



CENTRAL TEXAS REGIONAL
MOBILITY AUTHORITY

October 27, 2021
AGENDA ITEM #9

Discuss and consider approving an award recommendation for a contract to provide toll systems integration and maintenance services for the Mobility Authority's electronic toll collection system

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:	N/A
Funding Source:	N/A
Action Requested:	Consider and act on draft resolution

Project Description / 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 originally developed by Caseta Technologies in 2007 to handle the end-to-end toll transaction management processes and workflow. This solution has been expanded upon through the years and is currently operated and maintained by Kapsch TrafficCom, USA. In late 2019, the

Mobility Authority initiated steps to procure a replacement roadside integration and maintenance services contract.

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 Mobility Authority'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 Mobility Authority's Traffic Incident & 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 Mobility Authority's Data Platform System for transmission and reconciliation of trips, images, and for receipt of Transponder Validation Lists (TVL) and other files.

On March 18, 2021, the Mobility Authority released a Request for Proposal (RFP) to the prequalified, short-listed TSIs. Five responses to the RFP were received on June 18, 2021. Evaluation committees were formed to consider each element of the response. The committees reviewed the proposals and scored the results. Scoring was weighted, based on the following criteria:

Technical Proposal	50%		70%
Personnel and DBE Participation	12.5%		
Evidence of SOC 1 Type 2 Audit	7.5%		
Cost Proposal			30%
TOTAL			100%

In September 2, 2021, the Mobility Authority released a request for Best and Final Offer (BAFO) to the RFP respondents. BAFO pricing updates were received on October 1, 2021. Cost Proposal scoring was updated and reviewed by the Evaluation committees.

The resultant rankings as well as the team's recommendation for the successful vendor were presented to the Mobility Authority's Executive Director. After careful review, the Executive Director will bring a recommendation to the Board for its consideration and action to award a contract to the proposer that provides the best value to the Mobility Authority, based on the criteria and weighting established in the procurement documents.

Previous Actions & Brief History of the Program/Project: In November 2020, the Mobility Authority publicly released a Request for Qualification (RFQ) on CIVCAST for electronic toll collection integration and maintenance services. Notice was advertised with IBTTA, TollRoad News, and the Austin American-Statesman. Six responses to the RFQ were received from ACS-SICE Joint Venture, Emovis, ETC, Kapsch TrafficCom, USA, Parsons-Neology Joint Venture, and Transcore. All but Emovis were prequalified to receive the Request for Proposals (RFP).

Financing: Not applicable.

Backup Provided: Draft resolution
Presentation

**GENERAL MEETING OF THE BOARD OF DIRECTORS
OF THE
CENTRAL TEXAS REGIONAL MOBILITY AUTHORITY**

RESOLUTION NO. 21-0XX

**AWARDING A CONTRACT FOR ELECTRONIC
TOLL COLLECTION INTEGRATION AND MAINTENANCE SERVICES**

WHEREAS, the Mobility Authority currently uses an outsourced solution developed by Kapsch TrafficCom USA Inc. to handle the end-to-end toll transaction management processes and workflow; and

WHEREAS, Mobility Authority is developing a data platform to transition all toll transaction data processing and data management capabilities after the point of transaction creation from Kapsch TrafficCom USA Inc. to the Mobility Authority; and

WHEREAS, the Mobility Authority requires a vendor to provide electronic toll collection integration and maintenance services (the “Electronic Toll Collection System”) to interface with the new data platform; and

WHEREAS, by Resolution No. 21-010, dated February 24, 2021, the Board approved a short list of proposers of the most qualified firms to participate in the Request for Proposals (RFP) phase of the electronic toll collection integration and maintenance services procurement process; and

WHEREAS, on March 18, 2021 the Mobility Authority issued an RFP to the prequalified, short-listed firms approved by the Board; and

WHEREAS, the Mobility Authority received five responses by the June 18, 2021 deadline; and

WHEREAS, evaluation committees reviewed the responses of the five firms in accordance with Mobility Authority procurement policies and the terms of the RFP; and

WHEREAS, following the conclusion of the interview process, Mobility Authority staff determined it was in the best interest of the Mobility Authority to request Best and Final Offers (“BAFOs”) from all five firms who responded to the RFP; and

WHEREAS, the Mobility Authority issued a request for BAFOs on September 2, 2021, and received responses from each of the five eligible firms on October 1, 2021; and

WHEREAS, Mobility Authority staff conducted final scoring of BAFO responses and established a ranking of the eligible firms on October 6, 2021; and

WHEREAS, based on the results of the evaluations, the Executive Director recommends that the Board select and authorize the negotiation of a contract for electronic toll collection integration and maintenance services with _____.

NOW THEREFORE, BE IT RESOLVED that the Board hereby approves the selection of _____ to provide electronic toll collection integration and maintenance services to the Mobility Authority; and

BE IT FURTHER RESOLVED that the Executive Director is authorized to negotiate a contract with _____ to provide electronic toll collection integration and maintenance services to the Mobility Authority. If the Executive Director and _____ cannot agree on the terms of the contract, the Executive Director may elect not to contract with _____ and may enter into negotiations with the next most highly ranked respondent as provided in Section 401.25 of the Mobility Authority Policy Code; and

BE IT FURTHER RESOLVED that once an agreement is reached the Executive Director shall present that proposed contract to the Board for its approval.

Adopted by the Board of Directors of the Central Texas Regional Mobility Authority on the 27th day of October 2021.

Submitted and reviewed by:

Approved:

C. Brian Cassidy, Counsel for the
Central Texas Regional Mobility Authority

Robert W. Jenkins, Jr.
Chairman, Board of Directors