Memorandum

MIAMI-DADE COUNTY

Date: April 22, 2008

To: Honorable Chairman Bruno A. Barreiro
and Members, Board of County Commissioners

Agenda Item No. 8(O)(1)(C)

From: George M. Burgess
County Manager

Subject: Award of Contract No. 8481-2/22: Automated Fare Collection System for MDT

RECOMMENDATION

It is recommended that the Board of County Commissioners (Board) approve the award of the referenced contract to Cubic Transportation Systems, Inc. to purchase an Automated Fare Collection System for Miami-Dade Transit.

CONTRACT NO: 8481-2/22

CONTRACT TITLE: Automated Fare Collection System

DESCRIPTION: To establish a contract for the purchase of an Automated Fare Collection System (AFCS) for Miami-Dade Transit (MDT). The AFCS will provide MDT patrons with a unified fare collection system to provide transportation patrons from the tri-county area a seamless fare media (contactless smart card) to travel within and between counties. MDT will benefit by having a system that can efficiently monitor transit usage and enhance its revenue stream. An added benefit of this system is that the new fare gates will virtually eliminate fare evasion. This will result in a more accurate patron count and increased revenue.

The parking option, which will be exercised at contract award, will provide parking payment services at the Ticket Vending Machines (TVMs) at all Metrorail stations.

PROJECT MANAGERS: Janice Walters, Department of Procurement Management
Jose Rodriguez, Miami-Dade Transit

DELEGATION OF AUTHORITY: The County Manager or his designee is authorized to perform the following actions:

- Execute the Contract for the AFCS
- Terminate the Contract
- Exercise contract renewals

- Exercise the five future options should the County decide to implement additional services for expansion projects.
  These options may be exercised within the contract term.
  The Parking System Option is included in the base contract

  - Additional equipment and services not to exceed $14, 463,197

This additional equipment will support increases in ridership on the Metrorail system. The equipment will also meet the requirements of the Orange line (Miami Intermodal Center-Earlington Heights (MIC-EHT), East/West and North rail corridors) expansion.

- Mobile data terminals not to exceed $5,103,665
  Mobile data terminals are critical Special Transportation Services (STS) equipment designed to enhance passenger services. They download the passenger manifests, provide tracking capabilities for MDT, log mileage, location, time dispatched, and trip times. The present STS contract expires in two years. MDT anticipates future STS providers will include the equipment as a part of their proposal. This option remains as an alternative plan should the desired intent not be realized.
- Extended equipment and software maintenance services $2,282,275
  This option provides an extension of warranty services for an additional two years for equipment and software maintenance services after expiration of the three year contract warranty.
- American Public Transportation Association (APTA) Contactless Fare Media Standard (CFMS) Part 3, compliance not to exceed $2,494,710
  This is a compliance standard that enables the AFCS to support regional integration by allowing different transit operators' equipment to interface.
- Payment Card Industry Data Security Standard compliance not to exceed $1,632,586
  This is a comprehensive compliance standard currently being developed by the payment card (credit card) industry. This requirement imposes uniform standards for all entities that accept credit card payments. The intent is to provide the highest standards of encryption to maintain financial integrity. Upgrading to the new standard will certify MDT's credit card payment transactions.

APPROVAL TO ADVERTISE: September 18, 2007

TERM: Five years with two, five-year options-to-renew
The option years allows for purchase of equipment and services related to the expansion projects.

CONTRACT AMOUNT: $47,002,000 for the initial five-year term, including an option for parking services. This contract also includes agreements for software licenses, software escrow, and support and maintenance. If all future options are exercised the maximum contract value would be $72,978,433.

USING/MANAGING AGENCY/FUNDING SOUCRE:

Department	Allocation	Funding Source
MDT	$47,002,000	100% PTP
Total	**$47,002,000**	

METHOD OF AWARD: An open, competitive Request for Proposals (RFP) was issued, with award to be made to the highest ranked, responsive, responsible proposer who provides best value to the County.

VENDOR RECOMMENDED FOR AWARD: Cubic Transportation Systems, Inc. (Cubic)

VENDORS NOT RECOMMENDED FOR AWARD: Scheidt & Bachmann USA (S&B)

	ACS Transport Solutions, Inc. (ACS)
CONTRACT MEASURES:	This contract includes a 2.53% Community Small Business Enterprise (CSBE) Measure
LIVING WAGE:	The services to be provided are not covered under the Ordinance.
USER ACCESS PROGRAM:	The contract includes the User Access Program provision and the 2% program discount will be collected on all purchases.
LOCAL PREFERENCE:	Local preference was applied in accordance with the ordinance.
PERFORMANCE DATA:	There are no known performance issues
COMPLIANCE DATA:	There are no known compliance issues
ESTIMATED CONTRACT COMMENCEMENT DATE:	After adoption by the Board, expiration of the mayoral veto period, and approval by the Citizens Independent Transportation Trust (CITT).

SCOPE OF SERVICES

The scope of this project is to procure Automated Fare Collection (AFC) equipment and system for Miami-Dade County. The equipment and system shall meet specific technical and business requirements for security, functionality, and system interoperability. The AFC system intends to be a future regional fare vending and collection system providing residents and visitors to the South Florida region, encompassing Broward, Miami-Dade, and Palm Beach counties, the ability to use a single fare instrument, Contactless Smart Cards, on public transportation. The South Florida Regional Transportation Authority (SFRTA) is responsible for the planning of the regional system. Miami-Dade County will continue to support the regional effort, which may necessitate additional equipment and software. The AFCS will benefit the riding public and support bus, Metrorail, and Metromover operations. The Systems impact is countywide.

BACKGROUND

In October 2002, Tri-Rail's Board of Directors approved a motion to negotiate a sole source agreement with Cubic for a fare collection system. On December 3, 2002, through Resolution No. R-1399-02, the Board approved a Letter of Understanding (LOU) between Miami-Dade Transit (MDT) and the Tri-County Commuter Rail Authority (Tri-Rail), now South Florida Regional Transportation Authority (SFRTA), for the procurement of a new regional fare collection system. The LOU estimated Miami-Dade County participation at $50.3 million out of a total regional project cost estimated at $65.55 million. The LOU also outlined an agreement for the jointly negotiated initial purchase and installation of an integrated fare collection system to be utilized by Tri-Rail and Broward, Miami-Dade, and Palm Beach Counties. With the use of a plastic, credit card-sized Smart Card embedded with computer chips, passengers would have a single intelligent ticketing system, capable of interfacing with standardized equipment.

In 2003, assisted by Post Buckley Schuh & Jernigan (PBS&J),Tri-Rail redefined its specifications. In the last quarter of 2003, SFRTA procured LTK Engineering Services to study an alternative to issuing a Sole Source contract. In March 2004, SFRTA changed the procurement process related to the fare collection system, and decided to issue two separate solicitations; a RFP for ticket

vending machines, the computer system and integration, and a single source vendor agreement to provide fare gates and fare boxes. In December 2004, the FTA recommended that SFRTA develop a regional AFCS. MDT worked with SFRTA to develop new specifications for the regional System. In May 2005, SFRTA Board of Directors approved RFP No. 05-722 for a Universal Automated Fare Collection System (UAFCS).

In February 2006, the County entered into an Interlocal Agreement with the SFRTA for the joint procurement of a regional Automated Fare Collection System. SFRTA advertised an open, competitive RFP on March 31, 2006, intended to provide Broward and Palm Beach counties an option to purchase equipment and services under the contract. Miami-Dade County's requirements were included in the SFRTA solicitation. Five firms responded to the solicitation. Two protests were received which significantly prolonged the process. On July 13, 2007, SFRTA and the County mutually agreed to terminate the Interlocal Agreement after more than a year of delay due to issues raised in the protests. On July 16, 2007, SFRTA cancelled the regional solicitation.

On September 15, 2007, the Department of Procurement Management (DPM) issued an RFP under full and open competition for an Automated Fare Collection System. Three proposals were received on October 24, 2007. The Selection Committee initially met on October 31, 2007 through November 2, 2007 to evaluate the three proposals. Oral presentations were held on November 16, 2007 with Cubic and Scheidt & Bachmann USA, Inc. ACS Transport Solutions, Inc. chose not to participate in oral presentations. The highest ranked proposer following oral presentations was Cubic. The County negotiated with Cubic on December 17-21, 2007, and January 8-11, 2008. The result of negotiations is the recommendation to award to Cubic.

MDT has undergone rapid expansion of its bus system to meet the requirements of the People's Transportation Plan (PTP). The present fleet is 980 buses and represents a 40% increase from the fleet size in 2002. The current MDT fare collection equipment is approximately 25 years old. Although the equipment is functional, it is obsolete, has high maintenance costs, and does not have the capability of supporting a regional system. It also does not allow for accurate financial and statistical reporting. The Metrobus and Metrorail fare equipment and fare systems are incompatible. Miami-Dade County customers are served by two different ticketing systems. The incompatibility of existing equipment precludes MDT from offering innovative fares and loyalty reward programs offered by other transit properties using Smart Card technology.

FARE COLLECTION SYSTEM FEATURES:

The AFCS will bring up-to-date technology to MDT. The new equipment relies primarily on electronic components rather than mechanical devices. This serves to improve reliability and efficiency, facilitates operational functions, and reduces the need for operator intervention. When implemented, MDT customers will be introduced to features that will bring notable improvements to their Metrobus and Metrorail commuter experience. The AFCS technology employed in the new system is capable of supporting a regional system to allow patrons the convenience of accessing any of South Florida's transit systems that elect to become part of the regional system. Although the various passes presently issued by MDT are accepted on all MDT modes, this acceptance depends on manual inspection and count by Metrobus operators. Only the Metrorail fare gates currently read pass media. The new AFCS equipment will employ Smart Cards to be accepted on Metrorail and Metrobus, independent of operator intervention.

Scheduling, planning, and reporting on all Metrobuses and Metromover stations will also be improved by equipping the Metrobus fleet and all Metromover stations with State of the Art Automatic Passenger Counters (APCs) included in the Cubic proposal. The new, modern fare gates are equipped with exit controls to reduce fraud and fare evasion, provide accurate

passenger counts and improve reporting capabilities. In addition, exit controls provide greater flexibility by allowing for the potential implementation of distance based fares (a fare based on the distance between the trip's origin and destination). The fare gates will have wider and unobstructed entrances for special needs patrons that will open automatically once the fare is satisfied using Smart Cards. These accessible gates will also have the capability of being controlled remotely from Central Control. A comparison between the electronic processing capabilities of the existing and the proposed new fare media is provided in Table 1.

Table 1: Existing and Proposed Fare Media Comparison

Fare Collection Features: Fare Media Products	Present System	New System
➢ Transfer	RAIL ONLY	SYSTEM WIDE
➢ Daily Pass		
➢ Weekly Pass		
➢ Monthly Pass		
➢ Discount Permits		
➢ Golden & Patriot Passports		
➢ Trip Tickets	NO PROVISION	
➢ Stored Value		
➢ Rolling Period		
➢ Smart Card		

In addition, data collection and reporting for MDT will be improved through a new central data collection system. Revenue and ridership information will be readily available, providing timely, accurate information retrieval and expanded financial control and service planning. With this data, MDT and other transit operations and properties can better tailor service to meet ridership demand. Ridership data is provided to the Federal Transit Administration (FTA) and directly impacts our federal grants. Accuracy is crucial to MDT's success in drawing down federal funding matches for the planned improvements in the People's Transportation Plan (PTP).

THE FARE COLLECTION SYSTEM PURCHASE

The County's Automated Fare Collection System will be provided by Cubic. Cubic is an industry leader with over 30 years experience in providing Automated Fare Collection Systems to transit agencies throughout the United States and Europe. Most recently, Cubic provided similar fully automated regional fare collection systems in Australia (2007), Atlanta (2006), London (2004), Los Angeles (2002), Washington DC/Baltimore/Virginia region (2001), and New York (1997). In addition, Cubic has implemented similar systems in Sweden, Norway, Denmark, Rotterdam, Chicago, San Francisco, Hong Kong, Guanzhou, Shanghai, and Singapore.

The County's fare collection system purchase includes:

- Central and garage computer systems which will track patron usage and revenue
- One thousand forty-four fareboxes for Metrobus
- One thousand forty-four Automatic Passenger Counters for Metrobus
- Four (4) new garage revenue collection systems for Metrobus
- Two hundred forty-nine fare gates to be installed at existing Metrorail stations
- Sixty-two full service and thirty-four cashless Ticket Vending Machines for the Metrorail stations

- Parking payment software for the Ticket Vending Machines
- New station barriers for the Metrorail stations
- Twenty-two Automatic Passenger Systems for the Metromover stations.
- Four Ticket Office Machines that will be used by MDT at a customer service center (like Government Center) to perform service functions related to the Smart Cards; issuing and registering cards, placing values on cards, checking card balances, and history of lost and stolen cards and replacements.
- One hundred Point of Sales devices that will be installed at retail outlets to provide MDT patrons the ability to load fare (add value or replenish the Smart Card) onto their Smart Card without visiting a Metrorail station or MDT service center.

The County projected the Automated Fare Collection System to cost $45,500,000. The cost projection did not include six options which were included in the solicitation for this project. The chart below shows a comparison of the initial cost estimate, proposed pricing from proposers, and the negotiated pricing.

County's Initial Cost Estimate for Base System	Proposed Price for Base System	Negotiated Base Price (including The Price of The Executed Option)	Price for Executed Option: Parking Services	Total Unexercised Option Pricing
$45,500,000				
Proposers:				
S&B	$48,772,218	N/A		
Cubic	$59,894,785	$47, 002,000*	$600,000	$25,976,433**
ACS	$64,983,784	N/A		

* The negotiated price includes the addition of a parking option valued at $600,000
** The pricing for the remaining five options

The County negotiated $14,394,785 in reductions to Cubic's proposed price which represents a 24% savings off the proposed base system price. The negotiated agreement also includes the parking option negotiated at a 37.34% savings off Cubic's proposed price. This savings on the parking option was achieved by MDC agreeing to concurrently exercise this option along with the base system. The Extended Services options was also negotiated at a 41% savings off the proposed price and will be exercised at the end of the warranty period. The contract also includes a three year warranty, including software maintenance and depot repair services for equipment at each facility once each phase of the work becomes operational and the work is accepted by the County. Liquidated damages will be imposed by the County in accordance with the contract documents for work that does not meet the contract schedule. The payment schedule for the project will provide a neutral cash flow for Cubic. Title to equipment procured by Cubic will be transferred to the County to ensure that the County attains assets comparable to expenditures. A surety performance bond, surety payment bond, and warranty bond as specified in the contract documents, is posted by Cubic to further protect the County's investment and to help ensure that the project is completed. Agreements for computer software licenses support and maintenance, and escrow of software codes are also included.

TRACK RECORD/MONITOR

An extensive due diligence business, technical and financial review for the recommended firm, Cubic, has been conducted to include information from the following sources: Florida Department of State Division of Corporations, MyFlorida.com for license search and the statewide judgments search; Miami-Dade County Clerk of the Courts website for civil litigation and criminal actions; Google search engine; the presented financials of the company, and a thorough, detailed review

of project references. Cubic has satisfactorily participated on six (6) county contracts since 2003 to provide fare collection equipment and parts, and system software programming support. Three were pool contracts (Contract #7256-2/06; 7256-2/06-1; 7256-2/06-2) with MDT and Water & Sewer departments, for OEM-Replacement Parts & Services for Metrorail and Metromover. Under these contracts, Cubic only provided equipment and parts to MDT. Two were sole source contracts (SS5559-1/04; SS5559-1/04-1) with MDT for fare collection equipment and parts. Another sole source contract (SS6142-0/03) was with MDT to provide software programming support services.

On January 8, 2008, the Office of Inspector General provided observations regarding the negotiations process for this RFP (copy attached). The concerns raised by the OIG were satisfactorily addressed during negotiations as follows:

1. Development of a website by the Contractor was not included in the Scope Of Work and did not affect price.

2. In the event the Contractor wishes to substitute key personnel, the Contractor must notify the County in writing and request written approval for the substitution at least 10 business days prior to effecting such substitution. As per GP 6.4.3 of the contract, the County will make the final determination as to whether or not any substitution to the project team will be allowed at the time of such request.

3. Cubic is contractually required to identify a dedicated project team for this AFCS project.

4. Under the warranty provisions negotiated between Cubic and MDC, Cubic will provide "depot services". Under the terms of the contract, the County will purchase new equipment for the AFCS and new stock items equal to 10% of the equipment cost. The new equipment and stock items are included in the contract's base price. Should any part fail within the three-year warranty period, Cubic will replace the failed part with a new part from MDT's inventory, that will be repaired or replaced.

5. Under the terms of the contract agreement, the warranty period of three years will begin when the Certificate of Final Acceptance is issued, or when MDC receives Beneficial Use of a particular phase, whichever occurs first; and shall run for a period of 3 years.

6. All references related to performance and payment bonds, and retention of 2% to be withheld from Cubic's progress payments are clear in the contract documents.

FUNDING AUTHORITY

Fare collection equipment replacement is included in the listing of Miscellaneous Capital Improvement Projects recommended for inclusion in the PTP by the Citizen's Independent Transportation Trust (CITT) and approved by the Board on October 9, 2003, through Resolution No. R-1154-03.

The project was estimated at $50.3 million at the time of the LOU with SFRTA in December, 2002, and in the listing of Miscellaneous Capital Improvement Projects in the PTP. This value was based on the estimate provided by Tri-Rail in the September 20, 2002, report titled "General Engineering and Consulting Services, Task 4, Engineering Design and Cost Analysis, Fare Collection System (Work Order No. 12)." Table 3-8, Capital Cost Estimates, shows MDT's

estimated cost at $50,257,825. This original amount was based on a 700 bus fleet requiring validating fareboxes and 137 "short validating" fareboxes (for use on STS vehicles). This estimate was not revised after passage of the PTP to account for the 40% fleet size increase from 2002.

The 2002 cost estimate of $50.3 million was revised in 2007 to $80 million to account for the increased fleet size, the addition of a vehicle tracking system for Special Transportation Service, exit controls for all rail fare gates, passenger counters for Metrobus and Metromover, parking equipment at the Metrorail garages, and anticipated training and customer service needs. The budgeted amount also makes allowance for five unexercised options at a cost of $25,976,433 over the contract price.

This contract will provide an AFCS that will support 344 additional buses (total of 1044 buses), provide fully integrated Smart Card Parking Services, satisfy the UAP requirement, and provide enhanced equipment and software to supplement the AFCS at approximately $2.3 million dollars less than the 2002 estimated cost.

The increased fleet size to 1044 buses, as well as the system features mentioned above, are included in the solicitation. These requirements do not take into account the possible reduction of routes due to budget constraints and efficiency planning. In the event that routes are reduced, buses would still be equipped with the AFC equipment and system, and any surplus equipment would go into the spare parts inventory.

The allocation for purchase of the AFCS will be funded by People's Transportation Plan (PTP) surtax funds in accordance with Resolution No. R-1154-03 adopted on October 9, 2003, which added the Miscellaneous Capital Improvements to the PTP.

FISCAL IMPACT

Miami-Dade County's contract cost is $47,002,000, this figure includes the parking option. Five additional options are valued at an additional $25,976,433 and will be funded through local funds to include the Surtax proceeds. Currently, the MDT Pro Forma includes these project costs, spare parts, consulting expenses, and contingency. Proceeds from the Transit System Sales Surtax Revenue Bonds series 2008 will be used to fund this project. Costs of these financing mechanisms will be paid for through the Surtax.

Assistant County Manager

MEMORANDUM

(Revised)

TO: Honorable Chairman Bruno A. Barreiro and Members, Board of County Commissioners

DATE: April 22, 2008

FROM: R. A. Cuevas, Jr. County Attorney

SUBJECT: Agenda Item No. 8(O)(1)(C)

Please note any items checked.

_____ "4-Day Rule" ("3-Day Rule" for committees) applicable if raised

_____ 6 weeks required between first reading and public hearing

_____ 4 weeks notification to municipal officials required prior to public hearing

_____ Decreases revenues or increases expenditures without balancing budget

_____ Budget required

_____ Statement of fiscal impact required

_____ Bid waiver requiring County Manager's written recommendation

_____ Ordinance creating a new board requires detailed County Manager's report for public hearing

_____ Housekeeping item (no policy decision required)

_____ No committee review

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 8(O)(1)(C)
4-22-08

RESOLUTION NO. _____

RESOLUTION AUTHORIZING EXECUTION OF AN AGREEMENT WITH CUBIC TRANSPORTATION SYSTEMS, INC. FOR CONTRACT NO. 8481-2/22, IN THE AMOUNT OF $72,978,433, TO OBTAIN AN AUTOMATED FARE COLLECTION SYSTEM, AUTHORIZING THE COUNTY MAYOR OR DESIGNEE TO EXECUTE AN AGREEMENT FOR AND ON BEHALF OF MIAMI-DADE COUNTY AND TO EXERCISE ANY CANCELLATION, OPTIONS AND RENEWAL PROVISIONS, AND TO EXERCISE ALL OTHER RIGHTS CONTAINED THEREIN.

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board approves the award of a contract to Cubic Transportation System, Inc., to provide an Automated Fare Collection System for the Transit Department in substantially the form attached hereto and made a part hereof, and authorizes the County Mayor or designee to execute same for and on behalf of Miami-Dade County and to exercise any cancellation, options and renewal provisions and any other rights contained therein.

The foregoing resolution was offered by Commissioner , who moved its adoption. The motion was seconded by Commissioner and upon being put to a vote, the vote was as follows:

Bruno A. Barreiro, Chairman
Barbara J. Jordan, Vice-Chairwoman

Jose "Pepe" Diaz	Audrey M. Edmonson
Carlos A. Gimenez	Sally A. Heyman
Joe A. Martinez	Dennis C. Moss
Dorrin D. Rolle	Natacha Seijas
Katy Sorenson	Rebeca Sosa
Sen. Javier D. Souto	

The Chairperson thereupon declared the resolution duly passed and adopted this 22nd day of April, 2008. This resolution shall become effective as follows: (1) ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board, and (2) either i) the Citizens' Independent Transportation Trust (CITT) has approved same, or ii) in response to the CITT's disapproval, the County Commission re-affirms its award by two-thirds (2/3) vote of the Commission's membership and such reaffirmation becomes final.

MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF COUNTY
COMMISSIONERS

HARVEY RUVIN, CLERK

Approved by County Attorney as
to form and legal sufficiency

By:_____
Deputy Clerk

Bruce Libhaber

Memorandum

19 West Flagler Street ◆ Suite 220 ◆ Miami, Florida 33130
Phone: (305) 375-1946 ◆ Fax: (305) 579-2656
visit our website at www.miamidadeig.org

To: Fred Simmons, Sr. Procurement Contracting Officer
Department of Procurement Management

From: Christopher Mazzella, Inspector General

Date: January 4, 2008

Subject: OIG Oversight of RFP-8481-2/22, Miami-Dade Transit – Automated Fare Collection System, Negotiations Meetings with Cubic Transportation Systems; Ref. IG06-22

As the Chair of the above-referenced Negotiation Committee, we are providing you with our observations for the Committee's consideration. We would appreciate you forwarding this memorandum to all Committee Members, Advisors and any other individuals, as you deem appropriate.

Attachment

cc: Miriam Singer, Director, Department of Procurement Management
Clerk of the Board – copy filed

Memorandum

19 West Flagler Street ◆ Suite 220 ◆ Miami, Florida 33130
Phone: (305) 375-1946 ◆ Fax: (305) 579-2656
visit our website at www.miamidadeig.org

To: Chris Mazzella, Inspector General

From: John Canepari, Contracts Oversight Specialist

Date: January 3, 2008

Subject: Miami-Dade Transit, Automated Fare Collection System, RFP-8481-2/22; Ref. IG06-22
Negotiations Committee Meetings with Cubic Transportation Systems

As part of my continuing oversight of the Miami-Dade Transit Automated Fare Collection procurement, I attended the Negotiating Committee strategy meeting held on December 12, 2007 and the actual negotiating meetings with the selected vendor, Cubic Transportation Systems, Inc. (Cubic) that were held during the week of December 17, 2007. Prior to negotiations resuming on January 8, 2008, I have the following observations and comments to offer:

1. MD Transit now plans to use its internal IT staff to develop the customer website to reduce the cost of the contract with Cubic. This work was originally part of the contract's scope and its removal will require a reduction in the Cubic's bid price. Before finalizing the decision to remove this work from the contract's scope, it is suggested that the County request from Cubic the specific pricing for this work as proposed and then compare that contract savings against the estimated cost of the County performing the same work.

2. One important component of the selection criteria evaluated by the County in selecting Cubic as the preferred proposer was the key personnel being offered by Cubic because of their extensive experience in similar projects. Cubic has committed to keep this key team in place through the life of the contract. The "substitution of key staff" provision that is to be incorporated into the contract, I believe could be subject to varying interpretations.

> *"GP6.5.3 In the event the Contractor wishes to substitute personnel for the key personnel identified by the contractor's Proposal, the Contractor must notify the County in writing and request written approval for the substitution at least ten (10) business days prior to effecting such substitution."*

The provision could be interpreted as meaning Cubic cannot make a substitution in a proposed key staff member without the approval of the County. Another interpretation could be that the County's approval only extends to who the substituted person may be, i.e., approving who will be the actual individual selected for the replacement. Even if there is a present meeting of the minds on what "approval for the substitution" means, I believe that it would be in the County's best interest to tighten up the language leaving no room for confusion.

3. Because of the importance the County places on Cubic's key team members, possible methods of enforcement by the County of Cubic's commitment to maintain their key team on the project should be explored, negotiated, agreed upon and incorporated into the contract. One possible method could be to require Cubic to provide the County with copies of Cubic responses to all future RFPs and RFQs to ensure that the same key personnel assigned to MDT are not being proposed on other Cubic procurements. Another method could be to require Cubic to guarantee certain time commitments—by the number of hours and/or percentage of overall hours—of those identified key personnel.

4. The RFP sections on the warranty provisions were based on equipment and system reliability and require what basically amounts to a three-year service contract with Cubic to provide "second line" maintenance. If the equipment/system component does not meet the reliability criteria, Cubic must bring the equipment/system component into conformance in order to obtain acceptance. If the reliability criteria is met, any individual component that malfunctions thereafter will be considered as equipment failure and, thus, repairs or replacement will be made pursuant to the warranty coverage. The issue remains of whether or not replacement parts that are used in warranty work and obtained from the spare parts stock purchased by the County from Cubic as part of this contract should be replaced by Cubic at no additional cost to the County. Cubic's position is that the County has to accept that there will be normal equipment failures during the warranty period and that is the reason the County has purchased the spare parts in the first place. The County on the other hand wants to have the full compliment of spare parts purchased under the contract to be in unused condition at the end of the warranty period. This issue must be resolved before finalizing the contract.

5. Another issue to finalize is when the three-year warranty period begins. As proposed, Cubic assumes that the County will take possession and title to equipment (assuming acceptance by the County) at delivery. Cubic's proposal is based on the warranty period beginning when the equipment/part is first accepted by the County or when it is placed into revenue service, whichever occurs first. The County's position is that the warranty does not start until the system/component containing the individual equipment/part is tested, successfully integrated, and is operating in accordance with the performance and

technical contract requirements. The importance of this issue is highlighted with certain equipment or system components like the bus fareboxes. These fareboxes will be the first system components to be furnished, installed and put into revenue service. However, they will not be fully functional until they are integrated into the remainder of the Automated Fare Collection (AFC) system. This is likely to result in an extended period of time between when a piece of equipment is first put into service and when it is finally accepted.

6. Performance and payment bonds and the retention of 2% that will be withheld from Cubic's progress payments are all items which relate to how the warranty periods are determined for major system components vs. the overall system. According to the relevant contract provisions as currently proposed, the bonds and the retention amount will be released only when Cubic completes all contract work and completes the contract close-out requirements, the County issues the Final System Acceptance, and after the three-year warranty period has expired. Final language in various sections of the contract relating to the definitions of warranty and warranty period, performance bonds, revenue service, and final acceptance need to be consistent to avoid any ambiguities in what the County requires and Cubic proposed.

CONTRACT No. 8481-2/22

AUTOMATED FARE COLLECTION SYSTEM

SECTION 13

OPTIONS

SECTION 13

OPTIONS

13.0 General

This section provides descriptions of the various options that shall be part of the AFC system procurement. The Contractor shall provide complete pricing for all items listed within this section on the provided pricing sheet. The pricing of all options will be separate from pricing for the base contract. Any and all options will be exercised at the sole discretion of MDC.

13.1 Option #1 – Additional Rail and Bus Equipment and Services

MDC has envisioned a potential need for additional equipment beyond the scope of the AFC base system requirements. The Contractor is requested to provide detail pricing to provide the equipment listed in the following table, up to the quantities specified. For each device procured under this option, the Contractor shall also supply all installation, testing, commissioning, and system integration services required to add the optional equipment to the AFC system. See table 13.1 for the equipment descriptions and quantities.

13.2 Option #2 - Special Transportation Services (STS) Equipment

MDC, may implement the Special Transportation Services (STS), as detailed in the Technical Specifications Section 11 of the Contract.

The final requirements, schedule, and price will be subject to negotiations at the time the option is exercised.

13.3 Option #3 - Parking Fee Collection System

MDC, at its sole discretion, may implement the Parking System, as detailed in Section 5.7 of the Technical Specifications of the Contract.

13.4 Option #4 - Extended Services

Option #4a - Additional Year of Depot Repair
The AFC system has a three (3) year warranty as provided in the General Provisions. The Contractor is requested to provide pricing for two (2) one (1) year options for AFC depot (back-shop) repair services only to commence at the end of the three (3) year warranty period.

Option # 4b – Additional Year of Software Maintenance
The AFC System has a three (3) year warranty as provided in the General Provisions. The Contractor is requested to provide pricing for two (2) additional one (1) year options for Central Systems, Software Maintenance to commence at the end of the three (3) year warranty period. The software maintenance services are provided in detail in the Software Maintenance Agreement, which is included in the General Provisions, Exhibit A-2.

13.5 OPTION No. 5 – APTA CFMS Part 3 Compliance:

As per Section 1.0 of the technical specifications, the AFC system is to support a future regional system providing seamless fare integration for transit and, potentially, other services within South Florida. The intent of this procurement is to provide a system that shall be fully interoperable with other agencies in the region and with a customer service/clearinghouse function that may be provided by others in the future. Contractor shall utilize open systems and fully document all data exchange protocols allowing MDC to establish such interoperability.

This option shall provide a solution to upgrade the AFC system software to comply with the applicable aspects of APTA Contactless Fare Media Standard (CFMS) Part 3 or approved equivalent.

Back end systems shall provide for export and import of data from regional partners who also comply to APTA CFMS or approved equivalent third-party customer service/clearinghouse providers, card manufacturers and other third-party sources of smart cards. Such data shall include, but shall not be limited to, customer history, card initialization and management, customer profiles, transaction history, summary and disaggregate ridership and revenue figures, etc.

The design process shall include development of a conceptual architecture for back-end interface to the regional system, so the interfaces can be identified and defined based on where in the system data will be transferred. This shall include a regional smart card (including "clearing" and farecard customer service operation).. Contractor shall participate fully in the design process and submit deliverables at Conceptual, Preliminary and Final design review documenting in increasing levels of detail compliance with the requirement of this section.

The final requirements, schedule, and price will be subject to negotiations at the time the option is exercised.

13.6 OPTION No. 6 – Payment Card Industry Data Security Standard Compliance

MDC expects, in the future, to be able to accept contactless credit/debt bank cards (which may include MasterCard PayPass, VisaCash, American Express ExpressPay, etc.) and emerging forms of payment such as Near Field Communications (NFC – mobile phones) at fare payment/entry control devices such as fareboxes fare gates, platform validators, etc. The Contractor shall provide a conceptual system that shall support such capabilities and provides a fully secure, PCI-compliant and validated means of processing, storing and transmitting such card data.

Contractor is not required to provide capability of aggregation nor calculation of concession fares associated with contactless credit card or NFC transactions, but the system must provide the ability to import/export such transactions to MDC internal or third-party processors for such manipulation. The system must also accept data from such processors to be used in reporting revenue and ridership at the same level of detail as for MDC's smart cards and this data shall also be available to support customer service and as such will be fully PCI DSS compliant.

The option shall include development of conceptual architecture for compliance with PCI and open systems for extension to new payment media. Contractor shall participate fully in the design process and submit deliverables at Conceptual, Preliminary and Final design review documenting in increasing levels of detail compliance with the requirement of this section.

The final requirements, schedule, and price will be subject to negotiations at the time the option is exercised.

END OF SECTION 13

Memorandum

MIAMI-DADE COUNTY

Date: November 20, 2007

To: Miriam Singer
Director
Department of Procurement Management

Via: Fred Simmons, Jr.
Manager, Transit Unit
Department of Procurement Management

From: Janice A. Walters
Chairperson
Evaluation/Selection Committee

Subject: Report of Evaluation/Selection Committee for RFP No. 8481-2/22, Automated Fare Collection System for Miami Dade Transit Department (MDT)

The Evaluation/Selection Committee has completed the task of evaluating proposals submitted in response to the above referenced Request for Proposals ("RFP") following the guidelines published in the solicitation as summarized below.

Project No.: RFP No.8481-2/22

Project Title: Automated Fare Collection System for MDT

Purpose of the RFP: To acquire and implement an Automated Fare Collection System ("System") for the Transit Department. The System is intended to provide transportation patrons the opportunity to use a fare system that has a regional application, allowing passengers from the tri-county area to use a seamless fare media to travel within and between counties. Additionally, MDT requires a system to efficiently monitor transit usage, capture patron counts, and enhance its revenue stream. Implementation of an Automated Fare Collection Systems is needed to augment the County's transportation service delivery system.

Term of contract: Five (5) years, with two (2) five (5) year options to renew at the County's sole discretion, for a possible maximum term of fifteen years (15).

Date of DPM Director's approval to advertise: September 18, 2007

Number of solicitations and announcements issued:

95 RFP's downloaded from Department of Procurement Management's website
0 RFP's picked-up from the Vendor Assistance Unit

Date of Pre-Proposal Conference/Site Visit: September 20, 2007

Number of addenda and dates issued: Six (6) Addenda
Addendum No. 1 issued September 17, 2007
Addendum No. 2 issued September 25, 2007
Addendum No. 3 issued September 27, 2007
Addendum No. 4 issued October 5, 2007
Addendum No. 5 issued October 12, 2007
Addendum No. 6 issued October 22, 2007

Deadline for receipt of proposals: October 24, 2007

Number of proposals received: Three (3)

Name of proposers:

1. Cubic Transportation Systems, Inc.
2. Scheidt and Bachmann USA, Inc.
3. ACS Transport Solutions, Inc. ("ACS")

A letter from Indria Sistemas, S.A. was received which indicated not enough time was permitted for them to submit a proposal.

Verification of compliance with minimum qualification requirements: Minimum qualification requirements were reviewed by the Chairperson and Michael Doleman of the client department, Miami-Dade Transit. The proposers met the minimum qualification requirements.

Review Committee Meeting Date: September 12, 2007, Item 3-03

Verification of compliance with contract measures: The Review Committee meeting of September 12, 2007 recommended a Community Small Business Enterprise (CSBE) subcontractor goal of **2.53%** for this solicitation. The Department of Business Development (see attached memo) has determined that the proposers are in compliance.

Selection Committee Meeting Dates: October 31-November 2, 2007
November 16, 2007, and
November 19, 2007.

Summary of Scores:

Pre-Oral Presentations
Technical scores (max. 350 points):

Proposer	***Technical Score***
1. Cubic Transportation Systems, Inc.	275
2. Scheidt and Bachmann USA, Inc.	209
3. ACS Transport Solutions, Inc.	160

Post Oral Presentations
The final scores and pricing are as follows:

Proposer	***Technical Score*** *(max.350)*	***Price Score*** *(max.150)*	***Total Combined Score*** *(max.500)*	***Price/Cost Submitted***
1. Cubic Transportation Systems, Inc.	309	110	419	$59,894,785.00
2. Scheidt and Bachmann USA, Inc.	276	135	411	$48,772,218.00
3. ACS Transport Solutions, Inc.	160	61	221	$64,983,784.66

Oral presentations were held to clarify information presented by proposers. Each company was invited to oral presentations with the Selection Committee; however, ACS submitted correspondence indicating

they would not participate in oral presentations because of time constraints and other commitments. Their initial scores were carried over to final scoring.

Local Preference: Local Preference was considered in accordance with applicable ordinances, but did not affect the outcome.

Negotiations: In accordance with the guidelines set-forth for the Evaluation/Selection Committee ("Committee") in Section 4.5 of the RFP document, the Committee recommends that the County enter into negotiations with the highest ranked proposer, Cubic Transportation Systems, Inc.

The following individuals are requested to participate in the negotiations:

Chair
Fred Simmons, Jr., Manager, DPM/Transit Unit

Negotiation Team Members
Hugh Chen, Acting Deputy Director of Operations, MDT
Rosie Perez, Senior Chief, Information Technology and Support Services, MDT
Sergio San Miguel, Chief Financial Officer, MDT
Jose Rodriguez, Field Test Engineer, UAFCS, MDT

Technical Advisors
Jose de la Nuez, Acting Field Test Engineer, MDT

Justification for Recommendation: The Selection Committee determined that Cubic Transportation Systems, Inc. provided the best technical solution, and its price matched the technical offering.

The Selection Committee also concluded that it may be in the County's best interest to negotiate with the two highest ranked proposers. Cubic Transportation Systems, Inc., the highest ranked proposer, submitted a technical solution determined by the Committee to best meet the County's requirements and received a technical score that was 9.4% higher than Scheidt and Bachmann USA, Inc. (S&B), the overall second place company. S&B proposed the lowest price ($48,772,218), $11.1 million or 18.57% lower than Cubic Transportation Systems, Inc.'s price of $59,894,785. The Committee concluded that since both technical solutions would provide the County a specification compliant system, negotiations should be held with both companies in an effort to reduce price.

Copies of the score sheets are attached for each Evaluation/Selection Committee member, as well as a composite score sheet.

Reviewed:

Fred Simmons, Jr., Manager, Transit Unit — Date 11/20/07

Approved:

Miriam Singer, Director — Date

Attachments

RFP NO. 8481-2/22
AUTOMATED FARE COLLECTION SYSTEM FOR MDT
EVALUATION OF ORAL PRESENTATIONS

COMPOSITE

SELECTION CRITERIA / PROPOSERS	Maximum Points Per Member	Maximum Total Points (5 members)	ACS Transport Solutions, Inc. (CARRY OVER SCORES)	Cubic Transportation Systems, Inc.	Scheidt & Bachmann USA, Inc.
Proposer's experience, qualifications, and past performance in providing the type of services specified in the technical specifications, and as requested in this Solicitation; and the experience and qualifications of key individuals, including individuals of subcontractors, that will be assigned to this project and experience and qualifications of subcontractors	20	100	59	92	81
Proposer's technical solution, including hardware, software and integration/support	30	150	56	130	113
Proposer's approach to providing the services requested in this Solicitation	20	100	45	87	82
Total Technical Points *(Total of technical rows)*	70	350	160.00	309.00	276.00
Total Price Points	30	150	61.00	110.00	135.00
TOTAL POINTS *(Technical + Price)*	100	500	221	419	411

Signature: _____ DATE: 11-19-07

Chairperson

Reviewed By _____ 11/19/07

11/19/2007

RFP NO. 8481-2/22
AUTOMATED FARE COLLECTION SYSTEM FOR MDT
EVALUATION OF ORAL PRESENTATIONS

JOSE RODRIGUEZ (MDT)

SELECTION CRITERIA / PROPOSERS	Maximum Points	ACS Transport Solutions, Inc.	Cubic Transportation Systems, Inc.	Scheidt & Bachmann USA, Inc.
Proposer's experience, qualifications, and past performance in providing the type of services specified in the technical specifications, and as requested in this Solicitation; and the experience and qualifications of key individuals, including individuals of subcontractors, that will be assigned to this project and experience and qualifications of subcontractors	20	N/A	19	14
Proposer's technical solution, including hardware, software and integration/support	30	N/A	24	19
Proposer's approach to providing the services requested in this Solicitation	20	N/A	16	16
Total Technical Points *(Total of technical rows)*	70	0	59	49
Total Price Points	30		17.00	27.00
TOTAL POINTS *(Technical + Price)*	100	0.00	76.00	76.00

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding
Very Good: Exceeds requirements, expectations and/or understanding
Good: Meets requirements, expectations and/or understanding
Fair: Meets some major and necessary requirements, expectations and/or understanding
Poor: Provides little or no understanding, expectations, and/or requirements

17-20	25-30
13-16	19-24
9-12	13-18
5-8	7-12
0-4	0-6

RFP NO. 8481-2/22
AUTOMATED FARE COLLECTION SYSTEM FOR MDT
EVALUATION OF ORAL PRESENTATIONS

DANIEL MONDESIR (MDT)

SELECTION CRITERIA / PROPOSERS	Maximum Points	ACS Transport Solutions, Inc.	Cubic Transportation Systems, Inc.	Scheidt & Bachmann USA, Inc.
Proposer's experience, qualifications, and past performance in providing the type of services specified in the technical specifications, and as requested in this Solicitation; and the experience and qualifications of key individuals, including individuals	20	N/A	18	15
Proposer's technical solution, including hardware, software and integration/support	30	N/A	30	20
Proposer's approach to providing the services requested in this Solicitation	20	N/A	18	15
Total Technical Points *(Total of technical rows)*	70	0	66	50
Total Price Points	30		25.00	30.00
TOTAL POINTS *(Technical + Price)*	100	0.00	91.00	80.00

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding
Very Good: Exceeds requirements, expectations and/or understanding
Good: Meets requirements, expectations and/or understanding
Fair: Meets some major and necessary requirements, expectations and/or understanding
Poor: Provides little or no understanding, expectations, and/or requirements

17-20	25-30
13-16	19-24
9-12	13-18
5-8	7-12
0-4	0-6

Daniel Mondesir

11/19/2007

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RFP NO. 8481-2/22
AUTOMATED FARE COLLECTION SYSTEM FOR MDT
EVALUATION OF ORAL PRESENTATIONS

SERGIO SAN MIGUEL (MDT)

SELECTION CRITERIA / PROPOSERS	Maximum Points	ACS Transport Solutions, Inc.	Cubic Transportation Systems, Inc.	Scheidt & Bachmann USA, Inc.
Proposer's experience, qualifications, and past performance in providing the type of services specified in the technical specifications, and as requested in this Solicitation; and the experience and qualifications of key individuals, including individuals	20	N/A	20	18
Proposer's technical solution, including hardware, software and integration/support	30	N/A	25	25
Proposer's approach to providing the services requested in this Solicitation	20	N/A	18	16
Total Technical Points *(Total of technical rows)*	70	0	63	59
Total Price Points	30		19.00	23.00
TOTAL POINTS *(Technical + Price)*	100	0.00	82.00	82.00

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding
Very Good: Exceeds requirements, expectations and/or understanding
Good: Meets requirements, expectations and/or understanding
Fair: Meets some major and necessary requirements, expectations and/or understanding
Poor: Provides little or no understanding, expectations, and/or requirements

17-20	25-30
13-16	19-24
9-12	13-18
5-8	7-12
0-4	0-6

11/19/2007

RFP NO. 8481-2/22
AUTOMATED FARE COLLECTION SYSTEM FOR MDT
EVALUATION OF ORAL PRESENTATIONS

LARS SCHMEKEL (ETSD)

SELECTION CRITERIA / PROPOSERS	Maximum Points	ACS Transport Solutions, Inc.	Cubic Transportation Systems, Inc.	Scheidt & Bachmann USA, Inc.
Proposer's experience, qualifications, and past performance in providing the type of services specified in the technical specifications, and as requested in this Solicitation; and the experience and qualifications of key individuals, including individuals	20	N/A	15	15
Proposer's technical solution, including hardware, software and integration/support	30	N/A	24	24
Proposer's approach to providing the services requested in this Solicitation	20	N/A	17	18
Total Technical Points *(Total of technical rows)*	70	0	56	57
Total Price Points	30		23.00	25.00
TOTAL POINTS *(Technical + Price)*	100	0.00	79.00	82.00

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding
Very Good: Exceeds requirements, expectations and/or understanding
Good: Meets requirements, expectations and/or understanding
Fair: Meets some major and necessary requirements, expectations and/or understanding
Poor: Provides little or no understanding, expectations, and/or requirements

17-20	25-30
13-16	19-24
9-12	13-18
5-8	7-12
0-4	0-6

11/19/2007

11/19/2007

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RFP NO. 8481-2/22
AUTOMATED FARE COLLECTION SYSTEM FOR MDT
EVALUATION OF ORAL PRESENTATIONS

LILLIE ESTRADA (SBA/DPM)

SELECTION CRITERIA / PROPOSERS	Maximum Points	ACS Transport Solutions, Inc.	Cubic Transportation Systems, Inc.	Scheidt & Bachmann USA, Inc.
Proposer's experience, qualifications, and past performance in providing the type of services specified in the technical specifications, and as requested in this Solicitation; and the experience and qualifications of key individuals, including individuals	20	N/A	20	19
Proposer's technical solution, including hardware, software and integration/support	30	N/A	27	25
Proposer's approach to providing the services requested in this Solicitation	20	N/A	18	17
Total Technical Points *(Total of technical rows)*	70	0	65	61
Total Price Points	30		26.00	30.00
TOTAL POINTS *(Technical + Price)*	100	0.00	91.00	91.00

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding
Very Good: Exceeds requirements, expectations and/or understanding
Good: Meets requirements, expectations and/or understanding
Fair: Meets some major and necessary requirements, expectations and/or understanding
Poor: Provides little or no understanding, expectations, and/or requirements

17-20	25-30
13-16	19-24
9-12	13-18
5-8	7-12
0-4	0-6

Lillie Estrada 11-19-07

11/19/2007

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RFP NO. 8481-2/22
AUTOMATED FARE COLLECTION SYSTEM FOR MDT
EVALUATION OF PROPOSALS

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COMPOSITE

SELECTION CRITERIA / PROPOSERS	Maximum Points Per Member	Maximum Total Points (5 members)	ACS Transport Solutions, Inc.	Cubic Transportation Systems, Inc.	Scheidt & Bachmann USA, Inc.
Proposer's experience, qualifications, and past performance in providing the type of services specified in the technical specifications, and as requested in this Solicitation; and the experience and qualifications of key individuals, including individuals of subcontractors, that will be assigned to this project and experience and qualifications of subcontractors	20	100	59	86	69
Proposer's technical solution, including hardware, software and integration/support	30	150	56	112	75
Proposer's approach to providing the services requested in this Solicitation	20	100	45	77	65
Total Technical Points *(Total of technical rows)*	70	350	160.00	275.00	209.00
Total Price Points	30	150	61.00	104.00	116.00
TOTAL POINTS *(Technical + Price)*	100	500	221	379	325

Signature: DATE: 11-2-07

Chairperson

Reviewed By 11-8-07

11/7/2007

RFP NO. 8481-2/22
AUTOMATED FARE COLLECTION SYSTEM FOR MDT
EVALUATION OF PROPOSALS

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JOSE RODRIGUEZ (MDT)

SELECTION CRITERIA / PROPOSERS	Maximum Points	ACS Transport Solutions, Inc.	Cubic Transportation Systems, Inc.	Scheidt & Bachmann USA, Inc.
Proposer's experience, qualifications, and past performance in providing the type of services specified in the technical specifications, and as requested in this Solicitation; and the experience and qualifications of key individuals, including individuals of subcontractors, that will be assigned to this project and experience and qualifications of subcontractors	20	10	12	11
Proposer's technical solution, including hardware, software and integration/support	30	10	18	12
Proposer's approach to providing the services requested in this Solicitation	20	6	10	8
Total Technical Points *(Total of technical rows)*	70	26	40	31
Total Price Points	30	15.00	20.00	22.00
TOTAL POINTS *(Technical + Price)*	100	41.00	60.00	53.00

RATING GUIDELINES:

Excellent:	Significantly exceeds all requirements, expectations and/or understanding	17-20	25-30
Very Good:	Exceeds requirements, expectations and/or understanding	13-16	19-24
Good:	Meets requirements, expectations and/or understanding	9-12	13-18
Fair:	Meets some major and necessary requirements, expectations and/or understanding	5-8	7-12
Poor:	Provides little or no understanding, expectations, and/or requirements	0-4	0-6

RFP NO. 8481-2/22
AUTOMATED FARE COLLECTION SYSTEM FOR MDT
EVALUATION OF PROPOSALS

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DANIEL MONDESIR (MDT)

SELECTION CRITERIA / PROPOSERS	Maximum Points	ACS Transport Solutions, Inc.	Cubic Transportation Systems, Inc.	Scheidt & Bachmann USA, Inc.
Proposer's experience, qualifications, and past performance in providing the type of services specified in the technical specifications, and as requested in this Solicitation; and the experience and qualifications of key individuals, including individuals	20	10	20	12
Proposer's technical solution, including hardware, software and integration/support	30	15	28	18
Proposer's approach to providing the services requested in this Solicitation	20	10	18	15
Total Technical Points *(Total of technical rows)*	70	35	66	45
Total Price Points	30	10.00	20.00	30.00
TOTAL POINTS *(Technical + Price)*	100	45.00	86.00	75.00

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	17-20	25-30
Very Good: Exceeds requirements, expectations and/or understanding	13-16	19-24
Good: Meets requirements, expectations and/or understanding	9-12	13-18
Fair: Meets some major and necessary requirements, expectations and/or understanding	5-8	7-12
Poor: Provides little or no understanding, expectations, and/or requirements	0-4	0-6

RFP NO. 8481-2/22
AUTOMATED FARE COLLECTION SYSTEM FOR MDT
EVALUATION OF PROPOSALS

32

SERGIO SAN MIGUEL (MDT)

SELECTION CRITERIA / PROPOSERS	Maximum Points	ACS Transport Solutions, Inc.	Cubic Transportation Systems, Inc.	Scheidt & Bachmann USA, Inc.
Proposer's experience, qualifications, and past performance in providing the type of services specified in the technical specifications, and as requested in this Solicitation; and the experience and qualifications of key individuals, including individuals	20	16	20	18
Proposer's technical solution, including hardware, software and integration/support	30	10	25	17
Proposer's approach to providing the services requested in this Solicitation	20	10	18	14
Total Technical Points *(Total of technical rows)*	70	36	63	49
Total Price Points	30	15.00	19.00	23.00
TOTAL POINTS *(Technical + Price)*	100	51.00	82.00	72.00

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding
Very Good: Exceeds requirements, expectations and/or understanding
Good: Meets requirements, expectations and/or understanding
Fair: Meets some major and necessary requirements, expectations and/or understanding
Poor: Provides little or no understanding, expectations, and/or requirements

17-20	25-30
13-16	19-24
9-12	13-18
5-8	7-12
0-4	0-6

RFP NO. 8481-2/22
AUTOMATED FARE COLLECTION SYSTEM FOR MDT
EVALUATION OF PROPOSALS

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LARS SCHMEKEL (ETSD)

SELECTION CRITERIA / PROPOSERS	Maximum Points	ACS Transport Solutions, Inc.	Cubic Transportation Systems, Inc.	Scheidt & Bachmann USA, Inc.
Proposer's experience, qualifications, and past performance in providing the type of services specified in the technical specifications, and as requested in this Solicitation; and the experience and qualifications of key individuals, including individuals	20	10	14	13
Proposer's technical solution, including hardware, software and integration/support	30	11	16	13
Proposer's approach to providing the services requested in this Solicitation	20	9	13	13
Total Technical Points *(Total of technical rows)*	70	30	43	39
Total Price Points	30	11.00	15.00	16.00
TOTAL POINTS *(Technical + Price)*	100	41.00	58.00	55.00

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding
Very Good: Exceeds requirements, expectations and/or understanding
Good: Meets requirements, expectations and/or understanding
Fair: Meets some major and necessary requirements, expectations and/or understanding
Poor: Provides little or no understanding, expectations, and/or requirements

17-20	25-30
13-16	19-24
9-12	13-18
5-8	7-12
0-4	0-6

RFP NO. 8481-2/22
AUTOMATED FARE COLLECTION SYSTEM FOR MDT
EVALUATION OF PROPOSALS

LILLIE ESTRADA (SBA/DPM)

SELECTION CRITERIA / PROPOSERS	Maximum Points	ACS Transport Solutions, Inc.	Cubic Transportation Systems, Inc.	Scheidt & Bachmann USA, Inc.
Proposer's experience, qualifications, and past performance in providing the type of services specified in the technical specifications, and as requested in this Solicitation; and the experience and qualifications of key individuals, including individuals	20	13	20	15
Proposer's technical solution, including hardware, software and integration/support	30	10	25	15
Proposer's approach to providing the services requested in this Solicitation	20	10	18	15
Total Technical Points *(Total of technical rows)*	70	33	63	45
Total Price Points	30	10.00	30.00	25.00
TOTAL POINTS *(Technical + Price)*	100	43.00	93.00	70.00

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding
Very Good: Exceeds requirements, expectations and/or understanding
Good: Meets requirements, expectations and/or understanding
Fair: Meets some major and necessary requirements, expectations and/or understanding
Poor: Provides little or no understanding, expectations, and/or requirements

17-20	25-30
13-16	19-24
9-12	13-18
5-8	7-12
0-4	0-6

MIAMI-DADE COUNTY

MEMORANDUM

DATE: October 31st, 2007

TO: Harpal Kapoor, Director
Miami-Dade Transit Agency

FROM: Penelope Townsley, Director
Department of Small Business Development

SUBJECT: Compliance Review
RFP 8481-2/22
Fare Collection System for MDT

The Department of Small Business Development (SBD) has completed its review of compliance for the above-referenced project with the Community Small Business Enterprise Program (CSBE). The contract measure applicable to this project is a 2.53% 2nd, 3rd, 4th Tier CSBE goal.

The Construction Contracts Division of the Miami Dade Transit Agency submitted documents from ACS Transport Solutions, Inc., Cubic Transportation Systems, Inc., and Scheidt & Bachmann USA, Inc. for compliance review.

ACS Transport Solutions, Inc. submitted the Schedule of Intent (SOI) Affidavit form committing to utilize West Kendall Electric, Inc., a certified CSBE firm, to perform installation work at 2.53% (refer to Clarification Letter dated October 31, 2007 for detailed scope of work). West Kendall Electric, Inc. has signed its respective SOI Affidavit form confirming the information listed. ACS Transport Solutions, Inc. has fulfilled the required contract measure and is in compliance with the CSBE Participation Provisions.

Cubic Transportation Systems, Inc. submitted the SOI Affidavit form committing to utilize D. C. Electric, Inc. a certified CSBE firm, to perform electrical work at 2.53% (refer to Clarification Letter dated October 31, 2007 for detailed scope of work). D. C. Electric, Inc. has signed its respective SOI Affidavit form confirming the information listed. Cubic Transportation Systems, Inc. has fulfilled the required contract measure and is in compliance with the CSBE Participation Provisions.

Scheidt & Bachmann USA, Inc. submitted the SOI Affidavit form committing to utilize Ruben Electric Technology, Inc., a certified CSBE firm, to perform AFC and ancillary installation work at 2.53% (refer to Clarification Letter dated October 30, 2007 for detailed scope of work). Ruben Electric Technology, Inc. has signed its respective SOI Affidavit form confirming the information listed. Scheidt & Bachmann USA, Inc. has fulfilled the required contract measure and is in compliance with the CSBE Participation Provisions.

Please note that SBD staff only reviewed and addressed compliance with the CSBE program. The Construction Contracts Division of the Miami Dade Transit Agency is responsible for any other issues that may exist. Should you have any questions or need any additional information, please do not hesitate to call Coralee Taylor at 305-375-3142.

PT: cwt

cc: Janice Walters, DPM
Fred Simmons Jr, DPM
Hugh Chen, MDT

Memorandum

MIAMI-DADE COUNTY

Date: September 12, 2007

To: Those Listed Below

From: George M. Burgess
County Manager

Subject: Request for Evaluation/Selection Committee for the Miami-Dade Transit Department Request for Proposals for Automated Fare Collection System - RFP No. 8481-2/22

In accordance with Administrative Order 3-34, I am hereby appointing those listed below as the Selection Committee for the Miami-Dade Transit Department Request for Proposals for Automated Fare Collection System - RFP No. 8481-2/22:

Selection Committee
Janice A. Walters, DPM (Non-Voting Chairperson)
Jose Rodriguez, MDT
Daniel Mondesir, MDT
Sergio San Miguel, MDT
Lars Schmekel, ETSD
Lillie Estrada, SBA/DPM
Pedro J. Garcia, MDAD (Alternate)

Technical Advisors (Non-Voting)
Rosie Perez, MDT
Jose de la Nuez, MDT
Andrew Whitehorn, MDT
Boon-Choo Tan, MDT
Anthony Bacallao, MDT
Hector Garnica, MDT
Warren Ortiz, MDT
Jorge Figuereo, MDT
Diana Gonzalez, MDT
Robert P. Pearsall, MDT
Carlos Balbis, MDT
Lucious Williams, MDT
Joelle Janvier, MDT
Michael Doleman, MDT
Eric J. Muntan, MDT
Chan Lee, MDT

The Selection Committee will meet to review written or printed material regarding the qualifications of each of the certified firms as it relates to the requirements defined in the advertised document. If required, the Selection Committee will select several candidate firms meeting the published criteria, to make oral presentations at a properly noticed public hearing to the full Selection Committee.

The Selection Committee shall be responsible for evaluating, rating and ranking the proposals by each Committee member, based on the criteria and procedure contained in the advertised document. The Evaluation/Selection Committee will first evaluate and rank responsive proposals on the Technical (Quality) criteria. If responsive proposers are invited to make oral presentations, the Committee may re-rate and re-rank the proposals based upon the written documents combined with the oral presentation. You may utilize staff of the issuing department and the using agency to conduct a preliminary review of the proposals for responsiveness to the technical requirements. All requests for specific determinations shall be made in writing to the County Attorney's Office.

You are directed to assist me in the selection process considering the factors delineated in the advertised document. These factors may include methodology and management approach, qualifications and experience of principals and staff, financial stability, proposer's past performance of similar scope and size, proposer's detailed plans to meet the objectives of each task, activity, etc., pursuant to any schedule, proposer's previous County experience, history and experience of the firm or individual(s), understanding of the project and the County's objectives, responsiveness to the established requirements, and Cost/Revenue (normally separate and sealed). When the document requires the proposer to provide cost/revenue in a separate sealed envelope, cost/revenue will be considered separately and after the other criteria have been evaluated.

If you are unable to participate in the Selection process, contact this office through Small Business Affairs/DPM by memorandum documenting the reason why you cannot participate. Only in cases of **dire** urgency may you be excused from participation.

The alternate committee member will serve only in the event of an approved substitution. No substitution of committee members shall be allowed after the first official meeting of the committee. The Department of Procurement Management's (DPM) RFP Unit may substitute the chairperson to ensure the appropriate level of staffing expertise as deemed necessary to accommodate the needs of this solicitation.

Following the oral presentation, or upon completion of the review process, the Committee shall prepare and submit a memorandum to include a narrative of the evaluation and justification of the top recommended firm(s) based upon the reasoning and mathematical formula, if utilized, and attach supporting documentation and a summary sheet which MUST include the following information:

Name of firm(s)
Quality Rating Score
Price
Adjusted Score (if applicable)
Committee's Overall Ranking

This report should be submitted to me through the SBA/DPM for review and consideration for further recommendation to the Board of County Commissioners.

As a matter of administrative policy and to maintain a fair and impartial process, all individuals appointed to the Selection Committee (including the Chairperson) and staff are instructed to refrain from discussing the solicitation with prospective lobbyists and/or consultants. Committee members are reminded that in accordance with the Cone of Silence Ordinance 98-106, they are prohibited from having any communication with potential respondents and/or their representatives. Violation of this policy could lead to termination.

All questions must be directed to the staff contact person(s) designated by the issuing department.

c: Miriam Singer, Director, DPM
Penelope Townsley, Interim Director, SBA/DPM
Harpal S. Kapoor, Director, MDT
Don Fleming, Director, ETSD
Jose Abreu, Director, MDAD

SELECTION COMMITTEE
MIAMI-DADE TRANSIT DEPARTMENT
REQUEST FOR PROPOSALS
AUTOMATED FARE COLLECTION SYSTEM

RFP NO. 8481-2/22

Committee Member/ Title	Department	Start Year With County	Ethnicity/ Gender	Education	Professional Licenses	Telephone #
Janice A. Walters Non-Voting Chairperson	DPM	--	--	--	--	(305) 375-1416
Jose Rodriguez Lead Field Test Engineer	MDT	1983	Hispanic Male	Bachelors in Electrical Engineering	N/A	(305) 637-3777
Daniel Mondesir Construction Manager 3	MDT	1995	Black Male	Bachelors in Electrical Engineering	N/A	(786) 469-5259
Sergio San Miguel Chief Financial Officer	MDT	2007	Hispanic Male	Bachelor of Business Administration (Accounting Major)	CPA	(786) 469-5194
Lars Schmekel Division Director	ETSD	2001	White Male	Bachelor of Arts in Economics	N/A	(305) 596-8779
Lillie Estrada, Manager Computer Services	SBA/DPM	2001	Hispanic Female	Bachelors in Business Administration w/ Major in Management and Information Systems and Minor in Computer Science	Oracle and DBA Certified	(305) 375-3112
Pedro J. Garcia, Chief Aviation Telecommunications (Alternate)	MDAD	1988	Hispanic Male	Masters in Engineering Bachelors in Electrical Engineering	PE, GC, Real Estate	(305) 876-7523

SELECTION COMMITTEE
MIAMI-DADE TRANSIT DEPARTMENT
REQUEST FOR PROPOSALS
AUTOMATED FARE COLLECTION SYSTEM

RFP NO. 8481-2/22

TECHNICAL ADVISORS (NON-VOTING)						
Rosie Perez, Senior Chief Information Technology and Support Services	MDT	1989	Hispanic Female	Bachelor of Business Administration in Management Information Systems Associate of Arts in Business Administration Associate of Science in Data Processing	N/A	(786) 469-5072
Jose de la Nuez Field Test Engineer	MDT	1981	Hispanic Male	Bachelors in Electrical Engineering	N/A	(305) 637-3723
Andrew Whitehorn Systems Analyst/ Programmer	MDT	1996	Black Male	Bachelor of Business Administration Associate of Arts in Business	N/A	(786) 469-5078
Boon-Choo Tan Senior Systems Analyst/ Programmer	MDT	2003	Asian Female	Bachelor of Science in Communications	N/A	(786) 469-5083
Anthony Bacallao Network Systems Integrator	MDT	2000	Hispanic Male	Bachelor of Science in Computer Engineering	N/A	(786) 469-5130
Hector Garnica Operating Systems Programmer	MDT	2004	Hispanic Male	Bachelor of Science in Computer Science	N/A	(786) 469-5126
Warren Ortiz MDT Electronic Technician	MDT	1975	White Male	High School	Elec. Mgmt & Trans. Plan Cert.	(305) 637-3781
Jorge Figuereo MDT Electronic Technician	MDT	1994	Hispanic Male	Bachelor of Professional Studies	N/A	(305) 884-7593
Diana Gonzalez Special Projects Administrator 2	MDT	1987	Hispanic Female	Bachelor of Science in Accounting	N/A	(305) 637-3798
Robert P. Pearsall, Chief Service Planning	MDT	1974	White Male	Master of Business Administration Bachelor of Arts in Environmental Science	N/A	(305) 637-3741
Carlos Balbis Transit Contracts Compliance Officer	MDT	1981	Hispanic Male	Business Administration Credits High School	N/A	(786) 469-5483
Lucious Williams Quality Assurance Engineer	MDT	2003	Black Male	Bachelor of Science in Electrical Engineering	N/A	(305) 375-5951
Joelle Janvier Department Controller	MDT	1989	Black Female	Masters in Professional Accounting	CPA	(786) 469-5190
Michael Doleman Manager, Revenue Reporting and Auditing	MDT	1994	Black Male	Masters in Finance Bachelors in Accounting	N/A	(786) 469-5354
Eric J. Muntan System Safety Manager	MDT	2000	White Male	Master of Science	N/A	(305) 375-4240
Chan Lee, Manager Treasury Services	MDT	1989	Asian Male	Bachelor of Public Administration Associate of Science in Commercial Art	N/A	(305) 375-5364