



LSIORB Toll Services Provider

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Procurement of TSP

Joint Board Resolutions JB 2013-4 and 2014-1 delegated authority to pursue procurement to IFA on behalf of Joint Board

IFA procurement conducted under Indiana Code 8-15.5

Approval of procurement by Joint Board through adoption of Resolution JB 2014-5



Toll Services Provider

Toll Services Provider (TSP) serves as both toll integrator and toll operator

Toll integrator provides and installs an all-electronic toll collection system

Toll operator operates and maintains the system



TSP Procurement Schedule

RFQ Issued	10/13/2013
Shortlist Announced	1/ 27/2014
Final RFP Issued	5/23/2014
Proposals Received	7/28/2014
Negotiations with Preliminary Preferred Proposer Commenced	8/11/2014



Teams that submitted Proposals

Kapsch Traffic Com IVHS Inc.

- Equity Member: Kapsch TrafficCom IVHS Inc.
- Major Subcontractors: GILA LLC d/b/a Municipal Services Bureau Toll Division
- Other Subcontractors: Gude Management Group and James H. Drew Corp.

TransCore, LP

- Equity Member: Trans Core, LP

Xerox State & Local Solutions, Inc.

- Equity Member: Xerox State & Local Solutions Inc.

Sanef Operations America Inc.

- Equity Member: Sanef Operations America Inc.
- Major Subcontractors: Sanef ITS Technologies America Inc. and Arrow Electric, Inc.



Evaluation Process

Technical Proposal and a Price Proposal evaluations conducted by separate teams

Technical Proposal was evaluated by 6 members, 3 from each state.

Price Proposal was evaluated by 2 members, 1 from each state.

No communication occurred between technical and price teams until both teams had fully completed their evaluations



Price Score

The Price Score (maximum of 400 points) for each Proposer was based as follows:

$$\text{Price Score} = \frac{\text{Lowest Contract Price}}{\text{Proposer's Contract Price}} \times 400 \text{ Points}$$



Best Value Determination

Final step merges financial and non-financial considerations into a final score out of a maximum of 1000 points available

Combination of scores determined by formula:

Total Proposal Score (out of 1000) = **Price Score**
(max 400 points) + **Technical Score** (max 600 points)



Preliminary Preferred Proposer

Kapsch TrafficCom IVHS Inc.

- Equity Member: Kapsch TrafficCom IVHS Inc.

Financial Highlights

Total Contract Price: \$39,863,358



Key Dates

Joint Board Approval	09/15/2014
IFA Preliminary Approval	09/16/2014
IFA Public Hearing	09/29/2014
Final IFA Approval	10/16/2014
Execution and Delivery of Contract	11/11/2014
Estimated NTP	11/11/2014
O&M Contract Period	7 years, commencing at tolling commencement