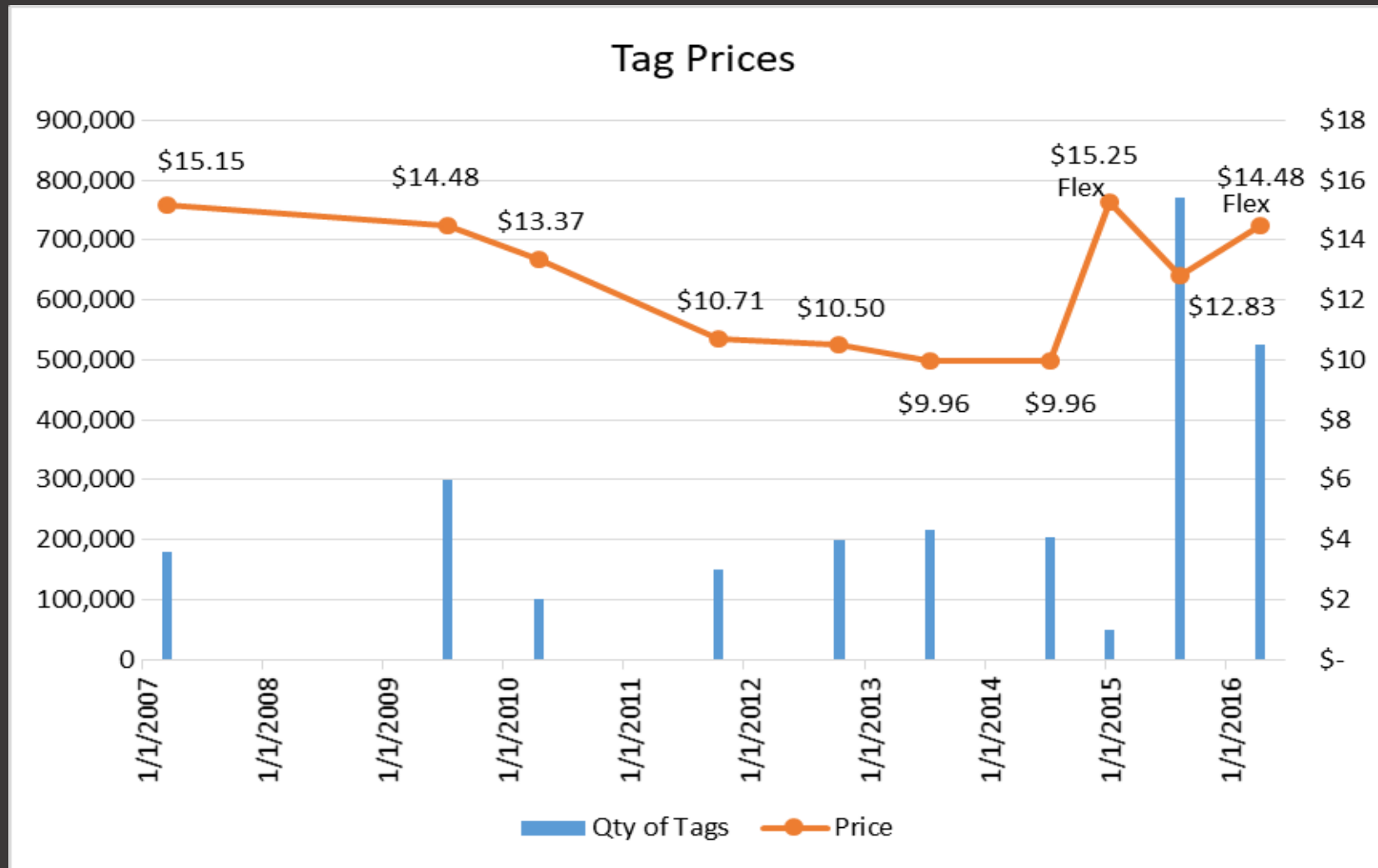




FasTrak Toll Tag Procurement

Bay Area Toll Authority
January 23, 2019

Tag Procurement History



Notes:

Prices trended down until recently as Title 21 became obsolete. Prices and quantities are for internal, non-retail tags unless noted

Regulatory Change

- Electronic toll collection systems in CA use standard communication specifications.
- Existing specification was amended to introduce a new communications protocol (6C).



Regulatory Change

- Caltrans conducted a Standardized Regulatory Impact Assessment (SRIA)
- SRIA concluded:
 - 1) New protocol would result in cost savings for toll agencies
 - 2) Toll agencies will re-invest savings, benefitting the state.
- New protocol is effective January 1, 2019.



California Preference Program

- Agency staff have formulated and initiated a research strategy that includes:
 - Determining BATA's authority to adopt a preference program.
 - Identifying CA Preference programs implemented by other state and/or local agencies.
 - Establish program goals such as:
 - Manufacturing
 - Number of jobs
 - Physical presence
 - Types of contracts suited for preference program.



Recent 6C Tag Procurements



	BATA	TCA	RCTC
Non-Retail Tags	Nov 2018	Aug 2018	July 2018
Kapsch TrafficCom USA, Inc.	\$8.26	\$10.00	\$11.55
Neology, Inc.	\$9.20	\$14.54	\$9.21
TransCore, LP	\$9.97	NA	NA
Star Systems International, Ltd.	NA	NA	NA

TCA – Transportation Corridor Agencies

RCTC – Riverside County Transportation Commission

Recommendation

- Proceed with award of internal tags to Kapsch TrafficCom USA, Inc. and award of external tags to Neology, Inc.
- Develop parameters for California preference procurement policy
- Direction from the Authority about further investigation of a California preference program

