



Agenda Item 4b  
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TO: Clipper® Executive Board

DATE: November 21, 2016

FR: Carol Kuester

RE: Next-Generation Clipper® (C2) System Integrator Request for Proposal (RFP) Development:  
Proposed Minimum Qualifications

This memo is to update the Executive Board on C2 procurement team's proposal to include two pass/fail minimum qualifications in the C2 System Integrator RFP for industry review. The C2 procurement team, including outside legal counsel and technical advisors, recommends the following minimum qualifications, because we believe they will allow for the greatest number of competitive proposals, while limiting the pool to viable vendors and teams.

The first proposed minimum qualification requires that the System Integrator have experience delivering and integrating:

- A multi-operator transit fare collection system;
- A smart card technology project in North America; and
- A project that involves revenue sharing and apportionment.

The second proposed minimum qualification requires that the System Integrator have reached substantial completion of at least one project that involved design, implementation, operation and maintenance of a transit fare collection system using smart card technology. Substantial completion means that the system design and implementation has been accepted or completed and the system operations and maintenance is underway or concluded.

With respect to proposer eligibility, a potential System Integrator can meet these minimum qualifications as a single party or as collective joint venture.

During industry review, we expect to get feedback from prospective vendors, including whether they believe these minimum qualifications are unduly restrictiveness. We will reexamine the value of these minimum qualifications if the consensus from industry deems them too restrictive.

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Carol Kuester



# C2 Minimum Qualifications

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# Minimum Qualification 1

Experience delivering and integrating at least one **multi-operator** transit fare collection system using smart card technology in **North America** that involves the **sharing and apportionment of revenue** across operators.



## Minimum Qualification 2

Have reached **substantial completion** on **at least one (1) project**, that involved design and implementation and operation and maintenance of a transit fare collection system using smart card technology.

“Substantial completion” means that the system design and implementation has been accepted and the **system operations and maintenance is underway**.

# Bidder Eligibility

A Minimum Qualification may be met by **any party to a joint venture**, or as a total of projects among the firms in a joint venture.

