

A night-time photograph of a city skyline with numerous illuminated skyscrapers. In the foreground, a multi-level highway interchange is visible with traffic light poles and some light trails from moving vehicles.

# Next Generation Lane Tolling System RFP Update

**HPTE Board Meeting  
May 20, 2020**



# E-470/HPTE JOINT PROCUREMENT WITH E-470 ASSUMING LEAD (2018-2020)

- New “future-proof”, modern lane toll equipment design, integration & installation
  - ✓ Inclusive of full maintenance on tolling equipment and software
- Transfer of Risk and HPTE Revenue Protection as it relates to system performance
  - ✓ Service Level Agreements
  - ✓ Liquidated Damages
  - ✓ Revenue Guarantee
- System will be compliant with MAP 21 NIOP requirement to be interoperable with other US toll agencies
- Up to 15-year contract term
  - ✓ Initial 5-years, plus two 5-year extensions, if utilized
  - ✓ Task Order-based



# RFP PROPOSAL EVALUATION PROCESS

## ➤ Three proposals received

- ✓ Electronic Transaction Consultants Corporation (ETCC)
- ✓ Neology
- ✓ Transcore
  - Transcore withdrew shortly following submittal of their proposal due to other new contract obligations in the industry

## ➤ Evaluation team

- ✓ HPTE staff
  - Kelly Brown
  - Tony Meneghetti
  - Piper Darlington
- ✓ CDOT staff subject matter experts in ITS and Procurement
- ✓ Rami Harb (Atkins) as HPTE's tolling consultant and his team
- ✓ Andrew Gomez, Assistant Attorney General, Transportation Unit
- ✓ Barney Allison (Nossaman) as specialized outside legal counsel and his team



# RFP PROPOSAL EVALUATION

Evaluation criteria based on “best value”

## ➤ Technical Proposal

- ✓ Proposer’s architectural design and ability to provide high availability
- ✓ Proposer’s solution flexibility and ability to adapt to evolving future needs
- ✓ Proposer’s qualifications and references
- ✓ Experience with similar Lane Systems implementations
- ✓ Implementation plan (timeline, start date, implementation team, etc.)

## ➤ Financial Proposal

- ✓ Financial strength
- ✓ Overall cost of implementation -Hardware, Software, Professional Services
- ✓ Includes 5 years of maintenance

## ➤ Customer Experience and Partnership

- ✓ Key personnel have deep industry experience with implementations
- ✓ Long term partnership with HPTE



# BEST VALUE CONCLUSION

Area	ETCC	Neology
Qualifications	✓	✓
Technical Design	✓	
System Functionality	✓	
Cost		✓
Customer Experience and Other Intangibles	✓	✓

Both vendors had strong proposals, but ETCC demonstrated:

- Superior technical designs
- More capable and up-to-date functionality
  - ✓ Cloud and edge computing, AI tools, machine learning
  - ✓ New modern, mostly open source software
- An architecture that is more flexible and will more easily adapt to future developments in the tolling industry





# CURRENT HPTE ACTIVITIES

- Developing new commercial contract language specific for New Lane Toll System
  - Modified existing Georgia State Roads and Toll Authority (SRTA) contract with ETCC to comply with Colorado and HPTE-specific needs
- Engaged in Technical Contract discussions with ETCC
  - 95% complete
  - Smooth negotiations process
- Engaging the Governor's Office of Information Technology (OIT) in review of commercial contract prior to presenting contract to ETCC

