

# Bay Area Toll Authority Oversight Committee

February 12, 2020

Agenda Item 5a

## Purchase Order – FasTrak® Toll Tags: Neology Inc. (\$6,854,800)

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**Subject:** A request to issue a purchase order in an amount not to exceed \$6,854,800 to Neology Inc. to provide 1,230,000 internal FasTrak® 6C toll tags and 10,000 external FasTrak® 6C toll tags for FY 2020-21.

**Background:** Following a procurement in March 2019, BATA issued a purchase order to TransCore to provide 6C FasTrak® toll tags for Fiscal Year 2019-20. TransCore is expected to provide tags through the end of June 2020.

To maintain a continuous supply of toll tags and to ensure adequate supply for upcoming launches of express lanes, staff issued an Invitation for Bid (IFB) on November 20, 2019 for 1,230,000 internal tags (which includes 390,000 tags packaged for retail sales) and 10,000 external tags. This procurement is expected to provide sufficient toll tags for the Fiscal Year 2020-21. An option to purchase additional tags as needed through December 2022 is indicated as part of the procurement.

Staff received 3 responsive bids for internal tags and 1 responsive bid for external tags by the deadline of January 6, 2020. Neology, Inc. was the lowest responsive bidder for internal tags and external tags. The bid prices received are listed in Attachment A.

Neology Inc. is neither a small business nor a disadvantaged business enterprise and currently has no subcontractors.

**Recommendation:** Staff recommends that the Committee authorize the Executive Director or designee to issue a purchase order in an amount not to exceed \$6,854,800 to Neology Inc., subject to the approval of the FY 2020-21 BATA budget to provide internal and external FasTrak® toll tags.

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

  
Therese W. McMillan

**Attachment A**  
**Bid Prices Received**

**Table 1: Bids for Internal 6C Toll Tags**

<b>Kapsch TrafficCom USA Inc.</b>	<b>Per Unit Bid Price</b>	<b>Quantity of Tags</b>	<b>Total Price Including 8.5% Tax</b>
Non-Retail Tags	\$5.80	840,000	\$5,286,120.00
Retail Tags	\$7.83	390,000	\$3,313,264.50
		Total Price	\$8,559,384.50

<b>Neology Inc.</b>	<b>Per Unit Bid Price</b>	<b>Quantity of Tags</b>	<b>Total Price Including 8.5% Tax</b>
Non-Retail Tags	\$4.68	840,000	\$4,265,352.00
Retail Tags	\$5.85	390,000	\$2,475,427.50
		Total Price	\$6,740,779.50

<b>TransCore</b>	<b>Per Unit Bid Price</b>	<b>Quantity of Tags</b>	<b>Total Price Including 8.5% Tax</b>
Non-Retail Tags	\$7.42	840,000	\$6,762,588.00
Retail Tags	\$9.19	390,000	\$3,888,748.50
		Total Price	\$10,651,336.50

**Table 2: Bids for External 6C Toll Tags**

<b>Neology Inc.</b>	<b>Per Unit Bid Price</b>	<b>Quantity of Tags</b>	<b>Total Price Including 8.5% Tax</b>
External Tags	\$10.50	10,000	\$113,925.00
		Total Price	\$113,925.00

## REQUEST FOR COMMITTEE APPROVAL

### Summary of Proposed Purchase Order

Work Item No.: 1253

Vendor: Neology Inc.

Work Project Title: Internal and External 6C FasTrak<sup>®</sup> Toll Tags

Purpose of Project: To provide internal and external FasTrak<sup>®</sup> toll tags.

Brief Scope of Work: Provide internal and external FasTrak<sup>®</sup> toll tags to support the regional toll bridges and express lanes operations.

Project Cost Not to Exceed: \$6,854,800.00

Funding Source: Toll Bridge Rehabilitation Program Funds

Fiscal Impact: \$6,854,800 in funds is subject to the approval of the FY 2020-21 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 internal and external 6C FasTrak<sup>®</sup> toll tags as described above and in the BATA Oversight Committee Summary Sheet dated February 12, 2020 and the Chief Financial Officer is directed to set aside funds in the amount of \$6,854,800 for such purchase order subject to the approval of the FY 2020-21 BATA Budget.

BATA Oversight Committee:

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Amy R. Worth, Chair

Approved: February 12, 2020