



Board Report

File #: 2018-0234, File Type: Contract

Agenda Number: 53.

AD HOC CONGESTION HIGHWAY AND ROADS COMMITTEE JUNE 21, 2018

**SUBJECT: METRO EXPRESSLANES - ROADSIDE TOLL
COLLECTION SYSTEM**

ACTION: AWARD CONTRACT

RECOMMENDATION

AUTHORIZE the Chief Executive Officer to award firm fixed price Contract No. PS44478000 to Conduent State & Local Solutions, Inc. for implementing and maintaining an ExpressLanes roadside toll collection system in the amount of \$40,872,209 for the eight-year base period, with two, three-year options, in the amounts of \$9,244,429 and \$8,859,200, respectively, for a total of \$58,975,838, subject to resolution of protest(s), if any.

ISSUE

In 2010, Metro entered into Contract No. PS0922102333 (existing contract) with Atkinson Contractors, LP (Atkinson) to design, build, operate and maintain the I-10 and I-110 ExpressLanes. The existing contract is scheduled to expire on February 29, 2020, upon exercise of a final option year approved by the Board in January 2018 and an additional year of services to be authorized in a separate Board action.

Based on lessons learned and consistent with best practices in the tolling industry, Metro has split the services provided under the current contract into three separate procurements which are the back office system, roadside toll collection system, and customer service operations. The roadside toll collection system contract includes roadside equipment, dynamic pricing, trip building and other support functions.

The Board approved the back office system contract in January of 2018. In consideration of the existing contract's termination date, and recognition of the fact that the roadside toll collection system requires the longest development lead time after the back office system, this is the second of the three major ExpressLanes procurement contracts requiring Board approval. Staff is recommending award of this Contract for the roadside toll collection system, to enable Metro to develop and implement the new system and to ensure seamless operation of the ExpressLanes.

DISCUSSION

The roadside toll collection system encompasses the hardware and software systems in the field needed to support congestion pricing calculations and collection from customers in the ExpressLanes. Functions of the roadside toll collection system include transponder communications, image capturing and processing, dynamic pricing, and transaction processing. Since toll agencies have very specific business rules, rate policies, customer policies and standard operating procedures dictated by the agency or statute, each roadside toll collection system must be designed to conform to precisely specified requirements.

The existing contract and roadside toll collection system were designed with the goal of performing a one-year demonstration project. After over five years of operation, the existing system is reaching the end of its contract term.

The system and services under the new contract will incorporate the latest best-in-class tolling technologies capable of fulfilling the needs of the existing facilities over the next 8-14 years, with additional capacity for future growth to support additional ExpressLanes corridors as they are implemented. The new system will also support integration of the anticipated occupancy detection system.

This roadside toll collection system contract term and associated scope of work, which included over 1,600 requirements, was developed in collaboration with a team of consultants with tolling expertise. The recommended contract term is based on experience gained in five years of tolling, as well as the results of an Industry Forum.

Staff is recommending an eight-year base contract with two, three-year options for a total of fourteen years, which is consistent with the contract term for the previously awarded back office system.

Typical procurements have shorter contract terms in an effort to lower costs. This strategy works well when dealing with commodities or services that do not involve significant lead times for the procurement, development, testing, implementation and operations phases, and for projects where transitions from one vendor/contractor to another do not carry significant risk of extended service interruptions. Metro's roadside toll collection system diverges from these criteria for short contract terms, due to the roadside toll collection system's integral role in the toll collection process for ExpressLanes, coupled with the extensive scale and distribution of the subsystems and field equipment required to perform these functions.

More specifically, a roadside toll collection system requires a large capital investment for the equipment necessary to support electronic tolling. Due to the quantity of equipment required and the complexity associated with system integration, a significant amount of labor hours and corridor closures is required to bring a new roadside toll collection system online. Furthermore, careful coordination with Caltrans and other contractors is required during the transition from the existing contractor to the new one to ensure minimal service disruptions in the process. Industry experience has shown that a typical acquisition of a roadside toll collection system requires at least 30-36 months to complete. This places substantial burden on Metro staff with respect to time and resources, making the process cost-prohibitive to repeat at the standard procurement intervals. With a shorter contract term, the agency would be in a perpetual cycle of system procurement, integration, and data migration. Details on the typical procurement timeline for standard roadside toll collection

systems are provided below.

- Months 1-6: Review the existing statement of work's requirements and update to reflect tolling best practices and lessons learned.
- Months 7-18: Release RFP, review proposals (which are commonly over 500 pages each), interview, negotiate, seek Board approval, and award.
- Months 19-36: Perform design, implementation, data migration, and go-live.

The staff's recommendation for the roadside toll collection system contract term incorporates careful consideration of all these factors and constraints with respect to procurement, transition, integration, and deployment. A potential total contract term of fourteen years will allow Metro to fully realize the useful life of the system and obtain maximum return on investment. Furthermore, it typically takes at least a year of operation to comprehensively verify system reliability and achieve steady-state conditions. Therefore, at least three years is usually required from the award date before normal, stable operating conditions are achieved. For this reason, a shorter contract duration would lead to significant procedural inefficiencies, as the procurement process would need to be restarted almost immediately after the new vendor has been selected.

In summary, minimizing the number of vendor/system transitions for the roadside toll collection system reduces operating costs, avoids lane closures, and minimizes the risk of lost transactions and service disruptions that can arise during system transition.

The additional two, three-year options, which would each be brought back to the Board to seek approval to exercise the option at the appropriate time, will allow staff sufficient time to develop, advertise, award and implement a new system if warranted.

DETERMINATION OF SAFETY IMPACT

The Board action will not have an impact on safety of Metro's patrons or employees.

FINANCIAL IMPACT

Funding for this Contract will come from toll revenues. The funds required for FY19 are included in the FY19 budget in Cost Center 2220, Project Numbers 307001 and 307002, Account 50316, Task 02.01.

Since this is a multi-year project, the cost center manager and Executive Officer of Congestion Reduction will be responsible for budgeting the cost in future years.

Impact to Budget:

The toll revenue fund is not eligible for bus and rail operating expenses outside of the ExpressLanes corridors. This action will not impact ongoing bus and rail operating and capital costs, the Proposition A and C and TDA administration budget or the Measure R administration budget.

ALTERNATIVES CONSIDERED

The Board may choose not to award and execute the Contract. This alternative is not recommended because services under the existing contract will lapse and the ExpressLanes program will be adversely affected.

The Board may choose to direct staff to develop and install the system using in-house resources. This alternative is not recommended since Metro staff does not currently possess sufficient expertise in developing, installing and maintain roadside tolling equipment, nor does it have the availability/capacity to do so.

NEXT STEPS

Upon Board approval, staff will execute Contract No. PS44478000 to Conduent State & Local Solutions, Inc. for the implementation and maintenance of the new ExpressLanes roadside toll collection system.

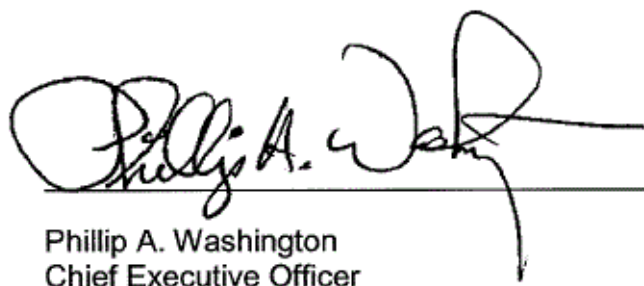
ATTACHMENTS

Attachment A - Procurement Summary

Attachment B - DEOD Summary

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Phillip A. Washington
Chief Executive Officer

PROCUREMENT SUMMARY

EXPRESSLANES - ROADSIDE TOLL COLLECTION SYSTEM (RTCS)/PS44478000

| | | |
|----|---|--|
| 1. | Contract Number: PS44478000 | |
| 2. | Recommended Vendor: Conduent State & Local Solutions, Inc. | |
| 3. | Type of Procurement (check one): <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order | |
| 4. | Procurement Dates: | |
| | A. Issued: August 15, 2017 | |
| | B. Advertised/Publicized: August 15, 2017 | |
| | C. Pre-Proposal Conference: August 30, 2017 | |
| | D. Proposals Due: November 15, 2017 | |
| | E. Pre-Qualification Completed: April 23, 2018 | |
| | F. Conflict of Interest Form Submitted to Ethics: April 30, 2018 | |
| | G. Protest Period End Date: June 22, 2018 | |
| 5. | Solicitations Picked up/Downloaded: 107 | Bids/Proposals Received: 5 |
| 6. | Contract Administrator: David Chia | Telephone Number: (213) 922-1064 |
| 7. | Project Manager: Timothy Lew | Telephone Number: (213) 418-3134 |

A. Procurement Background

This Board Action is to approve Contract No. PS44478000 issued in support of the Roadside Toll Collection System (RTCS) for Metro's ExpressLanes. Board approval of this contract award is subject to resolution of any properly submitted protest.

The Request for Proposals (RFP) was issued in accordance with Metro's Acquisition Policy and the contract type is firm fixed price. The RFP was issued with a total SBE/DVBE goal of 23% (SBE 20% and DVBE 3%).

Seven amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on August 23, 2017, updated the RFP Submittal Requirements;
- Amendment No. 2, issued on September 27, 2017, updated the Statement of Work and associated attachments, and Schedule of Quantities and Pricing Instructions;
- Amendment No. 3, issued on September 29, 2017, extended the proposal due date from October 18, 2017 to November 8, 2017;
- Amendment No. 4, issued on October 20, 2017, updated the RFP Submittal Requirements, Statement of Work and associated attachments, Work Completion Deliverable Schedule, Schedule of Quantities and Pricing Instructions;
- Amendment No. 5, issued on October 25, 2017, updated the Statement of Work;

- Amendment No. 6, issued on October 31, 2017, extended the proposal due date from November 8, 2017 to November 15, 2017; and
- Amendment No. 7, issued on November 3, 2017, updated the Statement of Work and attachments, Schedule of Quantities and Pricing Instructions.

A pre-proposal conference was held on August 30, 2017, and was attended by 27 participants representing 19 companies. There were 177 questions asked and responses were released prior to the proposal due date.

A total of 95 firms downloaded the RFP and were included in the planholders' list. A total of five proposals were received on November 15, 2017.

B. Evaluation of Proposals

A Proposal Evaluation Team (PET), consisting of LACMTA staff from the Congestion Reduction department and one external tolling industry expert from the Transportation Corridor Agencies (TCA) Tolling & Customer Information Systems, was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were evaluated based on the following evaluation criteria and weights:

- | | |
|--|------------|
| • Demonstrated Project Experience & Qualifications | 5 percent |
| • Key Project Team Experience | 15 percent |
| • Approach to Statement of Work & Requirements | 30 percent |
| • Approach to Project Plan & Implementation | 20 percent |
| • Approach to Operations & Maintenance | 15 percent |
| • Cost | 15 percent |

The evaluation criteria are deemed appropriate for similar toll lane systems procurements. Several factors were considered when developing these weights, giving the greatest importance to the proposal's approach to the Statement of Work and project requirements.

During the period from November 21, 2017 through January 16, 2018, the PET completed its independent evaluation of the five proposals received. All five proposals received were determined to be within the competitive range and are listed below in alphabetical order:

1. Conduent State & Local Solutions, Inc. (Conduent)
2. Emovis, S.A.S. (Emovis)
3. Kapsch TrafficCom USA, Inc. (Kapsch)
4. Neology, Inc. (Neology)
5. TransCore, LP (TransCore)

On January 16, 2018, oral presentations were conducted. During each firm's interview, project managers and key team members discussed their trip building process, transition process for moving the current legacy toll collection system to the new system, and schedule for completing all project requirements. All firms also responded to the PET's questions.

All firms responded to questions relating to their ability to provide adequate levels for staffing and resources, strategies to detect and troubleshoot systems issues, and methods for developing dynamic pricing algorithms. They responded to questions inquiring about their plans to ensure that the transition go-live date is met, their perceived project challenges, and the frequency and duration of lane closures for preventative maintenance.

A Best and Final Offer (BAFO) was requested from all five firms and the firms submitted their BAFOs by the due date of April 23, 2018.

Qualifications Summary of Firms within the Competitive Range:

Conduent

Conduent is a multinational business services company that specializes in the public transportation and mobility industry. Conduent demonstrated expertise in a number of transportation sectors, including roadside tolling infrastructure, toll collection functions and systems, and tolling systems maintenance and operations.

Conduent addressed all aspects of the Statement of Work, demonstrating a comprehensive understanding of project requirements. A multi-tiered architecture was recommended to address infrastructure needs, functionality needs, transition issues, and maintenance requirements. Conduent showed how different system components would be incorporated, connected, and integrated. These components included the automatic vehicle identification system, automatic vehicle detection system, license plate recognition system, digital video audit system, occupancy detection system, traffic detection system, dynamic message signage, and image review system. Unlike other firms, Conduent detailed the installation process, complete with equipment counts, locations, schedules, and other related information.

Conduent presented a dedicated team of qualified professionals. The project manager and deputy project manager would be available 100%. The proposed deputy project manager would be located locally to oversee project implementation.

TransCore

TransCore, which was recently awarded the contract for the ExpressLanes Back Office Systems, is a national toll and transportation leader with over 80 years of experience. It specializes in toll systems, customer services centers, intelligent transportation solutions, and intelligent transportation systems integration.

TransCore has supported numerous transportation agencies with toll systems installation, integration, and maintenance, including several California agencies. Those agencies include the Santa Clara Valley Transportation Authority, Metropolitan Transit Authority of Harris County, Texas, Texas Department of Transportation, Virginia Department of Transportation, Bay Area Infrastructure Financing Authority, and LACMTA.

TransCore demonstrated a strong understanding of project requirements. Notably, TransCore provided a sophisticated method for dynamically determining toll rates based on real-time traffic conditions. TransCore provided an effective method for identifying and isolating vehicle trips within express lanes and detailed an image review process that reduced the need for manual audits.

TransCore's proposal, however, lacked details of the installation process. It did not address which equipment would be removed and replaced, how installation crews would work in cycles, and how long each cycle would last.

TransCore did not detail maintenance procedures. It did not show how lane closures would be handled to repair equipment or how equipment failures would be reported, handled, and processed.

Neology

Neology is a Southern California based tolling technology company. With over 200 patents and patent applications, Neology offers a spectrum of tolling technology solutions. Neology supports several transportation agencies with their toll system requirements including the Georgia State Road and Tollway Authority (GSTA), Riverside County Transportation Commission, and Orange County Transportation Authority.

Neology demonstrated a good understanding of project requirements. The firm detailed its ability to develop varied toll rates to accommodate different traffic scenarios. Neology highlighted its use of pricing strategies developed from the statistical analysis of traffic data and modeling of traffic patterns.

Neology, however, did not discuss important features of the digital message signage system. It did not detail how charges would be verified against signage displays; how errors would be detected, processed, and repaired; and how transaction issues arising from those errors would be reconciled and resolved. In addition, Neology did not identify which equipment would be removed and replaced.

Kapsch

Kapsch is a provider of intelligent transportation systems across a wide range of transportation sectors that include tolling, urban access and parking, traffic management, road safety enforcement, commercial vehicle operations, and

electronic vehicle registration. Kapsch aids several transportation agencies in their toll system operations. In California, Kapsch supports the Golden Gate Transportation Bridge, Highway and Transportation District and Alameda County Transportation Commission with the transition from their legacy toll systems to the next generation toll system.

Kapsch demonstrated a good understanding of project requirements. The firm provided a comprehensive explanation of the vehicle signature recognition system. It detailed how the system will support trip creation, how it will validate license plates, and how it will correct license plate discrepancies with back-office systems.

Kapsch, however, did not elaborate on the traffic detection system. It did not address how hardware and software components would be integrated, how data would be directly viewed and accessed, and how equipment would be installed on gantry poles. Their proposal lacked sufficient details relating to the transition process.

Emovis

Emovis is an international company that is a recognized industry leader in tolling systems and toll operations. Emovis has provided roadside toll collection systems services to numerous government agencies, including the M50 Toll Road in Ireland, Port Mann Bridge in British Columbia, Dartford Crossings and Mersey Gateway Bridge in the United Kingdom, and the Newport Pell Bridge in Rhode Island.

Emovis demonstrated a good understanding of many project requirements. The firm detailed the need to anticipate technological development and discussed upgrades, identified equipment obsolescence, and system advances.

Emovis, however, did not explain how features of the traffic detection worked, such as how traffic data would be collected, how traffic data would be used to develop toll pricing and travel time, and how frequent traffic data would be collected. Emovis also did not show how the system would detect incidents, display incident messages, and reconcile changes to toll rates and travel times. Details regarding how images would be reconciled, how automation would be implemented, and how analytics would be utilized to facilitate image review were missing.

Summary of Scores of Firms within the Competitive Range

Set forth below is a summary of the scores in order of rank:

| | Firm | Average Score | Factor Weight | Weighted Average Score | Rank |
|----|---|---------------|---------------|------------------------|----------|
| 1 | Conduent State & Local Solutions, Inc. | | | | |
| 2 | Demonstrated Project Experience & Qualifications | 70.83 | 5% | 3.54 | |
| 3 | Key Project Team Experience | 88.33 | 15% | 13.25 | |
| 4 | Approach to Statement of Work & Requirements | 68.25 | 30% | 20.48 | |
| 5 | Approach to Project Plan & Implementation | 75.42 | 20% | 15.08 | |
| 6 | Approach to Operations & Maintenance | 82.08 | 15% | 12.31 | |
| 7 | Cost | 100.00 | 15% | 15.00 | |
| 8 | Total | | 100% | 79.66 | 1 |
| 9 | TransCore, LP | | | | |
| 10 | Demonstrated Project Experience & Qualifications | 88.33 | 5% | 4.42 | |
| 11 | Key Project Team Experience | 85.00 | 15% | 12.75 | |
| 12 | Approach to Statement of Work & Requirements | 69.92 | 30% | 20.98 | |
| 13 | Approach to Project Plan & Implementation | 66.42 | 20% | 13.28 | |
| 14 | Approach to Operations & Maintenance | 70.58 | 15% | 10.59 | |
| 15 | Cost | 89.61 | 15% | 13.44 | |
| 16 | Total | | 100% | 75.46 | 2 |
| 17 | Neology, Inc. | | | | |
| 18 | Demonstrated Project Experience & Qualifications | 65.83 | 5% | 3.29 | |
| 19 | Key Project Team Experience | 61.67 | 15% | 9.25 | |
| 20 | Approach to Statement of Work & Requirements | 66.17 | 30% | 19.85 | |
| 21 | Approach to Project Plan & Implementation | 51.83 | 20% | 10.37 | |
| 22 | Approach to Operations & Maintenance | 62.33 | 15% | 9.35 | |
| 23 | Cost | 83.21 | 15% | 12.48 | |
| 24 | Total | | 100% | 64.59 | 3 |
| 25 | Kapsch TraffiCom USA, Inc. | | | | |
| 26 | Demonstrated Project Experience & Qualifications | 78.33 | 5% | 3.92 | |
| 27 | Key Project Team Experience | 55.00 | 15% | 8.25 | |
| 28 | Approach to Statement of Work & Requirements | 71.92 | 30% | 21.58 | |

| | | | | | |
|----|--|-------|------|--------------|----------|
| 29 | Approach to Project Plan & Implementation | 40.50 | 20% | 8.10 | |
| 30 | Approach to Operations & Maintenance | 47.17 | 15% | 7.08 | |
| 31 | Cost | 75.77 | 15% | 11.37 | |
| 32 | Total | | 100% | 60.30 | 4 |
| 33 | Emovis, S.A.S. | | | | |
| 34 | Demonstrated Project Experience & Qualifications | 55.83 | 5% | 2.79 | |
| 35 | Key Project Team Experience | 38.33 | 15% | 5.75 | |
| 36 | Approach to Statement of Work & Requirements | 51.92 | 30% | 15.58 | |
| 37 | Approach to Project Plan & Implementation | 70.58 | 20% | 14.12 | |
| 38 | Approach to Operations & Maintenance | 52.58 | 15% | 7.89 | |
| 39 | Cost | 83.97 | 15% | 12.60 | |
| 40 | Total | | 100% | 58.73 | 5 |

C. Cost Analysis

The recommended price has been determined to be fair and reasonable based upon an independent cost estimate (ICE), competition, cost analysis, technical analysis, fact finding, negotiations, and best and final offers (BAFOs).

| | Proposer Name | Proposal Amount | Metro ICE | Proposer BAFO |
|----|----------------------|------------------------|------------------|----------------------|
| 1. | Conduent | \$84,203,206.00 | \$56,017,994 | \$58,975,838.13 |
| 2. | TransCore | \$76,582,252.00 | \$56,017,994 | \$65,816,578.58 |
| 3. | Emovis | \$80,770,536.63 | \$56,017,994 | \$70,235,668.80 |
| 4. | Neology | \$77,215,315.00 | \$56,017,994 | \$70,873,636.71 |
| 5. | Kapsch | \$78,849,542.00 | \$56,017,994 | \$77,833,895.00 |

The ICE focused on primary activities necessary for the design and installation of an integrated toll collection system. It excluded ancillary services such as CCTV monitoring, digital message signage monitoring, traffic detection monitoring, toll rate monitoring, and incident reporting. In contrast, BAFOs included all services for an operational toll collection system, including those ancillary services.

D. Background on Recommended Contractor

The recommended firm, Conduent (previously Xerox State & Local Solutions, subcontractor to the current ExpressLanes operator, Atkinson Contractors, LP), is a business services company that specializes in the public transportation and mobility industry. It employs approximately 3,700 professionals and supports more than 1,700 government agency customers across the nation.

Conduent is an electronic toll collection (ETC) leader that is experienced in toll collection planning, design, construction, maintenance and operations, transaction processing, reporting, and reconciliation systems and services. It serves 25 tolling agencies across the country, supports 15 members of the E-ZPass electronic toll collection program, and processes 70% of the E-ZPass network's toll transactions. The proposed project manager is a Professional Engineer (PE) and Project Management Professional (PMP) with 15 years of transportation and tolling experience. He has implemented over 200 tolling lanes. His project experience includes the Los Angeles County Metropolitan Transportation Authority ExpressLanes, North Carolina Turnpike Authority AVI System Deployment, Port Authority of New York and New Jersey Strategic Lane Refresh, and Michigan Toll Bridge Software.

Key personnel possess a combined total experience of over 130 years. Their project experience includes the NCTA AVI Retrofit Implementation, Maryland E-ZPass, Alameda County Transportation Commission I-80 ICM Project, Delaware River Joint Tolls, and New Jersey Turnpike Authority Electronic Toll Collection and Open Road Tolling.

DEOD SUMMARY

METRO EXPRESSLANES – ROADSIDE TOLL COLLECTION SYSTEM
PS44478

A. Small Business Participation

The Diversity and Economic Opportunity Department (DEOD) established a 20% Small Business Enterprise (SBE) and 3% Disabled Veteran Business Enterprise (DVBE) goal for this solicitation. Conduent State & Local Solutions, Inc. exceeded the goal by making a 20.77% SBE and 4.08% DVBE commitment.

| | | | |
|----------------------------|----------------------------|----------------------------------|----------------------------------|
| SMALL BUSINESS GOAL | 20% SBE 3% DVBE | SMALL BUSINESS COMMITMENT | 20.77% SBE 4.08% DVBE |
|----------------------------|----------------------------|----------------------------------|----------------------------------|

| | SBE Subcontractors | % Committed |
|----|-----------------------------|--------------------|
| 1. | West Coast Cable, Inc. | 1.74% |
| 2. | A Cone Zone, Inc. | 4.60% |
| 3. | Partners in Diversity, Inc. | 13.81% |
| 4. | TollPoint, LLC | 0.62% |
| | Total Commitment | 20.77% |

| | DVBE Subcontractors | % Committed |
|----|-----------------------------|--------------------|
| 1. | Converse Construction, Inc. | 4.08% |
| | Total Commitment | 4.08% |

B. Living Wage and Service Contract Worker Retention Policy Applicability

The Living Wage and Service Contract Worker Retention Policy (LW/SCWRP) is not applicable to this Contract.

C. Prevailing Wage Applicability

Prevailing Wage requirements are applicable to this project. DEOD will monitor contractors' compliance with the State of California Department of Industrial Relations (DIR), California Labor Code, and, if federally funded, the U S Department of Labor (DOL) Davis Bacon and Related Acts (DBRA).

D. Project Labor Agreement/Construction Careers Policy

Project Labor Agreement/Construction Careers Policy is not applicable to this Contract.

Los Angeles County
Metropolitan Transportation Authority

METRO EXPRESSLANES - ROADSIDE TOLL COLLECTION SYSTEM

**Ad Hoc Congestion, Highway and Roads Committee
JUNE 21, 2018**



Metro

New Roadside Toll Collection System Contract

AUTHORIZE the Chief Executive Officer to award firm fixed price Contract No. PS44478000 to Conduent State & Local Solutions, Inc. for implementing and maintaining an ExpressLanes roadside toll collection system in the amount of \$40,872,209 for the eight-year base period, with two, three-year options, in the amounts of \$9,244,429 and \$8,859,200, respectively, for a total of \$58,975,838, subject to resolution of protest(s), if any.

- **Conduent Subcontractors**

- A Cone Zone Inc. (SBE)
- Converse Construction Inc. (DVBE)
- Kimley-Horn & Associates, Inc.
- P-Square Solutions, LLC
- Partners in Diversity Inc. (SBE)
- Toll Point, LLC (SBE)
- West Coast Cable Inc. (SBE)

- **SBE/ DVBE Participation**

- Goal Determination was 20% SBE/ 3% DVBE
- Recommended Contractor Commitment 20.77% SBE/ 4.08% DVBE



Metro

New Roadside Toll Collection System Contract

- **Current Contract with Atkinson Contractors, LP to Design, Build, Operate & Maintain the I-10 and I-110 ExpressLanes**
 - **Demonstration Project**
 - Three-Year Base
 - Five, One-Year Options
- **Based on Best Practices**
 - **Seeking an Eight-Year Base Contract Term with 2 Three-Year Options**
 - SB 1298 Removed Sunset Date for ExpressLanes I-10 & I-110
 - Demonstration Period is Over
 - Consistent With the Previously Awarded Back Office System Contract Term
 - **Three Separate Contracts**
 - **Back Office System** (Approved by Board January 2018)
 - Transaction Processing
 - Customer Account Management
 - Payment and Toll Violation Processing
 - **Roadside Toll Collection System**
 - Equipment on the Corridors
 - Dynamic Pricing
 - Corridor Incident Monitoring
 - **ExpressLanes Customer Service Support** (Blackout Period)

New Roadside Toll Collection System Contract

- **Contract Term**
 - **Eight-Year Base and Two, Three-Year Options**
 - Option Years Will Require Board Approval at the Appropriate Time
 - **Contract Term Recommendation reflects:**
 - Three Years Required to Re-procure and Implement System
 - Obtaining the Full Useful Life of Investment
 - Toll Industry Forum Recommendations for Contract Length
 - Other Agency Roadside Tolling Contract Lengths are Comparable

Contract & Procurement Timeline

| 2018 | | 2019 | | 2020 | | 2021 | | 2022 | | 2023 | | 2024 | | 2025 | | 2026 | | 2027 | | 2028 | | 2029 | | |
|----------|----------------------|----------|------------------------------|----------|----------|----------|----------|----------|----------|----------|---------------------------|----------|----------|--------------------------|--|---------------------------------------|---------------|----------|----------|----------|----------|---------------|----------------|--|
| 1st Half | 2nd Half | 1st Half | 2nd Half | 1st Half | 2nd Half | 1st Half | 2nd Half | 1st Half | 2nd Half | 1st Half | 2nd Half | 1st Half | 2nd Half | 1st Half | 2nd Half | 1st Half | 2nd Half | 1st Half | 2nd Half | 1st Half | 2nd Half | 1st Half | 2nd Half | |
| | | | Go Live | | | | | | | | | | | | | | | | | | | | | |
| | Start of 8 Year Base | | | | | | | | | | | | | End of 8 Year Base | Year Base | 3 Year Option 1 (Total of 11 Years) | | | | | | | | |
| | | | Start of 6.5 Year Operations | | | | | | | | | | | | | | | | | | | Option Year 2 | | |
| | | | | | | | | | | | 6 Months Dev Requirements | | | 1 Year RFP Release/Award | 1.5 Years Design, Install, Integration | | 3 Years Total | | | | | | | |
| | | | | | | | | | | | | | | | | 3 Year Re-procurement During Option 1 | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | Re-Procurement | |



New Roadside Toll Collection System Contract

- **Received Five Proposals**
 - Conduent State & Local Solutions, Inc.
 - Emovis, S.A.S.
 - Kapsch TraffiCom USA, Inc.
 - Neology, Inc.
 - TransCore, LP
- **Evaluation Results**
 - Conduent State & Local Solutions is the Recommended Contractor
 - The Conduent Proposal was the Best Overall and the Lowest Cost