



CENTRAL TEXAS REGIONAL
MOBILITY AUTHORITY

February 24, 2021
AGENDA ITEM #7

Discuss and consider approving a shortlist of
proposers to receive the Request for
Proposals for Electronic Toll Collection
Integration and Maintenance Services

Strategic Plan Relevance:	Explore and Invest in Transformative Technology and Adopt Industry Best Practices; Deliver Multi-faceted Mobility Solutions; Invest in Effort that Extend Beyond Roadways
Department:	Operations
Contact:	Tracie Brown, Director of Operations
Associated Costs:	estimated at \$66,973,817 (<i>includes toll system installation / replacement as well as projected maintenance costs</i>)
Funding Source:	Capital Budget Renewal & Replacement
Action Requested:	Consider and act on draft resolution

Background: Toll transaction management is a critical business process area within a tolling agency. The process is triggered when a vehicle travelling on a toll agency maintained and operated toll road passes through a toll gantry. Equipment at the toll gantry captures a suite of data that uniquely identifies the toll transaction. This data includes an image of the license plate used to extract the license plate number and state, vehicle axles, or class, date/time, location, and transponder device information. The resulting data set serves as inputs necessary to determine the toll amount, the individual responsible for paying the toll and the payment path used to submit a request for payment. Additionally, toll transaction data is used for traffic and customer pattern analysis, monitoring and validation of toll system performance and accuracy, revenue and financial analysis, and other data points for the toll agency to make informed business decisions.

The Mobility Authority currently uses an outsourced solution developed by Kapsch TrafficCom to handle the end-to-end toll transaction management processes and workflow.

Current Action: In late 2019 the Mobility Authority's staff began to evaluate the best fit solution for procuring a replacement roadside system. Staff determined that a solution involving separate procurements for the Electronic Toll Collection System (ETCS) and a new Data Platform for reporting and transaction processing would provide the most flexibility and best of breed solution. Staff built a plan to complete the ETCS separate from the Data Platform.

The scope of the ETCS procurement includes, but is not limited to, roadside systems and infrastructure; Variable Toll Message Signs (VTMS) to display toll rates on Express Lane facilities; processing, tracking, and storing all transactions generated by roadside tolling equipment; a trip building system that creates trips based on CTRMA's business rules; complete image processing to provide license plate information of images captures on the roadside, including all systems, and required operations staff; and a dynamic pricing system that calculates and provides toll rates based on traffic conditions in the express and general purpose lanes.

The scope also includes a comprehensive reporting system; staff to support CTRMA's Traffic Incident and Management (TIM) Center operation; network administration of all ETCS communications equipment, software, cables, connections, configurations necessary to operate the ETCS; and all necessary maintenance services to support all hardware, software, and network on the ETCS. Finally, the ETCS procurement scope requires an interface with CTRMA's Data Platform Host for transmission and reconciliation of trips, images, and for receipt of Transponder Validation Lists (TVL) and other files.

The initial term of the contract is six years. CTRMA shall have the option to extend the contract for two (2) additional two-year renewals. This includes implementation, a one-year warranty period to commence upon project acceptance, and a maintenance period to commence upon the end of the warranty period. Final details containing the contract terms and renewals are subject to approval by the CTRMA Board of Directors

The estimated contract value of \$66,973,817 includes the replacement / installation of new toll systems as well as projected toll system maintenance costs over the initial contract term. The actual value is dependent on vendor pricing, equipment costs as well as project approach and may therefore change.

On November 18, 2020, the Authority publicly issued a Request for Qualifications (RFQ) for electronic toll collection integration and maintenance services on CIVCAST. We also advertised a public notice with IBTTA, Toll Road News, and the Austin American-Statesman. Three addendums were subsequently issued.

In response to this RFQ, the Mobility Authority received six Statements of Qualifications (“submissions”). Submissions were received from the following Proposers, listed alphabetically:

1. Emovis US, Inc., an Albertis Mobility Services company
2. Electronic Transaction Consultants, LLC (ETC)
3. Kapsch TrafficCom, USA, Inc.
4. Parsons | Neology Joint Venture
5. SICE-ACS Joint Venture, SICE Inc and ACS Servicios Y Concesiones S.L. (acting through its U.S. Subsidiary ACS Infrastructure Development, Inc)
6. TransCore

Each of the submissions was reviewed for compliance with the Mobility Authority’s stated criteria, which included: project approach; company references; evidence of SOC 1 Type 2 audit experience; past contract performance; and financial ability to implement the project.

All submissions received were reviewed by the Pass/Fail Committee and conveyed to evaluation team members for individual review and scoring. A combined session was convened to evaluate individual scoring and share reviewer comments. Individual scores were recorded, and averages calculated. The resultant ranking and short list recommendations were presented to the Mobility Authority’s Interim Executive Director.

The outcome of this process resulted in a recommended short list. Per the RFQ, this short-list of Proposers is eligible to receive and respond to the Request for Proposals (RFP), which signifies the beginning of step two of the two stage procurement process.

Next Steps: Should the board approve this item; staff will release the Request for Proposal to the pre-qualified TSIs shortly following the February board meeting. The Question and Answer period will begin in mid-March and conclude in late April. Alternative Technical Concepts (ATCs) will be evaluated beginning in early April. Vendors responses are due on June 1st. Staff expects to present its recommendation for the selected TSI at the August board meeting and request approval for the Executive Director to negotiate and execute a contract with the selected vendor.

Previous Actions: The Mobility Authority entered into a contract with Caseta Technologies, Inc. in April 2005, for the design, procurement, and installation of a toll collection system on the Authority’s turnpike system. Kapsch TrafficCom USA, Inc. is the successor in interest to the contract with Caseta Technologies, Inc. Kapsch TrafficCom USA now serves as the Mobility Authority’s toll system integrator. In this role, Kapsch is tasked with installing and maintaining the Authority’s toll system equipment hardware, software, and intelligent traffic systems (ITS). Kapsch also provides license plate

image review and transcription services necessary to facilitate the billing of the Authority's Pay By Mail toll transactions.

In July 2019 the CTRMA Board approved Amendment No. 4 to the Kapsch maintenance contract. This amendment provided for up to 60 days of maintenance services for the recently opened 45 SW toll facility as a stopgap measure. A Restated Maintenance Agreement was approved by the board in November 2019, establishing a new maintenance scope, pricing and performance-related SLAs. This agreement has been amended twice.

Eighteen work authorizations have been executed to date under the original installation contract to install toll and intelligent traffic systems on the 183A Toll, the 290 Toll, the 71 Toll Lane, the MoPac Express Lane, the 45 SW Toll and the new 183S Toll.

Staff Recommendation: Staff recommends approving a shortlist of vendors to receive the Request for Proposals for electronic toll collection integration and maintenance services as determined through the Request for Qualification (RFQ) process.

Backup Provided: Draft Resolution to be provided at the Board Meeting
RFQ for ETCS Integration and Maintenance Services Addendum 3