

**Bay Area Toll Authority
Oversight Committee**

May 8, 2019

Agenda Item 3a

Purchase Order for Internal 6C FasTrak® Toll Tags: TransCore LP (\$9,803,000)

Subject: A request to issue a purchase order in an amount not to exceed \$9,803,000 to TransCore LP to purchase 1,236,000 internal FasTrak® 6C toll tags for FY2019-20, subject to the approval of the FY2019-20 BATA budget.

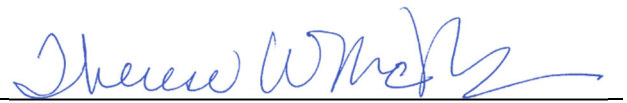
Background: In a recently approved state regulation (California Code of Regulations, Division 2, Title 21, Chapter 16), all tolling agencies in California are required to transition from the current Title 21 toll tag protocol to the new 6C toll tag protocol. To comply with the new regulation, BATA issued a Request for Qualifications (RFQ) in October 2018 to establish a bench of pre-qualified vendors to provide up to 2,340,000 6C toll tags through June 30, 2021 and to select vendor(s) to provide the first year's quantity of tags. In January 2019, staff presented the results of this RFQ to this Committee which referred the matter to the full Authority. The Committee also expressed the desire for a California-based vendor preference policy to be adopted for future purchases of tags. Staff has committed to develop and implement a California-based vendor preference purchasing policy within approximately a year. BATA subsequently approved the bench and purchase orders for the first year's quantity of tags at its January meeting. Following receipt of a protest, BATA canceled the RFQ and issued another procurement.

An Invitation for Bid (IFB) was issued on March 6, 2019 for 1,236,000 internal tags (996,000 non-retail tags and 240,000 retail tags) and 15,000 external tags. Under the IFB bidders were invited to submit separate bids for the internal tags and the external tags. The IFB provided that contract(s), if awarded, would be to the responsible bidder(s) that submit the lowest bids for internal tags and for external tags. This procurement was expected to provide sufficient 6C toll tags for twelve months, at which time a new procurement will be in place for further toll tags. Staff received two responsive bids for internal 6C tags by the deadline of April 25, 2019 from Kapsch TrafficCom USA, Inc. and TransCore LP. Staff did not receive any responsive bids for external 6C tags. The bid prices received are referenced in Attachment A.

The lowest total bid submitted for internal tags is from TransCore LP. TransCore LP is neither a small business nor disadvantaged business enterprise and currently have no subcontractors.

Recommendation: Staff recommends that the Committee authorize the Executive Director or designee to issue a purchase order to TransCore LP in an amount not to exceed \$9,803,000 to purchase 1,236,000 internal 6C FasTrak® toll tags for FY 2019-20, subject to the approval of the FY 2019-20 BATA budget.

Attachments: Attachment A – Bid Prices Received;
and
Request for Committee Approval Sheet – Summary of Proposed Purchase Order


Therese W. McMillan

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 8.5% Tax
Non-Retail Tags	\$7.69	996,000	\$8,310,275.40
Retail Tags	\$9.99	240,000	\$2,601,396.00
		Total Price	\$10,911,671.40

TransCore LP	Per Unit Bid Price	Quantity of Tags	Total Price Including 8.5% Tax
Non-Retail Tags	\$6.97	996,000	\$7,532,200.20
Retail Tags	\$8.72	240,000	\$2,270,688.00
		Total Price	\$9,802,888.20

REQUEST FOR COMMITTEE APPROVAL
Summary of Proposed Purchase Order

Work Item No.:	1253
Vendor:	TransCore LP.
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:	\$9,803,000
Funding Source:	Toll Bridge Rehabilitation Program Funds
Fiscal Impact:	\$9,803,000 in funds is subject to the approval of the FY 2019-20 Toll Bridge Rehabilitation Program Budget.
Motion by Committee:	That the Executive Director or designee is authorized to issue a purchase order to TransCore LP to provide internal 6C FasTrak [®] toll tags as described above and in the BATA Oversight Committee Summary Sheet dated May 8, 2019, and the Chief Financial Officer is directed to set aside funds in the amount of \$9,803,000 for such purchase order subject to the approval of the FY2019-20 BATA Budget.
BATA Oversight Committee:	<hr/> Amy Worth, Chair
Approved:	May 8, 2019