

From: [Gary Googins](#)
To: [MTC-ABAG Info](#)
Subject: Public Comment: Operations Committee, March 10, 2023, Agenda Item 4C
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External Email

Public Comment
MTC Operations Committee
March 10, 2023
Agenda Item 4c (Next Generation Fare Card Fulfillment)

Greetings Clipper Executive Board Members,
I write to you concerning the recommended award of the Next Generation Fare Card Fulfillment Recommendation of Award to Cubic Transportation Systems.

Vix has spent a tremendous amount of time, effort, and cost to prepare our initial proposal, answer several rounds of questions, meet with MTC to present our solution and answer questions, and submit our BAFO.

As you know from the Agenda Background, Vix proposed on this opportunity and was qualified and moved into the BAFO round. As part of the BAFO process, we received several questions from the MTC Evaluation Committee and did a presentation with Q&A prior to submission of our BAFO. Our BAFO directly responded to perceived direction coming from MTC through the Q&A process, so we are confused why our BAFO proposal was not even evaluated. The changes made to our proposal would not have a meaningful impact on our ability to complete the work. We feel that not evaluating our proposal at all is an overreaction when MTC could have scored it with the changes in mind or even done another round of BAFO comments and submissions to get the maximum amount of competition for the work.

We believe our bid is compliant, compelling, and significantly less expensive than the recommended award price to Cubic. We would ask you to vote against the award to allow the Procurement Department to sort out this anomaly and give us an opportunity to correct any missing information. By not evaluating our BAFO, this equates to a sole source award to Cubic which we believe to be unfair and not in the best interest of MTC.

Gary Googins
General Manager Americas

200 E 5th St Ste 301, Tempe TEMPE AZ 85281, United States
Telephone: [+1 206.453.6762](tel:+12064536762)



Vixtechnology.com