

Advertised: **JANUARY 15, 2020**

**NORTH CAROLINA TURNPIKE AUTHORITY (NCTA)**

**REQUEST for LETTERS of INTEREST (RFLOI)**

**2020 TRAFFIC AND REVENUE CONSULTING SERVICES LSC  
(Limited Services Contract)**

TITLE: **2020 TRAFFIC AND REVENUE CONSULTING SERVICES LSC**

USING AGENCY: North Carolina Department of Transportation  
**North Carolina Turnpike Authority**

ISSUE DATE: **JANUARY 15, 2020**

SUBMITTAL DEADLINE: **FEBRUARY 05, 2020**

ISSUING AGENCY: North Carolina Department of Transportation  
Technical Services Division  
Professional Services Management Unit

**SYNOPSIS**

**SUBCONSULTANTS ARE PERMITTED UNDER THIS CONTRACT.**

*The primary and/or subconsultant firm(s) shall be pre-qualified to perform the work required of the contract resulting from this RFLOI.*

*The contract scope will likely not require the firm(s) to professionally seal any construction drawings or documents; therefore, no specific prequalification Discipline Codes are included in this solicitation.*

**Each primary and/or subconsultant firm(s) (if Subconsultants are allowed under this RFLOI) SHALL be listed on the respective RS-2 FORMS (see section 'SUBMISSION ORGANIZATION AND INFORMATION REQUIREMENTS').**

This RFLOI is to solicit responses (LETTERS of INTEREST, or LOIs) from qualified firms to provide professional consulting services to:

**THE NORTH CAROLINA DEPARTMENT OF TRANSPORTATION (NCDOT) DESIRES TO ENGAGE PRIVATE CONSULTING FIRM(S) FOR THE PURPOSE OF PROVIDING THE NORTH CAROLINA TURNPIKE AUTHORITY WITH TRAFFIC AND REVENUE SERVICES IN SUPPORT OF THE PLANNING, DEVELOPMENT, DESIGN, AND OPERATION OF CURRENT AND FUTURE TOLL FACILITY PROJECTS.**

**THE SELECTED FIRM(S) WILL BE RESPONSIBLE FOR CONDUCTING COMPLEX TRAFFIC MODELING AND FORECASTING, WHICH MAY INCLUDE FORECASTING OF TRANSACTIONS AND REVENUES FOR SKETCH LEVEL, LEVEL TWO, AND INVESTMENT GRADE STUDIES FOR BOND-FINANCED TOLL PROJECTS; NCDOT FUNDED TOLL PROJECTS; AND PROJECTS THAT MAY INCLUDE PARTNERSHIPS AND FINANCIAL CONTRIBUTIONS FROM OTHER ENTITIES.**

Except as provided below any firm wishing to be considered must be properly registered with the Office of the Secretary of State and with the North Carolina Board of Examiners for Engineers and Surveyors. Any firm proposing to use corporate subsidiaries or subcontractors must include a statement that these companies are properly registered with the North Carolina Board of Examiners for Engineers and Surveyors and/or the NC Board for Licensing of Geologists. The Engineers performing the work and in responsible charge of the work must be registered Professional Engineers in the State of North Carolina and must have a good ethical and professional standing. It will be the responsibility of the selected private firm to verify the registration of any corporate subsidiary or subcontractor prior to submitting a Letter of Interest. Firms which are not providing engineering services need not be registered with the North Carolina Board of Examiners for Engineers and Surveyors. Some of the services being solicited may not require a license. It is the responsibility of each firm to adhere to all laws of the State of North Carolina.

The firm must have the financial ability to undertake the work and assume the liability. The selected firm(s) will be required to furnish proof of Professional Liability insurance coverage in the minimum amount of \$1,000,000.00. The firm(s) must have an adequate accounting system to identify costs chargeable to the project.

## **SCOPE OF WORK**

The North Carolina Department of Transportation (NCDOT) is soliciting proposals for the services of a firm/team for the following contract scope of work:

**During the initial term of the contract, it is anticipated that traffic and revenue services will be required for between 2 and 4 toll road projects as well as between 2 and 4 priced managed lanes projects. The scope of services to be provided by the firm(s) may include, but are not limited to, the following:**

**1. Develop traffic and revenue projections for proposed NCTA projects as requested, including sketch level, level 2, and investment grade studies;**

2. Provide opinions related to bond issuances;
3. Prepare evaluations, studies and opinions as necessary to determine recommended toll rates and periodic toll rate adjustments for the authority's current and future turnpike projects;
4. Provide and maintain traffic modeling tools pertinent to NCTA projects and potential projects, working closely with North Carolina metropolitan planning organization (MPO), North Carolina rural planning organizations (RPO), and other local planning organizations as necessary, to update economic, demographic and land use data;
5. Perform special studies or reports as requested regarding traffic, toll revenues, mobility, toll collection methods and strategies and related technology and industry trends;
6. Present reports and findings to the Authority, rating agencies and investors, local interested parties, or otherwise upon request;
7. Work cooperatively and collaboratively with other firms that service the Authority.
8. Provide support to NCDOT/NCTA related to the NC Toll Project Development Policy and associated project evaluation process.

**PROPOSED CONTRACT TIME: THREE (3) YEARS; and TWO (2) ONE-YEAR EXTENSIONS possible.**

**PROPOSED CONTRACT PAYMENT TYPE: LUMP SUM AND/OR COST PLUS Task Orders.**

## **SUBMITTAL REQUIREMENTS**

All LOIs are limited to **TWENTY (20)** pages (RS-2 forms are not included in the page count) inclusive of the cover sheet, and shall be typed on 8-1/2" x 11" sheets, single-spaced, one-sided.

LOIs containing more than **TWENTY (20)** pages will not be considered.

**Each primary and/or subconsultant firm(s) (if Subconsultants are allowed under this RFLO) SHALL be listed on the respective RS-2 FORMS (see section 'SUBMISSION ORGANIZATION AND INFORMATION REQUIREMENTS').**

**ONLY ELECTRONIC LOIs WILL BE ACCEPTED.**

**LOIs should be submitted in .pdf format using software such as Adobe, CutePDF PDF Writer, Docudesk deskPDF, etc.**

One copy of the LOI should be sent as a .pdf file, **through NCDOT's FTS System**, to: [psmu-411@ncdot.gov](mailto:psmu-411@ncdot.gov) . **The FTS system will send you an electronic receipt when your LOI is uploaded to NCDOT's FTS system.** Paper copies are not required. The subject line should contain the Firm's Name, and **"LOI for 2020 TRAFFIC AND REVENUE CONSULTING SERVICES LSC"**.

If an interested firm does not have an FTS account they should send a request through regular e-mail to [psmu-411@ncdot.gov](mailto:psmu-411@ncdot.gov) . A response will be sent via the FTS system that will provide a login username, password, and login procedures.

**LOIs SHALL be received electronically no later than 12:00 P.M., (NOON) EASTERN, FEBRUARY 05, 2020.**

**LOIs received after this deadline will not be considered.**

**Firms submitting LOIs are encouraged to carefully check them for conformance to the requirements stated above (and any other requirements in this Advertisement). If LOIs are submitted late, exceed the maximum number of pages, are sent by any means other than NCDOT's FTS system, or are sent to any address other than psmu-411@ncdot.gov they will be disqualified.**

**The Department reserves the right to reject all LOIs and not proceed with procurement.**

**The Department reserves the right to waive any technicality in LOIs, or notify the Firm(s) of such technicality and allow the Firm(s) up to two (2) business days to rectify the technicality.**

## **SELECTION PROCESS**

Following is a general description of the selection process:

- The NCDOT Selection Committee will review all qualifying LOI submittals.
- For Limited Services Contracts (On-Call type contracts), the NCDOT Selection Committee MAY, at the Department's discretion, choose any number of firms to provide the services being solicited.
- For Project-Specific Contracts (non On-Call type contracts), the Selection Committee MAY, at the Department's discretion, shortlist a minimum of three (3) firms to be interviewed. IF APPLICABLE, dates of shortlisting and dates for interviews are shown in the section SUBMISSION SCHEDULE AND KEY DATES at the end of this RFLOI.
- In order to be considered for selection, consultants must submit a complete response to this RFLOI prior to the specified deadlines. Failure to submit all information in a timely manner will result in disqualification.

## **TITLE VI NONDISCRIMINATION NOTIFICATION**

The *North Carolina Department of Transportation*, in accordance with the provisions of Title VI of the Civil Rights Act of 1964 (78 Stat. 252, 42 U.S.C. §§ 2000d to 2000d-4) and the Regulations, hereby notifies all RESPONDENTS that it will affirmatively ensure that any contract entered into pursuant to this advertisement, disadvantaged business enterprises will be afforded full and fair opportunity to submit LETTERS of INTEREST (LOIs) in response to this ADVERTISEMENT and will not be discriminated against on the grounds of race, color, or national origin in consideration for an award.

## **SMALL PROFESSIONAL SERVICE FIRM (SPSF) PARTICIPATION**

The Department encourages the use of Small Professional Services Firms (SPSF). Small businesses determined to be eligible for participation in the SPSF program are those meeting size standards defined by Small Business Administration (SBA) regulations, 13 CFR Part 121 in Sector 54 under the North American Industrial Classification System (NAICS). The SPSF program is a race, ethnicity, and gender neutral program designed to increase the availability of contracting opportunities for small businesses on federal, state or locally funded contracts. SPSF participation is not contingent upon the funding source.

The Firm, at the time the Letter of Interest is submitted, shall submit a listing of all known SPSF firms that will participate in the performance of the identified work. The participation shall be submitted on the Department's Subconsultant Form RS-2. RS-2 forms may be accessed on the Department's website at [NCDOT Connect Guidelines & Forms](#).

The SPSF must be qualified with the Department to perform the work for which they are listed.

## **PREQUALIFICATION**

The Department maintains on file the qualifications and key personnel for each approved discipline, as well as any required samples of work. Each year on the anniversary date of the company, the firm shall renew their prequalified disciplines. If your firm has not renewed its application as required by your anniversary date or if your firm is not currently prequalified, please submit an application to the Department **prior to submittal of your LOI**. An application may be accessed on the Department's website at [Prequalifying Private Consulting Firms](#) -- Learn how to become Prequalified as a Private Consulting Firm with NCDOT. Having this data on file with the Department eliminates the need to resubmit this data with each letter of interest.

Professional Services Contracts are race and gender neutral and do not contain goals. However, the Respondent is encouraged to give every opportunity to allow Disadvantaged, Minority-Owned and Women-Owned Business Enterprises (DBE/MBE/WBE) subconsultant utilization on all LOIs, contracts and supplemental agreements. The Firm, subconsultant and subfirm shall not discriminate on the basis of race, religion, color, national origin, age, disability or sex in the performance of this contract.

## **DIRECTORY OF FIRMS AND DEPARTMENT ENDORSEMENT**

Real-time information about firms doing business with the Department, and information regarding their prequalifications and certifications, is available in the Directory of Transportation Firms. The Directory can be accessed on the Department's website at [Directory of Firms](#) -- Complete listing of certified and prequalified firms.

The listing of an individual firm in the Department's directory shall not be construed as an endorsement of the firm.

## **SELECTION CRITERIA**

**All prequalified firms who submit responsive letters of interest will be considered.**

In selecting a firm/team, the selection committee will take into consideration qualification information including such factors as:

1. **40%** = The experience of the primary firm and the proposed subconsultants in providing the requested services.
2. **40%** = The experience and qualifications of the project manager and key team members of the primary firm and of the proposed subconsultants in providing the requested services.
3. **20%** = The commitment of the firm, its key project members and proposed subconsultants to provide requested services in accordance with NCTA plans.
4. **N/A%** = N/A.
5. **N/A%** = N/A.

After reviewing qualifications, if firms are equal on the evaluation review, then those qualified firms with proposed SPSF participation will be given priority consideration.

## **SUBMISSION ORGANIZATION AND INFORMATION REQUIREMENTS**

The LOI should be addressed to **Mr. Robert J. Stroup, PE -- State Professional Services Engineer** and must include the name, address, telephone number, and e-mail address of the prime consultant's contact person for this RFLOI.

The LOI must also include the information outlined below:

### Chapter 1 - Introduction

The Introduction should demonstrate the consultant's overall qualifications to fulfill the requirements of the scope of work and should contain the following elements of information:

- Expression of firm's interest in the work;
- Statement of whether firm is on register;
- Date of most recent private engineering firm qualification;
- Statement regarding firm's(') possible conflict of interest for the work; and
- Summation of information contained in the letter of interest.

### Chapter 2 - Team Qualifications

This chapter should elaborate on the general information presented in the introduction, to establish the credentials and experience of the consultant to undertake this type of effort. The following must be included:

1. Identify recent, similar projects the firm, acting as the prime contractor, has conducted which demonstrates its ability to conduct and manage the project. Provide a synopsis of each project and include the date completed, and contact person.
2. If subconsultants are involved, provide corresponding information describing their qualifications as requested in bullet number 1 above.

### Chapter 3 - Team Experience

This chapter must provide the names, classifications, and location of the firm's North Carolina employees and resources to be assigned to the advertised work; and the professional credentials and experience of the persons assigned to the project, along with any unique qualifications of key personnel. Although standard personnel resumes may be included, identify pertinent team experience to be applied to this project. Specifically, the Department is interested in the experience, expertise, and total quality of the consultant's proposed team. If principals of the firm will not be actively involved in the study/contract/project, do not list them. The submittal shall clearly indicate the Consultant's Project Manager, other key Team Members and his/her qualifications for the proposed work. Also, include the team's organization chart for the Project / Plan. A Capacity Chart / Graph (available work force) should also be included. Any other pertinent information should also be listed in this section.

**Note:** If a project team or subconsultant encounters personnel changes, or any other changes of significance dealing with the company, NCDOT should be notified immediately.

### Chapter 4 - Technical Approach

The consultant shall provide information on its understanding of, and approach to accomplish, this project, including their envisioned scope for the work and any innovative ideas/approaches, and a schedule to achieve the dates outlined in this RFLOI (if any project-specific dates are outlined below).

## APPENDICES-

### CONSULTANT CERTIFICATION Form RS-2

Completed Form RS-2 forms SHALL be submitted with the firm's letter of interest. This section is limited to the number of pages required to provide the requested information.

Submit Form RS-2 forms for the following:

- **Prime Consultant firm**
  - Prime Consultant Form RS-2 Rev 1/14/08; and

- **ANY/ALL Subconsultant firms** (*If Subconsultants are allowed under this RFLOI*) to be, or anticipated to be, utilized by your firm.
  - Subconsultant Form RS-2 Rev 1/15/08.
  - In the event the firm has no subconsultant, it is required that this be indicated on the Subconsultant Form RS-2 by entering the word “None” or the number “ZERO” and signing the form.

**Complete and sign each Form RS-2 (instructions are listed on the form).**

The required forms are available on the Department’s website at:

<https://connect.ncdot.gov/business/consultants/Pages/Guidelines-Forms.aspx>

[Prime Consultant Form RS-2](#)

[Subconsultant Form RS-2](#)

All submissions, correspondence, and questions concerning this RFLOI should be directed to **Robert J. Stroup, PE** at [rjstroup@ncdot.gov](mailto:rjstroup@ncdot.gov). However, the LOI itself must be submitted to '[psmu-411@ncdot.gov](mailto:psmu-411@ncdot.gov)' via NCDOT’s FTS System.



**NOTE: To adhere to the Timeframe, a Notice to Proceed is expected to be issued shortly after (a) firm(s)/team(s) is/are selected. All firm(s)/team(s) submitting a LETTER OF INTEREST should make sure that their rates and overheads are current and have been audited by NCDOT.**

## **SUBMISSION SCHEDULE AND KEY DATES**

RFLOI Release – **JANUARY 15, 2020**

Deadline for Questions -

Issue Final Addendum -

Deadline for LOI Submission – **12:00 P.M., (NOON) EASTERN, FEBRUARY 05, 2020**

Shortlist Announced \* -

Interviews - the week of

Firm Selection and Notification \*\* - **TBD.**



Anticipated Notice to Proceed - **TBD**.

\* Notification will **ONLY** be sent to shortlisted firms.

\*\* Notification will **ONLY** be sent to selected firms.