

Complete 540 Phase 2 Roadside Support System RFP

Mandatory Pre-Proposal Scope of Services Meeting

March 18, 2026, 1:00 p.m. – 2:00 p.m. ET

Online via Web conference

Providing drivers more choices for their commute



Roll call for one person by company

**PLEASE MUTE YOUR LINE IF YOU ARE
NOT SPEAKING**



Welcome and Introductions

Eliza Davis

NCTA Staff Meeting Introductions

| Name | Job Title |
|-----------------|---------------------------|
| Eliza Davis | Procurement Specialist II |
| Sybil Lattimore | Receptionist |
| Manish Chourey | Chief Technology Officer |

Pre-Proposal Meeting Details

- Post questions via chat and they'll be addressed at the end of this presentation.
- All verbal comments and responses are non-binding.
- Questions shall be made in writing if a formal response is requested.
- A copy of this presentation will be posted on the NCTA website at:
<https://connect.ncdot.gov/business/Turnpike/Pages/C540P2RFP.aspx>

Agenda

- Project Introduction & Procurement Goals
- Overview of Procurement Process
- Scope of Work and Requirements
- Complete 540 Phase 2 Project Timeline
- Questions and Answers/Closing Remarks



Project Introduction & Procurement Goals

Manish Chourey



NCDOT

North Carolina Department of Transportation

Responsible for all modes of transportation in NC such as highways, rail, aviation, ferries, DMV, etc.

NCTA

North Carolina Turnpike Authority

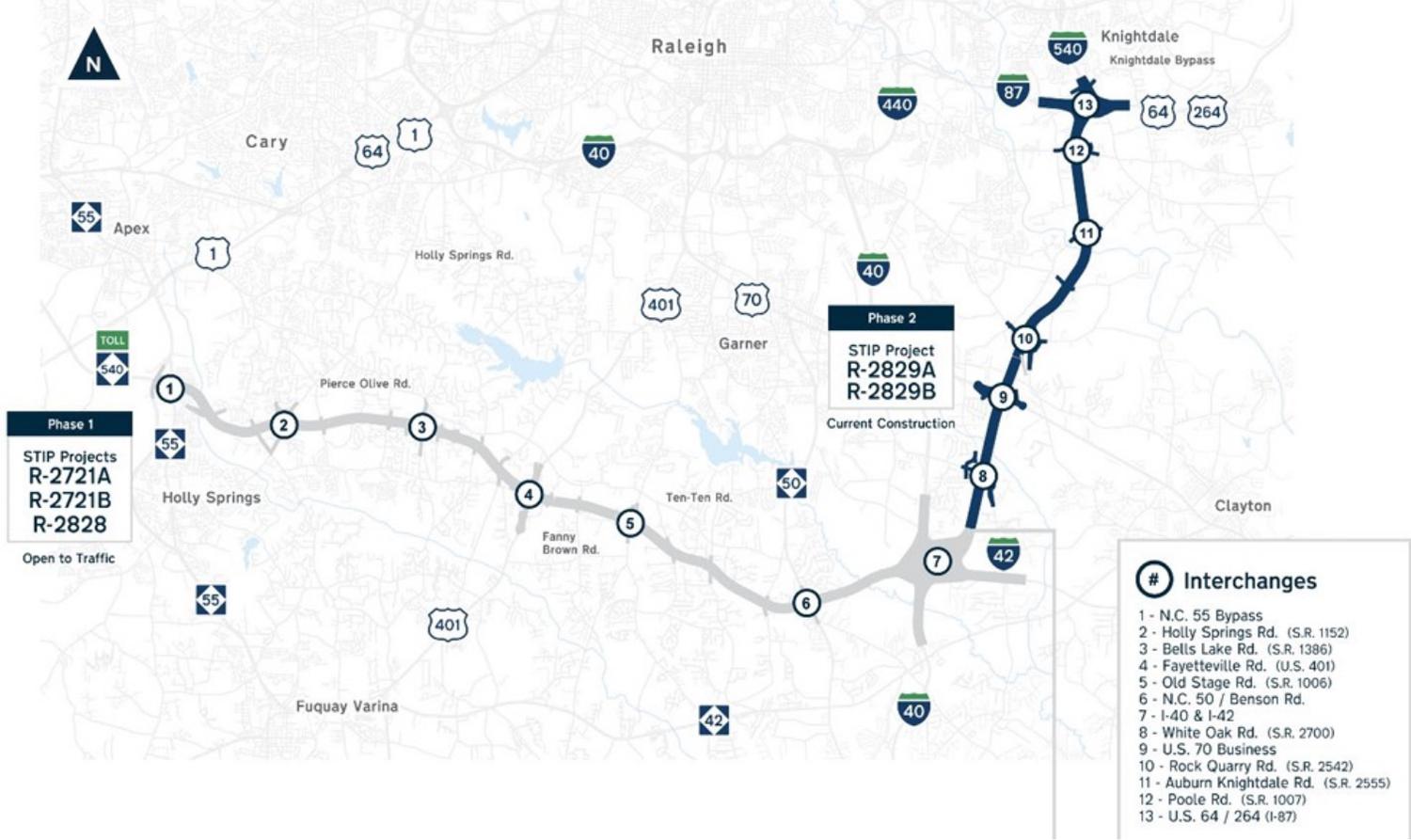
A department of NCDOT. Responsible for all toll projects in NC.

NCQP

NC Quick Pass

NCTA's public-facing brand for tolling and toll collection once a toll project opens to traffic.

Complete 540 Phase 2 Location Map



Complete 540 Phase 2 Roadside Support System RFP Goals

- Deploy a modern toll collection system using a single overhead gantry with no in-pavement sensors for detection or classification.
- Implement an AVI system aligned with RTCS needs, using only approved E-ZPass certified equipment.
- Minimize physical infrastructure for toll collection system deployment.
- Deliver a scalable, modular system that can integrate with evolving technologies.
- Provide a highly resilient system architecture.
- Optimize efficiency with a lightweight Transactions Reconciliation Host (TRH).



Overview of Procurement Process

Eliza Davis

RFP Content

- Part I: Administrative
- Part II: Defined Terms and Acronyms
- Part III: Scope of Work and Requirements
- Part IV: Proposal Content
- Part V: Terms and Conditions

RFP Materials

- 4 PDF packages found on the NCTA Website for download:
<https://connect.ncdot.gov/business/Turnpike/Pages/C540P2RFP.aspx>
 - RFP
 - Exhibits
 - Attachments
 - Appendices
- Attachments & Appendices both include supporting documentation to the RFP.
- Exhibits include forms that are to be filled out and submitted with proposal submissions.
 - See RFP Part IV, Section 1.1. & Section 2.1 for the proposal forms and submittal checklists.

Procurement Schedule

| Category | Date |
|--|--|
| RFP Issued | March 9, 2026 |
| RSVPs Due for Mandatory Pre-Proposal Meeting | March 17, 2026 (4:00 p.m. ET) |
| Mandatory Pre-Proposal Scope of Services Meeting | March 18, 2026 (1:00 p.m. to 2:00 p.m. ET) |
| Proposer Questions Due | March 25, 2026 (4:00 p.m. ET) |
| NCTA Response to Questions | April 9, 2026 |
| Technical Proposals Due | May 4, 2026 (4:00 p.m. ET) |
| Notification of Proposers Shortlisted | June 5, 2026 |
| Oral Interviews & Presentations | Week of June 22, 2026 |
| Price Proposals Due (ONLY Shortlisted Proposers will submit a Price Proposal) | July 7, 2026 (4:00 p.m. ET) |
| Ranking of Shortlisted Proposers for Negotiations | Week of July 13, 2026 |
| Notice of Award | Week July 20, 2026 |

NCTA reserves the right to modify the schedule at any time and for any reason.

Proposer Questions

- Due March 25, 2026, by 4:00 p.m. ET
- All questions and comments to be submitted using Exhibit C-4: Proposer Questions Form.
- All questions and comments must be submitted via emailed to:
ncta_c540p2_rfp@ncdot.gov
- NCTA will provide responses April 9, 2026, and publish Addenda, if required.

Technical Proposal Submittal and Evaluation

- Due May 4, 2026, by 4:00 p.m. ET
 - Refer to RFP Part IV, Section 1 for Technical Proposal content and format instructions.
- Once Technical Proposals are received, they will go through preliminary evaluation and scoring. If a Technical Proposal scores below 70 out of 100 points during preliminary scoring, it will be considered non-compliant and will not be considered further.
- Proposers who score above 70 during preliminary evaluation and scoring may be eligible to be shortlisted. The top-ranked shortlisted Proposers will be invited to participate in oral presentations and interviews.

Technical Proposal Scoring

| Technical Proposal Sections | Maximum Possible Points |
|---|-------------------------|
| Section 1: Proposer Qualifications | 5 |
| Section 2: Key Team Qualifications | 5 |
| Section 3: Approach to Scope of Work and Requirements | 35 |
| Section 4: Approach to Project Plan, Implementation, Interfaces, and Testing | 30 |
| Section 5: Approach to Operations & Maintenance | 20 |
| Section 6: Adherence to the Scope of Work & Requirements, T&Cs, and Requirements Conformance Matrix | 5 |
| Maximum Possible Technical Points | 100 |

Price Proposal Submittal and Evaluation

- Due July 7, 2026, by 4:00 p.m. ET
 - ONLY the top-ranked shortlisted Proposers will submit a Price Proposal.
- Refer to RFP Part I, Section 4.5 for price review and scoring details.

Best Value

Calculating Lowest Adjusted Price

- **Step 1:** After Price Proposals are reviewed, NCTA may request written clarifications.
- **Step 2:** After written clarification responses, each top-ranked shortlisted Proposer will receive a quality credit percentage based on their final technical proposal score.
 - See Table I-3 in the RFP for each technical score quality credit percentage.
- **Step 3:** Each top-ranked shortlisted Proposer’s Quality Credit % and Price Proposal \$ amount will be entered into the below table to calculate the lowest adjusted price.
- **Step 4:** The successful Contractor is the one with the lowest adjusted price.
 - In the example below, Vendor C is the successful Contractor.

| | Technical Score | Quality Credit % | Price Proposal (\$) | Quality Value (\$) | Adjusted Price (\$) |
|---|-----------------|------------------|---------------------|--------------------|---------------------|
| Vendor A | 94.0 | 60.00% | \$325,000.00 | \$195,000.00 | \$130,000.00 |
| Vendor B | 90.0 | 50.00% | \$290,000.00 | \$145,000.00 | \$145,000.00 |
| Vendor C | 92.0 | 55.00% | \$280,000.00 | \$154,000.00 | \$126,000.00 |
| Vendor D | 80.0 | 25.00% | \$200,000.00 | \$50,000.00 | \$150,000.00 |
| Vendor E | 69.0 | 0.00% | | | |
| Note 1: Maximum Technical Score Percentage is 75% | | | | | |
| Note 2: Minimum Technical Score to Qualify is 70 | | | | | |

Submittal Delivery

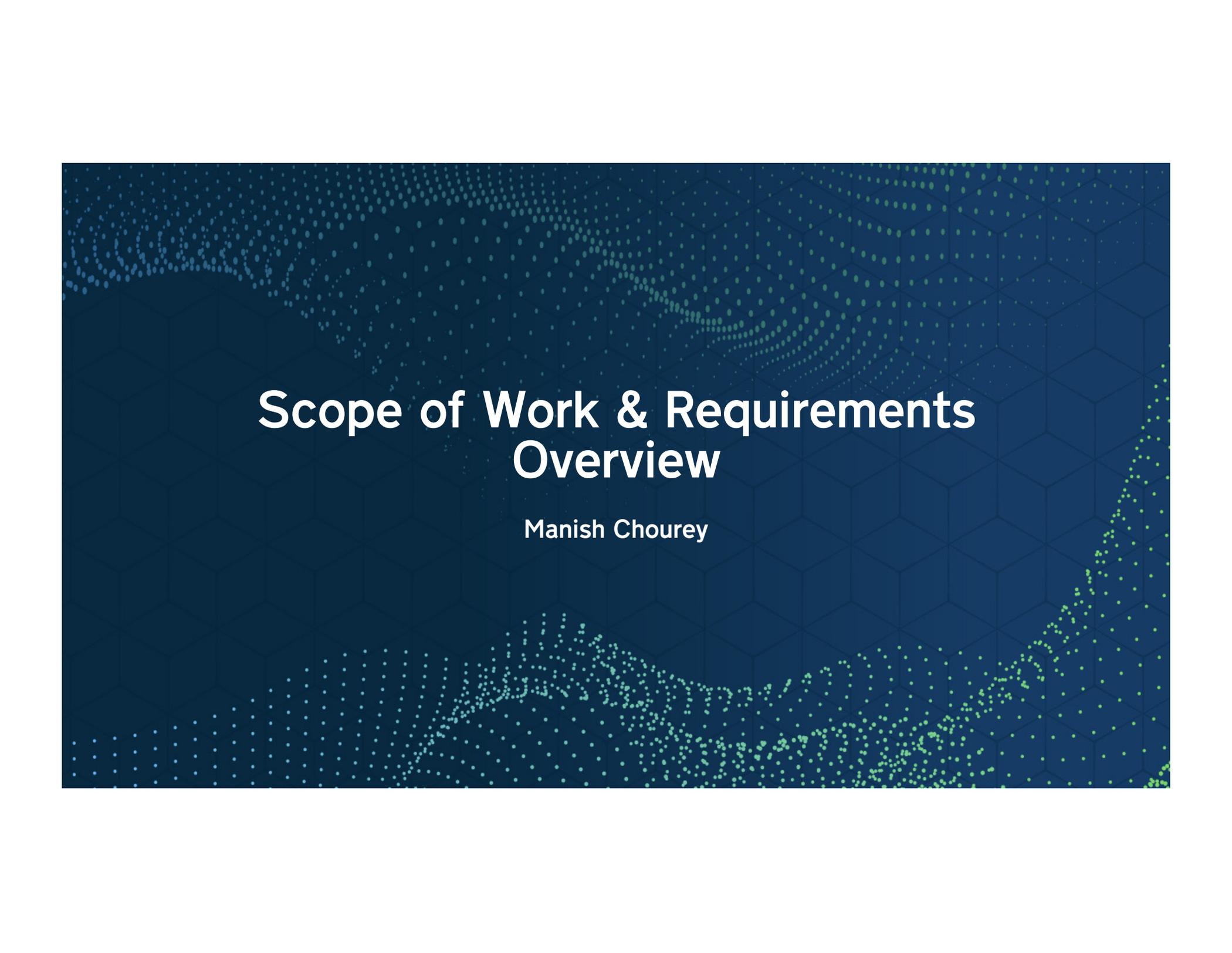
- Submittals (both Technical Proposal & Price Proposal) shall be delivered to:

NCTA
2501 Aerial Center Parkway, Suite 200
Morrisville, NC 27560
Attn: Eliza Davis

- Refer to RFP Part IV, Section 1.3 & 2.3 for further instructions on submissions.
 - NO hard copies; only electronic submissions on a USB flash drive.

Non-Solicitation Provision

- Non-solicitation in accordance with RFP Part I, Section 2.3.
- ONLY contact NCTA in the manner identified in RFP Part I, Section 1.4.
- A violation may be grounds for rejection of the proposal.



Scope of Work & Requirements Overview

Manish Chourey

Scope of Work Requirements

- **Roadside Support System Project, Design, Testing and Implementation Documentation Requirements (1-198)**
 - Details the requirements for project execution and how the Proposers must document their approach to meet them.

- **RTCS Functional Requirements (199-375)**
 - Details all functional requirements for lane function, host function, data reporting and retention and external interfaces.

- **Maintenance Responsibilities & Services (376-462)**
 - Details all monitoring, preventive maintenance, corrective maintenance and related elements required during the Maintenance and Operations Phase of the Project.

- **Performance Requirements – Maintenance & Operations (463-510)**
 - The Contractor shall design and build the system to meet these requirements.
 - A summary of the Performance Requirements can be found in RFP *Table III-2: Monthly Performance Requirements*

Summary of Changes in Scope of Work

- Implementation Phase to end at Onsite Installation Test.
- New NTP at start of Installation (with notice period) for Installation, Commissioning and Go-Live through System Acceptance.
- Contractor to provide Transaction Reconciliation Host (TRH) to interface with NCTA OBO.
- Image Verification Services have been removed from the scope. OCR is required for all (AVI and Image) transactions.
- NCTA OBO will perform Secondary OCR and Image Verification Services.
- Additional construction information available for toll site information and wrong-way vehicle detection systems.

Scope of Work

Key Personnel

| Roles | Responsibilities |
|----------------------------|--|
| Project Principal | <ul style="list-style-type: none">• Overall conduct & performance of the Project.• POC for any escalated issues that can't be resolved by the Contractor Project Manager. |
| Contractor Project Manager | <ul style="list-style-type: none">• All day-to-day work.• Overall execution & delivery of the Project. |
| Technical Manager | <ul style="list-style-type: none">• Overall RTCS solution architect.• Manage design, development & implementation of the technology solution & resources related to the RTCS & interfaces to NCTA provided OBO. |
| Installation Manager | <ul style="list-style-type: none">• Installation & commissioning of the RTCS & external interfaces. |
| Maintenance Manager | <ul style="list-style-type: none">• Maintenance services of the RTCS & external interfaces. |
| Quality Assurance Manager | <ul style="list-style-type: none">• Consistent quality throughout design, development, testing & implementation of the Project. |
| Test Manager | <ul style="list-style-type: none">• Overall planning & implementation of the Project's testing program. |

Attachments

| Attachment | Description |
|--|---|
| 1. NCQP Business Policies | <ul style="list-style-type: none"> This document contains the business policies by which the NCTA operates its NC Quick Pass® toll collection program. |
| 2. State of NC, Statewide Info Security Manual | <ul style="list-style-type: none"> Provides the statewide security policy for North Carolina State Agencies. Establishes principles to ensure a secure network infrastructure. |
| 3. Design Build Contracts | <ul style="list-style-type: none"> NCTA contracts with the design build teams constructing the facility; provided for reference. |
| 4. Infrastructure Design Drawings | <ul style="list-style-type: none"> NCTA Standard Drawings for Expressway Toll Zone Infrastructure. <u>Note:</u> Detailed drawings from the design build teams will be provided later. |
| 5. Project Responsibility Matrix | <ul style="list-style-type: none"> Matrix of stakeholder responsibilities for the implementation and maintenance of the toll facility. |
| 6. OBO ICD | <ul style="list-style-type: none"> The interface specifications for the data exchange between RTCS and OBO. <u>Note:</u> This document is in draft form; to be finalized during the design phase. |
| 7. Lane Closure Restrictions | <ul style="list-style-type: none"> Initial lane closure restrictions once the facility begins to operate with traffic. <u>Note:</u> Subject to change based on observed traffic volumes. |
| 8. Future Transaction Projections | <ul style="list-style-type: none"> Projected traffic statistics for the first 14 years of toll system operations from the NCTA Traffic and Revenue Study completed in 2024. <u>Note:</u> These values are estimates, so Proposers should apply conservative factor of safety when used. |
| 9. KPI Guidebook | <ul style="list-style-type: none"> Instruction on how to measure the KPI's outlined in the RFP requirements. Any deviation from these methods is subject to NCTA review and approval. |
| 10. Preventative Maintenance Checklist | <ul style="list-style-type: none"> A high-level list of the preventative maintenance activities required for the Project. |



Complete 540 Phase 2 Project Timeline

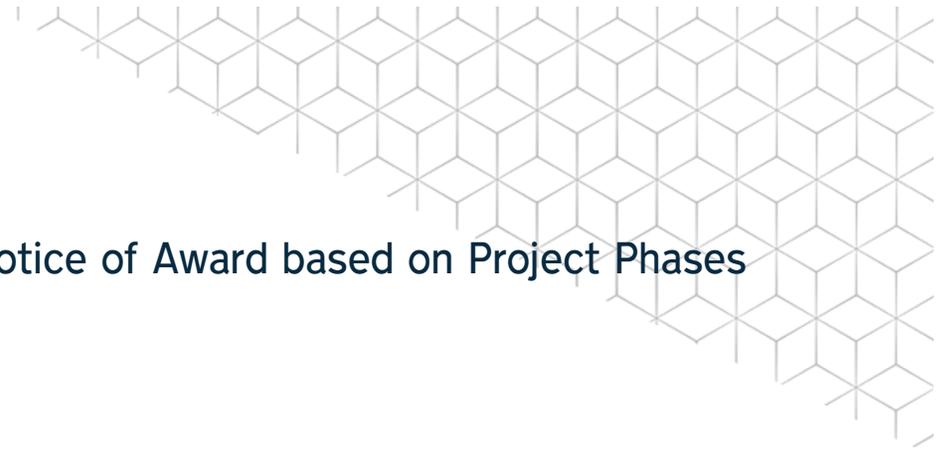
Manish Chourey

Project Implementation Schedule – Part 1

| Exhibit A – Project Implementation Schedule | | |
|--|-----------------|----------------------------|
| Major Milestone Description | Projected Start | Projected End |
| Notice to Proceed (NTP) of Implementation Phase | Sep 2026 | -- |
| Project Kickoff Meeting | Sep 2026 | -- |
| Project Planning Documentation (Project Schedule, Project Management Plan, Master Test Plan) | Sep 2026 | 60 Calendar Days after NTP |
| System Design | | |
| Requirements Review and Business Rules Workshops | Nov 2026 | Nov 2026 |
| System Detailed Design Review | Nov 2026 | Jan 2027 |
| Bill of Materials | Dec 2026 | Dec 2026 |
| Third Party Hardware and Software Documentation Submitted | Jan 2027 | Jan 2027 |
| Draft System Detailed Design Document (SDDD) Approval | Jan 2027 | Feb 2027 |
| Final System Detailed Design Document (SDDD) Approval | Feb 2027 | Mar 2027 |
| Roadside Toll Collection System (RTCS) Installation Design and Documentation Package Approval | Jan 2027 | Mar 2027 |
| Final Installation Plan Approved | Apr 2027 | May 2027 |

Project Implementation Schedule – Part 2

| Major Milestone Description | Projected Start | Projected End |
|---|-----------------|-----------------------------------|
| RTCS, Installation and Test | | |
| Major Milestones: Factory Acceptance Test (FAT) | Jun 2027 | Aug 2027 |
| NCTA Operational Back Office (OBO) Interface Test | Sep 2027 | Oct 2027 |
| Maintenance Plan and Training Plan | Aug 2027 | Oct 2027 |
| Installation and System Acceptance | | |
| Installation and Commissioning Approved Ready for Go-Live - Tolling Location 1 Installation and OIT | -- | 40 Calendar Days after NTP2 |
| Major Milestone: Toll Zone commissioning for revenue service during Site Installation Test - Installation and Site Installation Test of Complete 540 Phase 2 and RSS associated ITS Equipment. | -- | 120 Calendar Days after NTP2 |
| Installation and Commissioning Approved Ready for Go-Live - Tolling Locations 2 – 12. | -- | 30 Calendar Days prior to Go-Live |
| Training Complete | -- | 30 Calendar Days prior to Go-Live |
| Complete 540 Phase 2 Go-Live | -- | Jun 2028 |
| Final Testing and Phase Closeout | | |
| Start of Maintenance | -- | Go-Live |
| As-Built System Detailed Design Document (SDDD) Approved | -- | Go-Live + 60 Calendar Days |
| As-Built Drawing Package Approved | -- | Go-Live + 60 Calendar Days |
| System Acceptance Test | -- | Go-Live + 60 Calendar Days |



Contract Term

The term of the Contract will commence at Notice of Award based on Project Phases below:

The Project Phases are:

- Implementation Phase
 - Commences upon issuance of Implementation Phase Notice of Award and ends upon System Acceptance.
- Operations & Maintenance Phase
 - Commences upon Go-Live and shall continue through the end of the base Contract Term for a period of up to five (5) years.
- Optional Extension Phase
 - Includes two (2) optional three (3)-year Maintenance extensions to be executed at the sole discretion of NCTA, with the first extension commencing upon the end of the base Contract Term.



Questions & Answers

Please post your questions in the chat



Closing Remarks

Eliza Davis
Point of Contact

 Email: ncta_c540p2_rfp@ncdot.gov