification equipment
- Lane host server hardware software
- System interfaces
- Electrical and communication elements
- Maintenance of a complete and fully functioning ETC system.

REQUEST FOR PROPOSALS

PROCESS

- **Single Step RFP Best Value Process**
- **Minimum Qualifications**
- **Technical Proposal**
- **Price Proposal**
 - **Segment #1 Work System Integration**
 - **Segment #2 Work Maintenance**

REQUEST FOR PROPOSALS

SCHEDULE

- **PDA Executed** 7 March
- **Board Approval for Procurement** 13 June
- **Issued Request for Proposals** 1 August
- **Q&A Period** 13 Aug – 4 Sep
- **One on One meetings** 21, 22, & 28 Aug
- **Proposals Due** 12 Sep
- **Evaluation** 12 Sep – 1 Oct
- **Best Value Recommendation** 10 Oct

REQUEST FOR PROPOSALS

ITEMS REQUESTED

- **Company Overview**
- **Project Experience**
- **Project Organization and Staffing**
- **Key Project Personnel**
- **Project Management and Delivery**
- **System Design and Development**
- **System Implementation**
- **Maintenance**
- **Compliance Matrix, Software License Agreement, Affirmations and Certifications, Litigation and Regulatory Issues, HUB/DBE Participation, Conflicts of Interest, Financial Information**

EVALUATION PROCESS

- **Pass/fail screening**
- **Technical Proposal evaluation & scoring**
- **Price Proposals opened after scoring of the Technical Proposals**
- **Combination of Technical and Price**



EVALUATION PROCESS

Evaluation Team

- **Pass/Fail Advisors**
- **Technical Evaluation Team**
 - **Selection Committee**
 - **Technical Advisors**

Proposer Selection

- **CRRMA Board**



EVALUATION TEAM

Pass/Fail Advisors

- **Brian O' Reilly** - Locke Lord
- **Greg Blake** - CRRMA GEC

**Verifies that Proposal Contents
Meet all RFP Requirements**

EVALUATION TEAM

Technical Evaluation Team

- Selection Committee
- Technical Panel

**Evaluates Technical Proposals and Provides
Qualitative Scores Based on Criteria
Established in the RFP**

EVALUATION TEAM

Selection Committee

- Clayton Howe – NTTA
- Tim Reilly – CTRMA
- Roberto Macias – TTI

**Conducts FINAL Qualitative Scoring for
the Technical Proposals Prior to
Opening of Price Proposals**

EVALUATION TEAM

Technical Panel

- Ron Fagan – Fagan Consulting
- Samantha Soules – CRRMA GEC
- Julie Dillard – CRRMA GEC
- Allen Beck – CRRMA GEC

**Reviews Proposals & Advises
Selection Committee as Required**

EVALUATION TEAM

CRRMA

- Executive Director – Proposer Point-of-Contact and Receives/Reviews Evaluation Team Recommendation
- Board of Directors – Considers Recommendation and Awards Contract

Considers Recommendation
and Awards Contract

EVALUATION CRITERIA

Technical Proposal Evaluation

- **21% Team Organization & Experience**
- **21% Project Management & Delivery**
- **33% System Design, Development, & Implementation**
- **25% Maintenance Plan**

EVALUATION CRITERIA

- **Organizational structure**
- **Subcontractors**
- **Staff resources**
- **Ability to manage the Project**
- **Project management tools and techniques**
- **Approach to contract administration**
- **Management of change, schedule, risk, and quality.**
- **Communication with CRRMA**
- **Approach to system design and development**
- **Design concepts**
- **Approach to installation and testing**
- **Delivering system performance requirements**
- **Ease of maintenance and minimized lane closures**
- **Confidence for system availability**
- **Efficiencies and economies that reduce maintenance**
- **Effective maintenance tracking and reporting**
- **Maintenance processes ensure repair time goals**
- **Maintenance performed without lane closures or during off-peak periods**
- **System security, accuracy, and reliability**
- **Compliance Matrix**



EVALUATION CRITERIA

Qualitative Assessment

Exceeds (4)	The Proposal features performance, experience, and/or knowledge far beyond what was expected. The feature should offer some additional benefits to CRRMA.
3.75	Exceeds -
3.25	Strength +
Strength (3)	A feature of a Proposal that will contribute to better-than-acceptable performance with regard to quality, references, and personnel. The feature should exceed the stated requirements or offer some additional benefit.
2.75	Strength -
2.25	Meets +
Meets (2)	The Proposal offers acceptable performance in relation to the RFP requirement being evaluated.
1.75	Meets -
1.25	Weak +
Weak (1)	A feature of a Proposal that is below the applicable requirement(s) of the RFP but may contribute with less than optimal performance. A weakness is not necessarily a deficiency. A significant weakness in the Proposal is a flaw that appreciably increases the risk of unsuccessful contract performance.
Fail (0)	Failure, no response

EVALUATION CRITERIA

Sample Scoring Sheet

- **See Backup Appendix A**



PROCUREMENT

PROPOSERS

- **Kapsch**
 - E-Transit
- **Telvent**
 - Tri-State Electric
- **TRMI**
 - Code Electric
 - Apache Barrier and Sign

KAPSCH

PROJECTS

- **City Link Central Computer Control System, Managed Lanes/ETC, for Transurban, Melbourne, Australia**
- **Poland Nationwide Tolling, ETC/Manual Toll Collection, for Poland Project for Nationwide Tolling, Warsaw, Poland**
- **Canadian Tolling Company, ETC, Ontario, Canada**
- **Indiana Toll Road Company, ETC, Chicago, IL**

Listed are representative projects from the project history submitted with the proposal

TELVENT

PROJECTS

- **Toll Integration and Maintenance Services, Video Tolling/ORT/Maintenance, CTRMA, Austin, Texas**
- **Software & Hardware Maintenance Enhancements & Upgrades, ETC/ Manual Lanes, MTA Bridges & Tunnels, Randall' s Island, NY**
- **Toll Integration and Maintenance Services, Video Tolling/ORT/Maintenance, CCRMA, Brownsville, Texas**
- **Toll Integration and Maintenance Services, Video Tolling/ORT/Maintenance, NETRMA, Tyler, Texas**

Listed are representative projects from the project history submitted with the proposal

TRMI

PROJECTS

- **Richmond Metropolitan Authority, ETC/Open Road Tolling, Richmond, VA**
- **Greater New Orleans Expressway Commission replace toll system, ETC, Metairie, LA**
- **Los Angeles World Airport TRAVIS, Airport traffic & AVI, Los Angeles, CA**
- **Wabash Memorial Toll Bridge, ETC/Video enforcement, Mt. Vernon, IN**

Listed are representative projects from the project history submitted with the proposal

EVALUATION

Best Value Determination

Proposals Scored on Two Factors:

- 1) Technical Responses
- 2) Prices Proposed

Final Total Proposal Score (FTPS):

- 1) Technical Proposal Score = 60%
- 2) Price Proposal Factor = 40%

**The Apparent Best Value Proposer
is the Proposal Achieving the
Highest FTPS.**

EVALUATION

Technical Scores

- **Kapsch** **34.63%**
- **Telvent** **55.19%**
- **TRMI** **50.60%**



EVALUATION

System Integration Price

- **Kapsch** **\$4,098,040.34**
- **Telvent** **\$2,858,786.46**
- **TRMI** **\$5,092,380.45**



EVALUATION

Maintenance Price

- **Kapsch** **\$2,171,205.00**
- **Telvent** **\$946,859.00**
- **TRMI** **\$1,848,895.24**



EVALUATION

Best Value Determination

Price Proposal Factor (PPF) (max 100%)

$$\text{Proposer's PPF} = \frac{\text{Lowest Total Weighted Price}}{\text{Proposer's Total Weighted Price}}$$

$$\text{Proposer's Total Weighted Price} = (\text{System Integration Price}) \times 40\% + (\text{Maintenance Price}) \times 60\%$$



EVALUATION

Best Value Determination

Example Price Proposal Factor (PPF) Calculation Using Telvent's Pricing

Telvent's Total Weighted Price = $(\$2,858,786.46) \times 0.40 + (\$946,859.00) \times 0.60 = \$1,711,629.98$

Telvent's PPF = $\$1,711,629.98 / \$1,711,629.98 = 100\%$



EVALUATION

Best Value Determination

Example FTPS Calculation Using Telvent's Technical Score and PPF

$$\text{Telvent's FTPS} = 55.19 \% \times 0.60 + 100\% \times 0.40 = 73.11\%$$



EVALUATION RESULTS

Toll Integration and Maintenance Proposals

	Technical Score	C1	C2	Total Weighted Price	Proposer's Price Factor
Kapsch	35%	\$4,098,040	\$2,171,205	\$2,941,939	58%
Telvent	55%	\$2,858,786	\$946,859	\$1,711,630	100%
TRMI	51%	\$5,092,380	\$1,848,895	\$3,146,289	54%
Weighting		40%	60%		
Lowest Total Weighted Price				\$1,711,630	

EVALUATION RESULTS

Toll Integration and Maintenance FTPS

	Technical Proposal	Price Proposal Factor	FTPS	<i>Ranking</i>
Kapsch	34.63%	58.18%	44.05%	3
Telvent	55.19%	100.00%	73.11%	1
TRMI	50.60%	54.40%	52.12%	2

RECOMMENDATION OF APPARENT BEST VALUE PROPOSER

Telvent With Tri-State Electric

- **Highest Technical Score**
- **Lowest System Integration Price**
- **Lowest Maintenance Price**



NEXT STEPS

- **Board Selects Apparent Best Value Proposer**
- **Board Authorizes Staff to Negotiate Contract**
- **TxDOT Approves Contract**
- **Board Authorizes Execution of Contract**
- **Staff Issues Notice to Proceed**

Thank you



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