

DEPARTMENTAL INPUT
CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION

New
 OTR
 Sole Source
 Bid Waiver
 Emergency
 Previous Contract/Project No. _____
 Contract _____
 Re-Bid
 Other
 LIVING WAGE APPLIES: YES NO
 Requisition No./Project No.: RQAV1300013
 TERM OF CONTRACT 5
 YEAR(S) WITH 10
 YEAR(S) OTR

Requisition /Project Title: Automated Vehicle Identification (AVI) (Ground Transportation System) GTS

Description: The purpose of this acquisition is to establish a term contract for the Miami-Dade Aviation Department to procure upgrades to the existing AVI at the Miami International Airport

Issuing Department: Internal Services
 Contact Person: Dakota Thompson
 Phone: 305-375-2356
 Estimate Cost: \$1,602,220
 Funding Source: GENERAL
 FEDERAL
 OTHER
 Proprietary

ANALYSIS

Commodity Codes:	205-28		
Contract/Project History of previous purchases three (3) years			
Check here <input type="checkbox"/> if this is a new contract/purchase with no previous history.			
	<u>EXISTING</u>	<u>2ND YEAR</u>	<u>3RD YEAR</u>
Contractor:	Transcore LO		
Small Business Enterprise:			
Contract Value:	\$1,602,220	\$	\$
Comments:			
Continued on another page (s):	<input type="checkbox"/> YES <input checked="" type="checkbox"/> NO		

RECOMMENDATIONS

	Set-aside	Sub-contractor goal	Bid preference	Selection factor
SBE				

Basis of recommendation:

Signed: Dakota Thompson, CPPB
 Date sent to SBD: May 15, 2013
 Date returned to DPM:

Justification/Input Document for "Bid Waiver"

Title: MDAD Automatic Vehicle Identification (AVI) System Upgrade

ITB # _____

It is the policy of Miami-Dade County, to consistently purchase goods and services using full and open competition. The citizens of Miami-Dade County are best served when we make sound business decisions based on competitive bids or proposals. Early acquisition planning that includes DPM can help to avoid delays and to facilitate effective market research. However, there may be instances when other than full and open competition may be justified. When a user department(s) determines that other than full and open competition is necessary or in the best interest of the County, appropriate justification for that course of action must be submitted to the CA Office for approval and execution in order to waive the competitive bid/proposal process.

Please provide the information requested below to support the need and feasibility for waiving the competitive bid/proposal process.

Purchase Requisition No. RGAV1300013 Contract #: NA Date Required: _____ Est. Value: \$1,700,000.00
 Proposed Vendor: Transcore LP Previous Contract #: NA Estimated Cost: \$1,700,000.00 Comm. #: 205-28
 BCC Date: _____

Purpose of the purchase. Please describe your minimum requirements and how they will be met by the proposed vendor.
 The Automatic Vehicle Identification (AVI) system was originally installed and programmed in 1996 as a mainframe application system for Miami International Airport (MIA). The AVI system is an automated approach which provides a reliable and timely means to track, collect, report and administer all vehicle trips passing through the MIA road lanes for billing purposes under Operational Directive (OD24).

For 15+ years, the AVI system met the needs of Landside Operations to acquire real-time trip information from driving lane devices for billing purposes using transponders affixed to Customer Vehicles serving the inter-airport loops. The AVI system was designed to capture signals emitted by transponders (tags) assigned to each driver and "read" by driving lane devices also known as AVI readers. Once the data is stored on the server, the system will apply the corresponding rates for each trip for revenue generation. Revenues generated average \$150,000 per month and are expected to increase 15% over the next fiscal year.

- The major functions performed by the AVI system are as follows:
- Maintain transactional data of AVI tagged vehicles passing through various reader locations, inclusive of upper and lower drive loops and auxiliary lots.
 - Display vehicle transactional data depicting activity (including dwell times) that occurred on the upper and lower drive loops as well as designated zones by class category.
 - Generate statistical, billing and revenue reports based on company, permit number and vehicles tags.
 - Store a variety of vehicle charges including trip charges, violation charges, circuit charges
 - Apply billing charges based on a variety of charging criteria
 - Maintain vehicle owner information for billing purposes
 - Maintain permit data related to owner and registered vehicles such as insurance information, etc.
 - Supports Propworks monthly export and interface of company invoice amounts. Propworks is only used at MDAD and tracks all our company and lease agreements and is used for all our invoicing.
 - Display alarm messages to alert operators of reader errors.
 - Provides the capability to perform diagnostics to verify operation of reader and antenna pairs.
 - Secure login entry based on assignment of user security access level pre-defined roles and permissions privileges supporting multiple security levels.

The existing AVI system at MIA is obsolete and no longer supported by Durasy's, the original manufacturer. Durasy's is non-responsive and no longer doing business in Miami. We currently have broken, non-repairable hardware (readers and antennas) that cause revenue loss. There are areas at MIA without proper reader coverage, thus causing a loss of revenue. Upgrading this system will allow MDAD to use inexpensive, \$5-7 passive (no battery required) tags, versus the more expensive, battery operated \$40 tags that we are forced to use today due to the old technology in place. The price difference in the tags, lowers the operating costs and increases revenue. The new system will assist in managing traffic flow through MIA, lowering emissions by reducing dwell time. One additional point to note is that some of the current battery powered tags may no longer have battery life left due to their age. This exposes MIA to further revenue loss. This system upgrade will provide a Synergy with the Seaport's AVI system, allowing the two departments to share tags, which reduces labor requirements. Additional benefits include cross-reporting and sharing customer data between MIA and the Seaport.

It is in the County's best interest to award a bid-waiver because TransCore is the hardware of record currently at MIA for ground transportation. It provides the ES reader equipment for MIA, Sunpass, Seaport AVI and is in use on all major Florida roadways and other airports. The software, Gatekeeper, meets our business needs and has successfully converted Durays at numerous airports.

Other major factors justifying a bid-waiver are:

- This would allow MDAD to use the same product as Seaport, providing a synergy and saving money. This allows the two departments to share tags, labor, and company/vehicle information.
- Gatekeeper has a track record migrating data from Durays's data tables. This migration allows MDAD to save revenue by running both systems simultaneously during the transition period.
- The new system is compatible with the old hardware (readers/sensors), allowing MDAD to migrate to the new system one area at a time. This allows MDAD to leave the existing system operational to not lose revenue.
- The new system is compatible with the old and new tags (passive and active). Therefore, MDAD does not have to tag all vehicles at one time. This allows for a smooth transition and no loss of revenue.
- This approach is less expensive than implementing a different system. MDAD can change the software (Durays) as step one, then have a parallel cycle to verify data integrity, replace readers and finally the vehicle tags.

Thus many conversions have taken place at other international airports to vendors recognized by AA-E for providing ground transportation management systems utilizing TransCore receivers. As part of our market research, industry vendor, Gatekeeper Systems, Inc. has installations in the following airports:

1. Richmond International Airport (a different hardware vendor SIRT was used)
2. Houston Airport System (Gatekeeper System was not involved with the original design and installation contract. GSI was able to diagnose, fix, and test the system within two weeks.)
3. McCarran International Airport (20 TransCore model 1200 readers, Approximately 5,500 readers deployed)
4. BNA Indianapolis International Airport (15 entry/exits with AV1200 readers)
5. Los Angeles International
6. Washington Reagan National Airport
7. Denver International Airport
8. Sacramento International Airport
9. Raleigh-Durham International Airport
10. Washington Dulles International Airport
11. Albuquerque International Sunport
12. Regional Southwest FL International
13. Charlotte International Airport
14. Boston Logan International Airport
15. Eagle Regional Airport (CO)
16. Reno International Airport
17. Monterey Charles Schultz Regional Airport
18. Wilmington International Airport
19. Nashville International Airport
20. San Diego Lindbergh Field
21. Philadelphia International Airport
22. Salt Lake City International Airport
23. Seattle Tacoma International

Proposed Actions: Please describe the actions the department will take to overcome the present barriers to completing a ground transportation acquisition of this technology. The existing system at MIA was in operation for 15+ years. The life expectancy of the new system is expected to be similar. We do not anticipate any significant change in capacity and the system now we expect to have totally different technology to the existing system. We are currently in the process of evaluating a bid-waiver in the future because this technology is

Nancy Garcia
 Contact Person and Phone # 305-878-3482

Bobbie Jones-Wilfork
 Department Director's Approval

Date Approved _____



3414 Midcourt Road, Suite 106
Carrollton Texas 75006
214.932.9867 tel 214.932.9818 fax

Monday, April 29, 2013

Sent via Electronic Mail to: cgarcia@miami-airport.com

Mr. Carlos Garcia
Computer Services Manager
Miami Dade Aviation Department
P.O. Box 025504
Miami, Florida 33102

Subject: Ground Transportation System Field Hardware Upgrade

Reference: MDAD AVI Requirements Addendum (Final) - RFP No. 651

Dear Mr. Garcia,

TransCore is pleased to provide the Miami Dade Aviation Department (MDAD) with this firm fixed price proposal based on the referenced requirements document to perform the following work:

- Furnish 28 new Encompass 5 readers which will cover 52 lanes for the Ground Transportation Management System at Miami International Airport.
- Provide design, installation, testing, tuning and commissioning services for readers in item 1.
- Provide new backend servers (two standalone units for failover).
- Provide new GateKeeper Systems browser-based Commercial Vehicle Management (CVM) software and all required 3rd party software for operation.
- Provide account data conversion from the existing Durasys platform to the new GateKeeper Systems CVM software.

For the AVI reader upgrade, TransCore will provide our Encompass 5 (E5) readers and our Universal Toll Antennas in a configuration with two antennas and a single reader wherever possible. The proposed upgrade will continue to operate with the current ATA battery-powered hard case tags until such time as the tag population is changed to our lower cost eGo Plus sticker tags. Once the tag population is changed, MDAD would have the option to be interoperable with the local SunPass tag base as well as the Port of Miami. The new upgraded equipment will also allow for joint operation of the E5 units that are installed for the parking system which will avoid interference issues between the two systems.

For the backend software, the TransCore team will convert all non-transactional account data from the existing Durasys system over to the new browser-based CMS software backend. The GateKeeper Commercial Vehicle Management (CVM) software is specifically designed for airports to track and control the movement of commercial vehicles while on the airport and to perform tasks such as tag administration, vehicle access control and tracking, calculating trip fees, dwell fees and other types of fees, creating rate tables, providing access to all system information, etc. The CVM software also includes a standard set of reports that will be modified as discussed and approved by the Airport staff. The software also has the capability for the user to create additional reports using the Microsoft SSRS report tool, export data for further analysis, and provide a flexible security module to control the access and functions available to users of the system. The TransCore team will be responsible for the installation of the CVM software on the TransCore-provided servers, the required network setup for all software elements, and will work with the Airports staff on the configuration.

MDAD GTMS
Monday, April 29, 2013
Page 3 of 5



For this upgrade, the software will be required to be installed and operational prior to any lane level efforts. The reason for this is that the new software will be able to communicate with both the existing readers and the new readers that will be deployed without any interruption to service. The overall transition and deployment plan will be provided during the design phase as a deliverable.

Please be advised that, the following provisions apply to our offer:

This proposal is valid thru November 30, 2012.

Any and all proposals and offers for GTMS upgrades and/or modifications prior to this offer dated October 28, 2011 are no longer valid.

This proposal is based on replacing the existing Durasys backend with the GateKeeper browser based CVM software.

This proposal includes the responsibility for providing and the physical installation of the lane level equipment by TransCore.

Training on the new readers will be provided as on-the-job training during the installation and commissioning effort of this project. No formal training session is included in an effort to keep the overall costs to a minimum. Formal training classes can be made available to MDAD radio shop personnel at additional cost.

Pricing includes all design, configuration, installation, testing and training for the CVM software.

Pricing does not include any costs associated with security badging of employees for SIDA access while working at the Airport.

TransCore proposes our standard depot level repair, 5-year extended warranty on all TransCore manufactured equipment.

This proposal includes 24x7 support for the first year, after acceptance, for all of the software being provided on this project. This includes all bug fixes and upgrades that may become available.

Pricing is exclusive of proposal or trade payment bonds and any provisions for liquidated damages.

This proposal includes the mutually agreed to Requirements Addendum referenced above.

The TransCore offer does not include any PE-stamped drawing efforts.

All required maintenance of traffic (MOT) will be performed by MIA.

We look forward to working with MIA on this project. If you need additional information, please contact me at 972.342.1431 or Mr. Tim Schock at 678.777.8668.

Regards,
TRANSCORE

Forrest M. Swensen
Director, Airport Systems and Services

**MIAMI INTERNATIONAL AIRPORT
AVI SYSTEM UPGRADE FOR THE
GROUND TRANSPORTATION MANAGEMENT SYSTEM**

AVI Hardware:		\$554,204.00
TransCore AVI hardware includes:		
28 - Encompass 5 AVI reader systems including reader enclosures (as needed), Digital I/O and GPS sync equipment as needed and one check tag per lane		
52 - AA3152 Universal Toll Antennas		
6 - Encompass E1d handheld units and accessories		
5-year extended warranty on all new AVI readers		
Third party components include:		
RF Antenna surge protection		
GPS unit surge protection		
Reader power supplies		
All lane level communications devices		
All required conduit, fittings, cabling and connectors		
Labor:		\$392,459.00
This item includes system engineering, project management, system design, installation, termination, testing, tuning and commissioning of AVI system		
Freight/Travel/Per Diem, ODC's:		\$27,517.00
Includes all costs associated with on-site travel, per diem and freight		
Subcontractors:		\$595,120.00
This item includes civil/electrical over-site and X-ray efforts		
GateKeeper and 3rd Party Software:		\$316,533.00
This item includes the GateKeeper CVMS and all other required 3 rd party Software		
GateKeeper Labor:		\$187,600.00
This item includes all of the labor associated with the design, data conversion Installation, report modifications, testing and commissioning		
Servers:		\$34,133.00
This item includes the two required servers and all associated labor to install and configure.		

MDAD GTMS
Monday, April 29, 2013
Page 5 of 5
Tax:

TRANSCORE

Miami-Dade County User Access Program:

\$45,490.00

\$36,333.00

TOTAL:

\$1,651,123.00

Spare Parts:

\$37,605.00

This item includes:

- 3 Encompass 5 readers,
- 3 GPS sync units,
- 3 antenna mux units
- 1 handheld unit with accessories
- 3 surge protectors
- 3 reader power supplies
- 3 communications devices