SUMMARY STATEMENT

ITEM NO.: DRPA-18-125  SUBJECT: Toll Technology Assessment For DRPA Bridge Facilities

COMMITTEE: Operations and Maintenance

COMMITTEE MEETING DATE: November 27, 2018

BOARD ACTION DATE: December 5, 2018

PROPOSAL: That the Board authorizes staff to negotiate a contract with IBI Group Inc. for the purpose of conducting a Toll Technology Assessment.

PURPOSE: To negotiate a multi-year contract with IBI Group Inc. to perform work for the DRPA to improve the existing tolling operations portfolio by identifying best practices and business value, researching and implementing innovative technologies, building a strong workforce, and enhancing customer service and delivery.

It is the intention of the Authority to engage a qualified firm with the experience necessary to provide Consulting Services for the DRPA’s Toll Technology Assessment Project. This company will provide an assessment and proposed plan concepts on the current toll system, become a Subject Matter Expert (SME), and will help prepare contracts between the selected vendor(s) and the DRPA for the design, development, implementation, and maintenance of a new tolling system at all four (4) DRPA bridges, if needed.

BACKGROUND: DRPA’s existing tolling system is over 15 years old and is using technology that is near obsolescence and has significant back office inefficiencies. Our relationship with our current tolling vendor has spanned over 48 years. The Authority annually budgets for maintenance on the existing system and capital improvements, e.g., the $1.0 million recently spent for updates to the Violation Enforcement System (VES) as well as future budgeted funding programmed for multi-protocol readers to meet the National Interoperability Tolling Protocol.
The DRPA’s internal Tolling Operations Task Force recommended hiring a consulting firm to review DRPA’s current technology (both software and hardware) and to make recommendations on how the DRPA can improve our toll operations. This project will include executing a technical and planning assessment of our current system to conduct a life cycle analysis, federal interoperability mandates, examine existing and future desired functional capabilities and provide options/alternatives for a pathway for our toll technology investment in the near term. This work will satisfy a significant number of recommendations outlined in the recent 2017 Bridge Operations Management Audit Report that was focused on in-lane tolling operations, revenue recovery, policy & performance, back office operations, and customer service. This type of analysis has never been performed at this Authority previously.

Automatic Electronic Tolling (AET) will not be an option considered within this project.

The Toll Technology Review Committee has reviewed the proposed agreements submitted by IBI Group Inc. and believe the price and scope of work submitted is fair and reasonable.

It is recommended that a contract be negotiated to perform consulting services for $772,208.51 over a period of two (2) years.

SUMMARY: Amount: $772,208.51  
Source of Funds: Revenue Fund  
Capital Project #: N/A  
Capital Budget: 2019  
Master Plan Status: N/A  
Other Fund Sources: N/A  
Duration of Contract: Two (2) years  
Other Parties Involved: N/A
RESOLUTION

RESOLVED: That the Board of Commissioners of the Delaware River Port Authority authorizes staff to negotiate a contract with The IBI Group Inc.

RESOLVED: That the Chairman, Vice Chairman and the Chief Executive Officer must approve and are hereby authorized to approve and execute all necessary agreements, contracts, or other documents on behalf of the DRPA. If such agreements, contracts, or other documents have been approved by the Chairman, Vice Chairman and Chief Executive Officer and if thereafter either the Chairman or Vice Chairman is absent or unavailable, the remaining Officer may execute the said document(s) on behalf of DRPA along with the Chief Executive Officer. If both the Chairman and Vice Chairman are absent or unavailable and if it is necessary to execute the said document(s) while they are absent or unavailable, then the Chief Executive Officer shall execute such documents on behalf of DRPA.

SUMMARY:  
Amount: $772,208.51  
Source of Funds: Revenue Fund  
Capital Project #: N/A  
Operating Budget: 2019  
Master Plan Status: N/A  
Other Fund Sources: N/A  
Duration of Contract: Two (2) years  
Other Parties Involved: N/A
A Request for Proposals (RFPs) was posted on the Authority’s website on July 24, 2018 and had a Proposal Due Date of August 27, 2018. The Scope of Services was split into two (2) Phases.

Phase 1, Task 1 includes the Assessment of the DRPA’s Tolling System which includes: the on-site review of the DRPA’s existing operations, equipment and services, and its current tolling system which also includes roadside operations and point of transaction, hosting, back-office systems and maintenance. Phase 1, Task 2 includes Proposed Plan Concepts which includes: analysis and preparation of reports on proposed toll infrastructure, design concepts, recommendations of changes, and alternatives including preliminary cost/benefit analysis and assistance in the development of the design RFP as approved by DRPA.

Phase 2 involves an Owner’s Representative Consultant (ORC) to ensure contract compliance with selected tolling system vendors. Automatic Electronic Tolling (AET) was NOT a consideration within this project.

Technical Proposals and separately sealed Cost Proposals were received on August 27, 2018 from the following firms: Gannett Fleming; HNTB Inc.; IBI Group; Parsons; TTI Consulting; and WSP Inc. One firm, CDM Smith, submitted a formal No Bid. The eight (8) member Review Committee, which included employees from Bridge Operations, Finance, Engineering, and IS staff, reviewed and evaluated the Technical Proposals. Oral Presentations were also conducted with each bidder.

After evaluations of the Technical Proposals and the Presentations, IBI Group, Inc. was the highest technically ranked firm. IBI Group, Inc.’s proposed key staff, as well as the proposed Project Manager has between 22 and 34 years of experience working on similar projects with agencies such as the DRPA. The Project Manager was very engaged and knowledgeable and has exposure and technology implementations within the U.S. and other countries such as Canada and Mexico. IBI Group, Inc. demonstrated proficiency in planning, procuring, and implementing new tolling
systems & operations. Overall, the team assembled by IBI Group, Inc. was found to possess the necessary experience and qualifications to successfully complete the project.

Below are the Technical Proposal rankings, per company, their proposed man-hours and fees for both Phases 1 and 2 of the Toll Technology Assessment Project.

<table>
<thead>
<tr>
<th>Rank</th>
<th>Firm</th>
<th>Hours</th>
<th>Original Cost Proposal</th>
<th>Negotiated Hours</th>
<th>Negotiated Fee</th>
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<tbody>
<tr>
<td>1</td>
<td>IBI Group, Inc.</td>
<td>4,564</td>
<td>$ 772,208.51</td>
<td>4,564</td>
<td>$772,208.51</td>
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<td>2</td>
<td>HNTB</td>
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<td>TTI</td>
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<td>Gannett Fleming</td>
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<td>WSP</td>
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<td>Parsons</td>
<td>18,531</td>
<td>$3,475,667.48</td>
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Based on the Review Committee’s findings the Cost Proposal of IBI Group, Inc. has been determined to be fair and reasonable and therefore the committee recommends that a Professional Services Agreement be issued to the highest technically ranked firm, IBI Group, Inc.

Based on a review of the Review Committee’s evaluation and supporting documentation, I concur with the recommendation to engage IBI Group Inc. of Alexandria, VA, in the amount of $772,208.51 for this Agreement.