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Subject: Fwd: Public Comment: Clipper Executive Board - Feb 27 2023 - Agenda Item 3a
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External Email

Public Comment
Clipper Executive Board
February 27, 2023
Agenda Item 3a (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.

We have submitted a question to the MTC Procurement Officer for an explanation of how our BAFO "did not contain information required in the RFP". As of the writing of this comment (to meet the deadline to submit comments), we have not yet received a response from MTC Procurement.

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