

Date: May 10, 2013

Procurement Contracting Officer: Fred Simmons, Jr.

After carefully considering current market research and/or negotiations, the following procurement decision has resulted on the above mentioned contract:

- The 2% (UAP) **will** be applied to the OTR year
- The 2% (UAP) **will not** be applied to the OTR year

This OTR contract also requires:

- Insurance Type A-1
- Performance Bond in the amount of \$800,000
- Other: _____

RECEIVED
 MIAMI-DADE COUNTY, FL
 DEPT OF PROCUREMENT
 2013 MAY 31 PM 4:23

CURRENT CONTRACT VALUE: \$45,247,963

- Additional allocation: \$ _____ Due to: _____
- Reduced allocation: (\$ _____) Due to: _____
- Savings through negotiations: _____
- Unallocated Dollars: \$ _____

TOTAL OTR VALUE **\$45,247,963**

CUMULATIVE CONTRACT VALUE TO DATE **\$90,495,926**
 (Including this OTR and all previous terms)

DEPARTMENT	CURRENT ALLOCATION	REQUESTED OTR ALLOCATION
MDT	\$45,247,963	\$45,247,963

(TO BE COMPLETED ONLY IF MULTIPLE DEPTS & FUTURE ALLOCATIONS ARE CHANGING)

VENDOR(S) TO BE INCLUDED IN THE OPTION-TO-RENEW:

VENDOR	FEIN # / SUFFIX
Cubic Transportation Systems, Inc	952773786 / 04

The new contract number shall be RFP8481-2/22-1, and the new contract period shall be from **June 1, 2013 to May 31, 2018.**

- X ALL OTRs PREVIOUSLY APPROVED (INITIAL TERM >\$1MILLION) (Copy of agenda item not required)
 BCC APPROVAL REQUIRED (If OTR will bring cumulative contract value over \$1M or over \$100k)
X BCC APPROVAL PREVIOUSLY RECEIVED (Copy of agenda item attached)
X SINGLE OTR PERIOD (5-years)
-

PAST CONTRACT USAGE DATA

Current Contract Term: June 1, 2008 to May 31, 2013

Awarded Contract Value: \$45,247,963

Releases (to date): \$45,247,963

MARKET RESEARCH**Background:**

Awarded on May 6, 2008, the contract for the Automated Fare Collection System (AFCS) provides the County service proven state-of-the-art fare collection system equipment, and professional services. The AFC system is intended 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 ISO/IEC 14443 compliant Contactless smart card on public transportation facilities.

To meet these future needs for equipment above and beyond the base system requirements, six specific options were included in the original contract awarded by the Board. Options in the contract total \$19,200,499. The contract includes two (2) five year options. Resolution No. R-498-08, Agenda Item 8(0)(1)(F) provides the County Mayor authority to exercise AFCS contract options. During the initial contract period, Change Orders in the total amount of \$3,248,224 have been awarded, increasing the contract value to from \$41, 999,739 to \$45,247,963.

Research Conducted:

Cubic remains an industry leader offering the latest technology and equipment. The contract is unique to MDT, including the software and software agreements. Cubic's proprietary software is used by the system, and requires modifications and enhancements to be completed by Cubic. As such, the system going forward is better maintained by Cubic. The Option that will allow Transit to meet UTFS Part 3 compliance for regional AFS, and the ability to implement Payment Card Industry Data Security Standards for point of sale debit card payments are essential components to the AFCS full service functionality. These system components are best integrated into the existing Cubic system by Cubic. The other tri-county agencies already use, to varying degrees, equipment from Cubic which would allow smoother integration and transition to total interoperable and system integration.

Several other companies, GFI (only fare boxes and TVM), Scheidt & Bachmann (Full System) and Zerox/ACS (Full System) offer AFCS systems and/or system components with similar functionality, service capability and professional services being provided under the current contract. In order to secure the services of another company to provide the equipment, parts and services required would be cost prohibited.

Cubic provides AFCS for several major cities in the US and larger agencies in Europe. US cities include:

- 1) Atlanta
- 2) WMATA
- 3) Chicago Transit Authority

Negotiations:

Negotiations with Cubic were successful in holding contract pricing established in 2006.

Recommendation:

It is recommended that the option-to-renew period be exercised in accordance with the contract terms and conditions; including the software agreements and revised pricing achieved through negotiations.

Integration of another vendor's products into the customized core system components (TVMs, Fare boxes, equipment/firmware, and software) creates complexities in maintaining system functioning, and will require development of interfaces to achieve current functionality. It is projected that these interfaces are cost prohibitive when compare to the current support costs for Cubic which are built into existing software maintenance and support agreements. Equipment compatibility is critical from an operational stand point. Transit's support staff is trained to maintain the current hardware, and the IT division is operationally functional in supporting the software needs in conjunction with Cubic. Loss of these synergies would be costly.

It is in the best interest of the County to continue its relationship thru this contract with Cubic. Cubic has met all the performance requirements, and continues to maintain the system, and provide equipment and services consistent with the contract requirements. They have been a reliable partner that has responded to the County's needs responsibly and timely.

The benefits for exercising this OTR are:

- o Priority pricing achieved in the initial contract (2006) will be maintained, with no increase during the OTR period
- o Continued excellent service
- o Cubic is an industry leader in providing Fare Collection Systems and components to domestic and international customers
- o County will maintain what has been a successful collaborative relationship in managing its Fare Collection System.

Procurement Contracting Officer: Fred Simmons, Jr.



Date: 5/13/13

VENDOR NUMBER: 952773786 CUBIC TRANSPORTATION SYSTEM INC
VENDOR SUFFIX: 04 **CREATE DATE:** 08/19/1998
MAIL CODE : PO PURCHASE ORDER **CREATED BY :** RAS
HEADER STATUS: A **DETAIL STATUS:** A **DPM REGISTER:** A **UPDATE DATE:** 05/17/2010
ATTN LINE 1 : **UPDATED BY :** XAVIER2
ATTN LINE 2 :
ATTN LINE 3 :
STREET : 5650 KEARNY MESA ROAD
CITY : SAN DIEGO **STATE:** CA **ZIP:** 92111
COUNTRY : US UNITED STATES
REGION : **LAST BID :** 03/02/2001
COUNTY : **LAST PO :** 04/04/2013
CONTACT NAME : MICHAEL ANDRANOVICH
E-MAIL : MICHAEL.ANDRANOVICH@CUBIC.COM
PHONE : 858 927-4645 **FED TAX/SSN:** 952773786
FAX : 858 565-6038 **FED TAX IND:** F
TOLLFREE :

F1-HELP F2-SELECT F3-DELETE F4-PRIOR F5-NEXT F6-HEADER
F7-DETAIL F9-LINK F10-SAVE F11-MORE
G014 - RECORD FOUND

LINK TO:

CONTRACT ADMINISTRATION

11:50 AM

CONTRACT ID :	RFP8481-2/22	OPTIONS TO RENEW :	2	NOTE PAD :	Y
TITLE :	AUTOMATED FARE COLLECTION SYSTEM			TERM CONTRACT :	Y
ITB ID :	AVCW0700712	PREV CONTRACT ID :	NONE		
COMMODITY ID :	318	NEXT CONTRACT ID :			
EFFECTIVE DATE :	06/12/2008	FORMER OTR :			
EXPIRATION DATE :	05/31/2013	NEXT OTR :			
OPEN DATE :	10/24/2007	BUYER ID/NAME :	730	SIMMONS JR., FR	
ADVERTISE DATE :	10/09/2007	CONTRACT MNGR :			
BCC APPRV DATE :	05/06/2008	REFERENCE ID :			
AWARD REF :		PRE BID :	Y	09/20/2007	M/R : R
CONTRACT ESTIMATE :	58,000,000.00	INSURANCE :	A	01 06/12/2008	
ORIGINAL AMOUNT :	41,999,739.00	PERFORMANCE BOND :	A	001 06/12/2008	
CONTINGENCY (%) :		PERF BOND AMT :		4,258,875.90	
APPROVED CNG ORDERS :	3,248,224.00	LIVING WAGE :	N	INSPG : Y	FS : E
PRORATION :				SURCHARGE :	NA
CONTRACT AMOUNT :	45,247,963.00	DPM APPR DATE :	02/28/2008	UAP :	Y
TOTAL BPOS :	45,247,963.00	REFERENCED PURCHASES :			
RELEASES :	45,247,963.00	REFERENCED PAYMENTS :		45,247,963.00	
UNALLOCATED AMOUNT :		F1-HELP	F2-SELECT	F3-DELETE	F4-PRIOR
		F7-OTR	F8-NEXT PG	F9-LINK	F5-NEXT
					F6-VIEW DOC
					F12-MODIFY

G005 - PRIOR RECORD DISPLAYED

MIAMI-DADE COUNTY
BLANKET PURCHASE ORDER

BPO ID: ABCW1300541

PRINT DATE: 06/07/2013

PAGE: 02

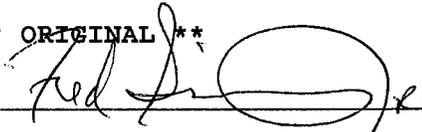
** ORIGINAL **

THIS CONTRACT IS SUBJECT TO A USER ACCESS FEE UNDER THE COUNTY USER ACCESS PROGRAM (UAP) IN THE AMOUNT OF TWO PERCENT (2%). THE VENDOR PROVIDING GOODS AND SERVICES UNDER THIS CONTRACT SHALL INVOICE THE CONTRACT PRICE AND SHALL ACCEPT AS PAYMENT THEREOF THE CONTRACT PRICE LESS THE 2% UAP AS FULL AND COMPLETE PAYMENT FOR THE GOODS AND/OR SERVICES SPECIFIED ON THE INVOICE. THE COUNTY SHALL RETAIN THE 2% UAP FOR USE BY THE COUNTY TO HELP DEFRAY THE COST OF THE PROCUREMENT PROGRAM. VENDOR PARTICIPATION IN THIS INVOICE REDUCTION PORTION OF THE UAP IS MANDATORY.

THIS IS A BLANKET PURCHASE ORDER COVERING PERIOD FROM 06/01/2013 TO 05/31/2018.

** ORIGINAL **

AUTHORIZED SIGNATURE: _____



DATE: _____

6/7/13

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