

**Metropolitan Transportation Commission
Regional Network Management Committee**

December 12, 2025

Agenda Item 2c

**Contract - Freeway Service Patrol Data Communications and Automatic Vehicle Location
(AVL) System: Xenatech Inc. (\$1,239,000)**

Subject:

This Memorandum requests Committee approval of a five-year, six month contract with XenaTech Software Integration Services, LLC (XenaTech) in an amount not to exceed \$1,239,000, with two successive five-year options to extend, to develop and integrate a customized Automatic Vehicle Locator (AVL) system for the Freeway Service Patrol (FSP) program.

Background:

Now in its 32nd year, the FSP program continues to provide vital congestion relief and motorist assistance by responding quickly to incidents throughout the day on the Bay Area's busiest freeways. With its fleet of over 70 tow trucks and over 100 drivers logging an average of 8,000 assists per month, the FSP program provides quick incident response to reduce congestion and enhance freeway operations. To effectively manage the program's resources and ensure the tow trucks are deployed appropriately, program administrators use an AVL system to track FSP tow trucks and record tow assist data. The current system, in operation since 2014, has a vendor contract set to expire in June 2026. While the system continues to serve its core functions, a system overhaul is needed to replace aging hardware and enhance fleet management by incorporating new technological features developed since the system's inception.

Procurement Process

On September 2, 2025, staff released a Request for Proposal (RFP) for consultant services to design and deliver a customized AVL and Data system. The scope of work included: 1) building new operational tools such as automatic alerts of tow operator violations; 2) developing new search and data manipulation tools for assist information; 3) designing and procuring the new in-vehicle system; and 4) integrating the AVL system with the existing computer aided dispatch system at the California Highway Patrol. The RFP's scope of work also included ongoing maintenance of the system after deployment and providing as-needed services and upgrades. The

RFP was sent to 4,556 potential bidders and was advertised for six weeks. Six firms participated in the bidder's conference and MTC Service Authority for Freeways and Expressways (SAFE) received one proposal.

The proposal received was from the incumbent firm XenaTech Software Integration Services, LLC, and was evaluated by a panel comprised of staff from MTC SAFE, the California Highway Patrol and Caltrans. The evaluation criteria were: 1) proposal concept and approach to completing the work (40%); 2) personnel qualifications and firm experience (20%); 3) total cost (15%); 4) cost effectiveness (15%) and 5) presentation and references (10%). The proposal submitted by XenaTech was found to be responsive and the proposed cost was determined to be fair and reasonable. The evaluation panel requested clarifications and an updated cost proposal to include a required item that was listed in their initial proposal as optional. The evaluation panel determined that proceeding with XenaTech would be advantageous to MTC SAFE based on XenaTech's work plan and the proposed project concept. XenaTech conveyed a good understanding of project requirements and provided a detailed series of steps adapting the baseline system to meet the RFP's specifications. XenaTech's project concept and product demonstration also showed that its AVL system meets all requirements of the RFP. In addition, the XenaTech project team brings proven experience, having successfully developed and hosted MTC SAFE's existing FSP AVL system since 2014. Xenatech's proposed five-year cost of \$1,139,000 is also below the \$1.2 million estimate for the new system. A \$20,000 annual contingency is added for as-needed enhancements and technical modifications.

Attachment A includes a summary of XenaTech and its project team's small business enterprise status.

Issues:

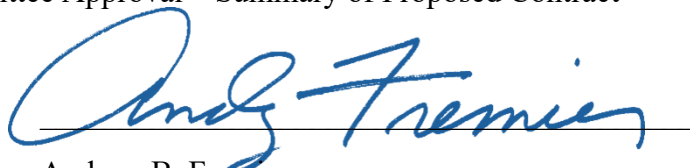
None identified.

Recommendations:

Staff recommends that this Committee authorize the Executive Director or his designee to negotiate and enter into a five-year, six-month contract with XenaTech Software Integration Services, LLC, in an amount not to exceed \$1,239,000, with two successive five-year options to extend, to develop and integrate the FSP AVL system.

Attachments:

- Attachment A: Small Business Enterprise Status
- Attachment B: Request for Committee Approval – Summary of Proposed Contract



Andrew B. Fremier

Small Business Enterprise Status

	Firm Name	Role on Project	SBE* Yes / No	If SBE Yes, List #
Prime Contractor	XenaTech Software Integration Services, LLC	Prime Contractor	No	
Subcontractor	All Day Cable, Inc.	Subcontractor	Yes	2042679

*Denotes certification by the State of California.

Request for Committee Approval

Summary of Proposed Contract

Work Item No.:	6032
Consultant:	XenaTech Software Integration Services, LLC Cedar Crest, New Mexico
Work Project Title:	Freeway Service Patrol Automatic Vehicle Location and Data System
Purpose of Project:	Track and dispatch FSP Vehicles and collect incident data.
Brief Scope of Work:	Complete overhaul of system to replace aging hardware and improve fleet management by incorporating new technological features developed since the system's inception.
Project Cost Not to Exceed:	\$1,239,000
Funding Source:	SAFE
Fiscal Impact:	The resulting contract is within project estimates and is included in the SAFE Capital Program.
Motion by Committee:	That the Executive Director or designee is authorized to negotiate and enter into a five-year, six-month contract, with two successive five-year options to extend, with XenaTech Software Integration Services, LLC for the automatic vehicle location system described above and in the Regional Network Management Committee Summary Sheet dated December 12, 2025, and that the Chief Financial Officer is authorized to set aside \$1,239,000 for such contract.
Regional Network Management Committee:	<hr/> Alicia John-Baptiste, Chair
Approved:	December 12, 2025