



E-ZPass Transponder (TDM & 6C)  
Request for Proposals  
Solicitation Number 2019-IAGPA-0001

Pre-Proposal Conference  
March 21, 2019 2pm

Hosted by:  
North Carolina Turnpike Authority  
Mr. Seth Fisher, Transponder Procurement Coordinator

# Introduction

This RFP is issued by the North Carolina Turnpike Authority (NCTA) on behalf of the E-ZPass Interagency Group Members participating in this procurement (IAG Participating Members).

Key Representatives for the Pre-Proposal Conference:

Stan Ozalis, BCBC, IAG Participating Member Procurement Committee

Seth Fisher, NCTA, Transponder Procurement Coordinator

Stan Ciszewski, NJTA, IAG Participating Member Procurement Committee

IAG Participating Members' Consultant: Tina Bush, Ron Allen

# Agenda

1. Roll Call – in person, remote

Please provide your Company and Name

2. Presentation of important RFP topics.

We will pause for questions in relation to each slide.

3. Review questions documented during presentation.

4. Additional questions.

Please identify yourself clearly when asking questions.

# Notes Regarding Today's Conference

- Verbal discussion and responses to questions during the Pre-Proposal Conference are not official.
- IAG Participating Members will provide a summary of the Pre-Proposal Conference by Tuesday, March 26.
- All questions received during the conference will be documented in the summary. If possible, official responses will be provided.
- Additional questions may be submitted until the date specified in the RFP (March 28).
- All questions will be officially responded to on the date specified in the RFP (April 11).

# Transponder Types and Models to be Procured

Type: IAG TDM

Models:

- a. Interior, windshield-mounted, hard-case TDM Transponders;
- b. Interior, windshield-mounted, hard-case, feedback TDM Transponders;
- c. Interior, windshield-mounted, hard-case, switchable TDM Transponders;
- d. Exterior, license plate mounted, hard-case TDM Transponders;
- e. Exterior, roof-mounted, hard-case TDM Transponders.

# Transponder Types and Models to be Procured (cont.)

Type: IAG 6C

Models:

- a. Interior, windshield-mounted, sticker 6C Transponders;
- b. Interior, windshield-mounted, switchable, hard-case 6C Transponders;
- c. Exterior motorcycle headlamp sticker 6C Transponders;
- d. External truck headlamp sticker 6C Transponders.

*Reference:*

*Part 1: Section 1.2.2*

*Part 3: Section 1, Section 3*

*Part 4: Section 3.2*

# Transponder Support Devices and Services to be Procured

In conjunction with transponders, proposer is to offer support devices and services appropriate to the type(s) and model(s) proposed:

- Transponder Programmer;
- Handheld Reader;
- Transponder Tester (if required);
- Documentation for Transponders and support devices;
- Training in the use and maintenance of the support devices;
- Ancillary Services related to the purchase, shipping, and return of Transponders.

## *Reference:*

*Part 1: Section 1.2.2*

*Part 3: Section 2, Section 4*

*Part 4: Section 3.2*

# Procurement Approach

- Proposer can offer any or all of the Transponder types and models listed.
- IAG Participating Members may award any or all transponders that a Proposer has offered.
- For any transponder type/model awarded to a Proposer, Proposer will execute separate, but substantially identical contracts with each Participating Member.
- Within each contract, the Participating Member will determine if and when to place transponder orders.
- For any transponder type/model awarded, the contract will be structured to terminate on November 30, 2021, with an IAG Participating Members' collective option for up to three (3), one (1) year extensions.

## *Reference:*

*Part 1: Section 1.2.1, Section 1.2.2*

*Part 3: Section 1.9.1, Section 3.9.1*



# Estimated Annual Quantity of Transponders

## TDM Transponders

Model	Estimated Annual Quantity
Interior, windshield-mounted, hard-case	2,860,000
Interior, windshield-mounted, hard-case, feedback	100,000
Interior, windshield-mounted, hard-case, switchable	140,000
Exterior, license plate-mounted, hard-case	130,000
Exterior, roof-mounted, hard-case	50,000

## 6C Transponders

Model	Estimated Annual Quantity
Interior, windshield-mounted, sticker	120,000
Interior, windshield-mounted, hard-case, switchable	50,000
Exterior motorcycle headlamp sticker	14,000
External truck headlamp sticker	5,000

Estimated quantities are not a guarantee of actual order quantity.

*Reference:*

*Part 1: Appendix B*

# Procurement Schedule

<u>Procurement Stage</u>	<u>Date</u>
Issue RFP	February 28, 2019
Pre-Proposal Conference (not mandatory)	March 21, 2019 02:00 PM EDT
Due Date for Proposer Questions (including Requests for Exceptions to Terms & Conditions)	March 28, 2019 04:00 PM EDT
IAG Participating Members' Response to questions submitted by email or raised at Proposer Conference	April 11, 2019
Proposal Due (refer to Section 2.14)	May 30, 2019 04:00 PM EDT
Proposer Validation Testing	June 17, 2019 to August 30, 2019
Anticipated Proposer selection by IAG Participating Members	October 11, 2019

*Reference:*

*Part 1: Section 2.1*

# Evaluation Process

a. Initial Evaluation

b. Validation Testing

Transponders that have previously been approved by the IAG will not require validation testing. All other Transponders will require Validation Testing.

c. Final Evaluation

Corporate Qualifications and Response to Technical Requirements (35%)  
Price (65%) – “Total cost for estimated annual quantity” during the first year and second year of the initial contract term.

d. Negotiation

e. Acceptance by IAG Participating Members

*Reference:*

*Part 1: Section 3.1*

# Proposal Contents

## Technical Submission

1. Cover Sheet and RFP Document Acknowledgement (forms)
2. Cover Letter
3. Table of Contents
4. Proposal Summary
5. Corporate Experience and Capability (Forms)
6. Technical Requirements including the Conformance Matrix (Forms) and a physical sample of each Transponder type/model proposed
7. Schedule
8. IAG Participating Member Forms (Forms)

# Proposal Contents (cont.)

Price Submission (separate envelope)

9. Cover Letter

10. Pricing Forms

Provide data for each transponder type / model proposed

- Model number / identifier
- Unit pricing
- Discount plan (if offered)
- Order restrictions
- Additional details
- Total cost for estimated annual quantity during Year 1 and Year 2

*Reference:*

*Part 4: Section 3*

*Part 6: All Sections*

# Terms & Conditions

Part 5 contains IAG Participating Member General Terms & Conditions, followed by an Appendix containing individual Participating Member Terms & Conditions.

Check these carefully; in particular be aware that there are some forms within the T&C, which are additional to those found in Part 6 Attachments.

## *Reference:*

*Part 5: All Sections3*

*Part 5: Appendix A*

# Questions

- Review questions submitted during the presentation.
- Additional Questions.