



Agenda Item 3c  
Bay Area Metro Center  
375 Beale Street  
San Francisco, CA 94105  
TEL 415.778.6700  
WEB [www.mtc.ca.gov](http://www.mtc.ca.gov)

TO: Clipper® Executive Board

DATE: August 15, 2016

FR: Carol Kuester

RE: Next-Generation Clipper® (C2) Request for Expressions of Interest (RFEI) Update

On April 4, 2016 we issued a Request for Expressions of Interest (RFEI) regarding C2. We received responses from 18 firms (see Attachment A for details).

At the July 25, 2016 Executive Board meeting, we presented preliminary findings from the written C2 RFEI responses. In July and August, representatives from MTC, the partner agencies and IBI Group had one-on-one meetings or phone calls with all 18 firms.

The one-on-one meetings primarily clarified and confirmed the recommendations staff shared with this Board in July (Attachment B.) However, we are recommending one modification to our previously proposed approach: instead of pre-selecting a pool of CSC vendors, and requiring the C2 system integrator choose from that pool, we believe that the region should select the CSC vendor through a wholly separate procurement process. This approach allows the region to select the best vendor for the customer service center work. It also has the advantage of allowing the C2 system integrator to know who the CSC vendor will be prior to their final proposal. This change in recommendation is highlighted in Attachment B.

A final summary of the RFEI written responses and one-on-one meetings will be completed in late August and early September, and presented to this Board in September.

---

Carol Kuester

**Attachments:**

Attachment A: C2 RFEI Respondents and Areas of Interest

Attachment B: C2 RFEI Analysis

J:\COMMITTEE\Clipper Executive Board\CEB2016\08\_CEB\_Aug 2016\3c\_C2 RFEI Meeting Analysis\_v8 1.docx

### C2 RFEI Respondents and Areas of Interest

<b>Firm</b>	<b>System Integrator</b>	<b>Customer Service Center</b>	<b>Other</b>
Accenture	X		
Cardtek	X	X	
Cubic Transportation Systems	X	X	
FAMOCO			X
Faneuil		X	
FEIG Electronics			X
First Data Government Solutions			X
Genfare			X
Infineon Technologies			X
INIT Innovations in Transportation	X		
Moovel			X
NEC Corporation	X	X	
Scheidt & Bachmann	X	X	
Thales Transport and Security	X		
Vertiba			X
Vix Technology	X	X	
WSP   Parsons Brinckerhoff		X	
Xerox Transportation Solutions	X	X	



# C2 RFEI Analysis

Clipper® Executive Board  
August 15, 2016

Agenda Item 3c  
Attachment B

# Vendor Input & Proposed Recommendations

	Current Plan, July 25, 2016 (based on written RFEI Input)	Recommendation, August 22, 2016 (based on RFEI meetings)
1. C1 Operations and C2 Transition	System Integrator (SI) assumes C1 Operations on November 2019	Proceed, while ensuring a level playing field during procurement process
2. C2 Implementation Schedule	SI handles requirements, build, test, phased deployment, and full transition	Proceed, even if more time is required
3. Customer Service Center Pre-selection	Region to select pool of sub-vendors with SI choosing from that pool	Slight modification - <b>Region to select sub-vendor through separate procurement</b>
4. Device Selection (multiple suppliers)	SI to create a pool of device vendors (including SI's own devices)	Proceed
5. Account Based Communications	Evaluating if C1 could be improved by doing a communications upgrade early	Wait for more information
6. Fare Policy & Business Rules	Simplify where possible	Proceed, evaluating where further regional simplification can occur
7. C2 Implementation Cost	Federal Transit Funding, Cap and Trade and other sources to be determined	Wait for more information

