

Bay Area Toll Authority
Oversight Committee

June 14, 2023

Agenda Item 4b - 23-0708

**Purchase Orders – FasTrak® Toll Tags: Star Systems America, LLC. (\$4,037,592) and
Neology, Inc. (\$141,756)**

Subject:

A request to issue two purchase orders for FY 2023-24 in amounts not to exceed \$4,037,592 to Star Systems America, LLC. to provide 810,000 internal FasTrak® 6C toll tags and \$141,756 to Neology, Inc. to provide 18,000 external FasTrak® 6C toll tags, subject to the approval of the FY 2023-24 BATA budget.

Background:

In February 2020, July 2020, and April 2022, this Committee approved purchase orders to Neology, Inc. to provide interior and exterior 6C FasTrak® toll tags. Inventory of tags from these purchase orders are expected to last through October 2023.

To maintain a continuous supply of toll tags, staff issued an Invitation for Bid (IFB) on March 6, 2023, for 810,000 internal tags (which includes 90,000 tags packaged for retail sales) and 18,000 external tags. This procurement is expected to provide sufficient toll tags for the Fiscal Year 2023-24. An option to purchase additional tags as needed through June 30, 2025, is included as part of the procurement. Under the IFB, a bidder could submit bids for internal tags, external tags, or both. The IFB prescribed that an award, if made, will be made to the responsible bidder(s), whose bid(s), conforming in all material respects to the terms and conditions of this IFB, were the lowest in price.

Staff received three responsive bids for internal tags and one responsive bid for external tags by the deadline of April 12, 2023. Star Systems America, LLC. was the lowest responsive bidder for internal tags and Neology, Inc. was the lowest responsive bidder for external tags. The bid prices received are listed in Attachment A.

Star Systems America, LLC. and Neology, Inc. are neither small businesses nor disadvantaged business enterprises and currently have no subcontractors.

Recommendations:

Staff recommends that the Committee authorize the Executive Director or designee to issue purchase orders in amounts not to exceed \$4,037,592 to Star Systems America, LLC. and

\$141,756 to Neology, Inc., subject to the approval of the FY 2023-24 BATA budget, to provide internal and external FasTrak[®] toll tags.

Attachments:

- Attachment A: Bid Prices Received
- Request for Committee Approval – Summary of Proposed Purchase Order (Star Systems America, LLC.)
- Request for Committee Approval – Summary of Proposed Purchase Order (Neology, Inc.)



Andrew B. Fremier

Attachment A

Bid Prices Received

Table 1: Bids for Internal 6C Toll Tags

Kapsch TrafficCom USA, Inc.	Per Unit Bid Price	Quantity of Tags	Total Price Including 8.625% Tax
Non-Retail Tags	\$4.78	720,000	\$3,738,438.00
Retail Tags	\$6.60	90,000	\$645,232.50
		Total Price	\$4,383,670.50

Neology, Inc.	Per Unit Bid Price	Quantity of Tags	Total Price Including 8.625% Tax
Non-Retail Tags	\$4.50	720,000	\$3,519,450.00
Retail Tags	\$5.50	90,000	\$537,693.75
		Total Price	\$4,057,143.75

Star Systems America, LLC.	Per Unit Bid Price	Quantity of Tags	Total Price Including 8.625% Tax
Non-Retail Tags	\$4.50	720,000	\$3,519,450.00
Retail Tags	\$5.30	90,000	\$518,141.25
		Total Price	\$4,037,591.25

Table 2: Bids for External 6C Toll Tags

Neology, Inc.	Per Unit Bid Price	Quantity of Tags	Total Price Including 8.625% Tax
External Tags	\$7.25	18,000	\$141,755.63
		Total Price	\$141,755.63

Request for Committee Approval

Summary of Proposed Purchase Order

Work Item No.: 1253

Vendor: Star Systems America, LLC., Dallas, Texas

Work Project Title: Internal 6C FasTrak[®] Toll Tags

Purpose of Project: To provide internal FasTrak[®] toll tags.

Brief Scope of Work: Provide internal FasTrak[®] toll tags to support the regional toll bridges and express lanes operations.

Project Cost Not to Exceed: \$4,037,592

Funding Source: Toll Bridge Rehabilitation Program Funds

Fiscal Impact: \$4,037,592 in funds is subject to the approval of the FY 2023-24 Toll Bridge Rehabilitation Program Budget

Motion by Committee: That the Executive Director or designee is authorized to issue a purchase order to Star Systems America, LLC. to provide internal 6C FasTrak[®] toll tags as described above and in the BATA Oversight Committee Summary Sheet dated June 14, 2023 and the Chief Financial Officer is directed to set aside funds in the amount of \$4,037,592 for such purchase order subject to the approval of the FY 2023-24 BATA Budget.

BATA Oversight Committee:

Federal Glover, Chair

Approved: June 14, 2023

Request for Committee Approval

Summary of Proposed Purchase Order

Work Item No.: 1253

Vendor: Neology, Inc., Carlsbad, California

Work Project Title: External 6C FasTrak[®] Toll Tags

Purpose of Project: To provide external FasTrak[®] toll tags.

Brief Scope of Work: Provide external FasTrak[®] toll tags to support the regional toll bridges and express lanes operations.

Project Cost Not to Exceed: \$141,756

Funding Source: Toll Bridge Rehabilitation Program Funds

Fiscal Impact: \$141,756 in funds is subject to the approval of the FY 2023-24 Toll Bridge Rehabilitation Program Budget

Motion by Committee: That the Executive Director or designee is authorized to issue a purchase order to Neology, Inc. to provide external 6C FasTrak[®] toll tags as described above and in the BATA Oversight Committee Summary Sheet dated June 14, 2023 and the Chief Financial Officer is directed to set aside funds in the amount of \$141,756 for such purchase order subject to the approval of the FY 2023-24 BATA Budget.

BATA Oversight Committee:

Federal Glover, Chair

Approved: June 14, 2023