



## **COLORADO HIGH PERFORMANCE TRANSPORTATION ENTERPRISE**

### **REQUEST FOR INFORMATION – REVENUE AND OTHER VALUE GENERATING OPPORTUNITIES**

#### **SUBMISSION BY: July 15, 2015**

Proposals submitted to: HPTE; 4201 E. Arkansas, Room 230; Denver, CO 80222

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NOTE: Respondents delivering their proposal in person must check into the CDOT's Headquarters Building before being allowed to proceed to **Room 230** to submit their proposals

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#### **Revenue and Other Value Generating Opportunities**

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The High Performance Transportation Enterprise ("HPTE"), is issuing this request for information (this "RFI") to explore and evaluate opportunities to partner with the private sector to generate revenue and/or other value that will enable HPTE to better pursue its mission ("Opportunities"). Respondents to this RFI ("Respondents") are asked to propose Opportunities which meet the requirements set forth in this RFI. The Opportunities must also comply with all CDOT policies and guidelines, together with all applicable federal and state laws.

Responses to this RFI will be evaluated by HPTE as described below to determine whether HPTE will pursue a proposed Opportunity. HPTE may decide to pursue more than one such Opportunity but is not required to pursue any of such Opportunities.

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**PLEASE READ THIS RFI CAREFULLY BEFORE RESPONDING.**

## **REQUEST FOR INFORMATION COLORADO HIGH PERFORMANCE TRANSPORTATION ENTERPRISE**

#### **ISSUING OFFICE:**

This RFI is issued by the High Performance Transportation Enterprise pursuant to its Procurement Guidelines (see link below). All contact regarding this RFI is to be directed to:

Mr. Nicholas J. Farber, JD, Enterprise Specialist  
 High Performance Transportation Enterprise  
 4201 E. Arkansas Ave., Room 230  
 Denver, CO 80222  
 (720) 248-8544  
[nicholas.farber@state.co.us](mailto:nicholas.farber@state.co.us)

<b>SCHEDULE OF ACTIVITIES:</b>	<b>DATE</b>	<b>TIME (MST)</b>
A. RFI Published on HPTE Website	June 1, 2015	2PM
B. Prospective Respondents' Inquiry Deadline	June 15, 2015	5PM
C. Response to Respondents Questions	By June 30, 2015	N/A
D. <b>SUBMISSION</b>	<b>By July 15, 2015</b>	<b>4PM</b>
E. Evaluation and Notification	By July 31, 2015	N/A

**Section I - Background/Overview**

In March 2009, Governor Bill Ritter signed into law S.B. 09-108, the Funding Advancements for Surface Transportation and Economic Recovery Act, otherwise known as FASTER, which established the High Performance Transportation Enterprise. FASTER (Section 43-4-806(1), C.R.S.) declares that it is necessary, appropriate, and in the best interests of the state to aggressively pursue innovative means of more efficiently financing important surface transportation infrastructure projects that will improve the safety, capacity, and accessibility of the surface transportation system, can feasibly be commenced in reasonable amount of time, will allow more efficient movement of people, goods, and information throughout the state, and will accelerate the economic recovery of the state. HPTE considers this to be its mission. The FASTER legislation authorizes innovative means of financing HPTE projects and activity to include, without limitation, public-private partnerships, operating concession agreements, and user fee-based financing.

From time to time HPTE is approached by potential private sector partners proposing ways to enhance HPTE's revenues, decrease its costs, and/or otherwise provide value to the state's transportation system. By way of illustration such proposals have included corporate sponsorships, operating contracts, tolling services, toll revenue guarantees, energy retrofits, and outdoor advertising. HPTE determined that a request for information like this would be an efficient way to gauge industry interest, solicit relevant information and evaluate opportunities that would enable it to better pursue its mission. There is no assurance that any proposed Opportunity will be accepted, but if HPTE decides to pursue a proposed Opportunity it will generally be treated as an "unsolicited proposal" under the HPTE Procurement Guidelines. HPTE encourages Respondents to become familiar with the HPTE Procurement Guidelines found at <https://www.codot.gov/programs/high-performance-transportation-enterprise-hpte/procurement/HPTE%20-%20Procurement%20Guidelines%20v.2.pdf/view>.

**Section II-RFI Questions**

All questions about this RFI must be submitted in writing to the HPTE contact person noted above before the Inquiry Deadline noted above. Answers will be posted on the HPTE website before the response date noted above.

### **Section III – Submission Requirements**

#### A. Description of Opportunity

Responses must describe the Opportunity in enough detail to permit the HPTE to evaluate it, without significant additional research, on a preliminary basis. In particular, a submission must include the projections, data, assumptions, and other information necessary to demonstrate the potential benefit of the Opportunity to HPTE and/or CDOT.

#### B. Key Personnel

Responses must identify Respondents key personnel who will be involved and their qualifications.

#### C. Cost Benefit

Responses must include an informed estimate of the additional revenues, savings or other value the Opportunity will provide HPTE and/or CDOT and an informed estimate of the cost to HPTE/CDOT of developing and implementing the Opportunity.

#### D. Confidential/Proprietary Information

HPTE neither requests nor encourages the submission of confidential/proprietary information in response to this RFI. Information submitted will be open for public inspection as required by the Colorado Open Records Act. However, written requests for confidentiality can be submitted to the HPTE Director, provided that the response must be in STRICT accordance with the following procedures. Adherence to these procedures remains the SOLE RESPONSIBILITY of the proposer:

1. Written request for confidentiality shall be submitted by the Respondent, with the submission documents.
2. The written request will be enclosed in an envelope marked "REQUEST FOR CONFIDENTIALITY", and attached to the cover of the ORIGINAL copy of the response.
3. The written request must state SPECIFICALLY AND IDENTIFY BY PAGE NUMBER, which elements of the response are to remain confidential. The request must also IDENTIFY THE BASIS for the claim of confidentiality.
4. The HPTE Director, in consultation with the Attorney General's office, will make a determination as to the apparent validity of any request for confidentiality under the Colorado Open Records Act. The determination will be communicated to the Respondent.

#### E. Opportunity Timeline

Responses must include a projected timeline outlining the major steps of each component of the Opportunity and the estimated length of time required to complete each step.

F. Other Requirements

1. Cover Letter: Responses must include a cover letter signed by an authorized representative of the Respondent.
2. Executive Summary: Responses must include an Executive Summary that outlines the Opportunity without disclosing any proprietary or confidential information the Respondent identifies (see above). The Executive Summary will be posted on HPTE's website and may also be used in seeking competitive proposals if the HPTE determines to seek such proposals.
3. Fees and Costs: Responses must expressly acknowledge that while no submission fee is required, the HPTE may require the Respondent to pay an amount determined by the HPTE to cover the actual costs incurred by the HPTE in further considering and evaluating the Opportunity.

G. Page Limitation and Format

To be considered responsive, Respondents must adhere to, and include, the following when preparing their responses (alternate Opportunities shall be clearly labeled as alternate and follow the same criteria):

- The basic response must be in typewritten text and may not exceed 10 pages. One page shall equal one side of an 8 ½ X 11 inch sheet of paper, one column, single spaced in 12-point font (prefer Arial, Courier, or Verdana).
- The Respondent may provide additional material in appendices and refer to material contained in the appendices in the basic response but the basic response itself must contain the essential elements of the response as a "stand alone" document.
- Reference to, and attachment of, any supporting documentation assisting in the description of, or contribution to, any identified and addressed item. Additional materials must be referred to in the basic response and Appendices appropriately labeled.
- An index to assist in evaluation and review.

All responses should be submitted to:

Mr. Nicholas J. Farber, JD, Enterprise Specialist  
High Performance Transportation Enterprise  
4201 E. Arkansas Ave., Room 230  
Denver, CO 80222  
(720) 248-8544  
[nicholas.farber@state.co.us](mailto:nicholas.farber@state.co.us)

#### **Section IV – Evaluation Process**

A panel comprised of HPTE and CDOT staff will initially review the information submitted by the Respondents. If the review process requires clarification of any information submitted, an invitation to be interviewed may be extended to a Respondent. Failure of the Respondent to meet the requirements of this RFI may disqualify a response from further consideration.

The objective of the evaluation panel will be to recommend Opportunities for further consideration and evaluation, based on the criteria set forth below.

The panel will make recommendations to the HPTE Director, who will consult with the HPTE Board and, if CDOT participation in the Opportunity is required, the Executive Director of CDOT and the Transportation Commission. The HPTE Board will have final approval over the decision whether, under what conditions, and with what process to proceed further with the consideration, evaluation, and implementation of any Opportunity

#### **Section V – Evaluation Criteria**

Opportunities proposed by any Respondent will be reviewed and recommended for further consideration and evaluation, or not, based on the following criteria:

1. Potential value of the Opportunity to HPTE and/or CDOT, either by way of additional revenue, cost savings or otherwise.
2. Cost to HPTE/CDOT of developing and implementing the Opportunity.
3. Resources available to HPTE, both HPTE/CDOT staff and from any consultants and external sources considered necessary or desirable to further evaluate and implement an Opportunity.
4. Potential that an Opportunity can be realized on a timely basis.
5. Experience of the Respondent and confidence that the Respondent can work in effective partnership with HPTE/CDOT to bring about the Opportunity.
6. The extent to which an Opportunity is likely to be viewed favorably by the public.
7. Such other considerations as HPTE determines to be relevant in the circumstances.

#### **Section VI – Cost of RFI Preparation**

The HPTE is not liable for any expenses incurred by Respondents prior to issuance of, and as set forth in, a legally executed contract or procurement document. No property interest of any nature shall occur until a contract is awarded and signed by all concerned parties. Expenses incurred by the Respondent include, without limitation, costs of preparing a response to this RFI, costs of discussing or negotiating with HPTE on any matter related to this RFI; costs associated with interviews, meetings, travel or presentations; and any other costs incurred by a Respondent relating to this RFI.

#### **Section VII – Amendments to RFI**

In the event it should be necessary to revise any portion of this RFI, addenda will be published on the HPTE website. It is the Respondent's sole responsibility to monitor the internet site, at

<https://www.codot.gov/programs/high-performance-transportation-enterprise-hpte>, and to acknowledge and/or comply with all addenda to this RFI.

**Section VIII- Withdrawal of Response**

A Respondent may withdraw its response to this RFI by written notice received by HPTE at any time prior to the submittal deadline.

**Section IX - Reservations**

HPTE reserves the right to reject any and all responses to this RFI