



**OHIO TURNPIKE AND
INFRASTRUCTURE COMMISSION**

682 Prospect Street
Berea, Ohio 44017

**ADDENDUM NO. 2
Issued October 18, 2019**

**RFP No. 1 - 2019
REQUEST FOR PROPOSALS
TO FURNISH AND INTEGRATE A
TOLL COLLECTION SYSTEM ISSUED OCTOBER 4, 2019**

**ATTENTION OF RESPONDENTS IS DIRECTED TO:
ANSWERS TO QUESTIONS RECEIVED THROUGH OCTOBER 17, 2019.**

Issued by the Ohio Turnpike and Infrastructure Commission through Jennifer L. Stueber, General Counsel.

A handwritten signature in blue ink that reads "J. Stueber".

10/18/19

Jennifer L. Stueber, Esq.
General Counsel

Date

Q#5 The drawings provided with the Draft RFP were lacking in the details that would allow us to fully understand the required construction work. The incumbent, having staff on the ground, is fully aware of the sites and had the advantage of completing prework well in advance of the RFP once they were aware of the RFP intent provided in the Draft RFP.

A#5 OTIC provided 100% as-built plans of the existing toll plazas in Appendix A – Exhibit AN. OTIC also conducted field verification of the conduits at the existing toll plazas which are provided in Appendix A – Exhibit AS. Furthermore, OTIC is allowing Integrators to schedule one-on-one site visits to assess the required construction required to install their TCS solution on the Ohio Turnpike. OTIC also provided 30% plans of the new toll plazas (TP 4, TP 49, TP 211 and TP 239) in Appendix A – Exhibit AC. OTIC will provide AutoCAD drawings of the new toll plazas upon request for specific sheet numbers. No additional information regarding these new plazas have been provided to the public. This process is fair to all Integrators and does not favor the existing Integrator.

Q#6 The OTIC anticipates that nine Class 1 E-ZPass conventional ticket toll plazas will be phased out in 2023, and integrators are expected to maintain the existing AVI equipment or furnish new equipment. We would need to install our lane controllers, for trip building purposes, to interface with this AVI system. As the operator of the current system, the incumbent would not bear this effort or expense.

A#6 After conversion of the existing TCS to the new TCS, these nine Temporary Class 1 E-ZPass Conventional Ticket Toll Plazas will become free flow to traffic. In a future addendum, OTIC will identify the toll lanes in each plaza that can be closed to traffic because the new free flow traffic pattern will allow increase throughput in each remaining lane. In addition, the number of travel lanes on these ramps are less than the existing number of toll lanes at these plazas. E-ZPass transponders can be read either in the existing toll lanes at these plazas or on the entrance and exit ramps to these plazas. Classification of vehicles is not required at these plazas as they would have been classified at the neighboring mainline toll plazas (TP 4, TP 49, TP 211 and TP 239). Integrators shall propose their solution to read E-ZPass transponders by direction at these nine interchanges in whichever manner they determine, either utilizing the existing AVI equipment or furnishing new equipment and build trips for Class 1 E-ZPass vehicles. OTIC will also consider allowing the Selected Integrator to reuse any new equipment installed at these nine ramps as spare parts after Class 1 E-ZPass trip building at these locations is no longer required in 2024. Such equipment may be counted as part of the spare parts inventory that the Integrator is required to provide for the Project, provided they are in good working order and approved by OTIC.

Q#7 Starting with the first installation of equipment, integrators are required to be responsible for all TCS maintenance. This again favors the incumbent, as it is their system that needs to be maintained.

A#7 Starting with the first installation of any new equipment in any lane or remote/back gate, the new Integrator shall be responsible for all TCS maintenance for that lane or remote/back gate. Existing lanes and remote/back gates that have not been modified by the new Integrator will continue to be maintained by the existing Integrator. Commencing immediately after Go-Live and after a successful transition to the new TCS, the new Integrator shall be responsible for maintaining all components of the TCS.

Q#8 Additionally, as we indicated in our comments submitted in response to the Draft RFP, the requirement to provide a redlined conceptual layout of our proposed system is not industry standard. The cost of delivering this requirement goes well beyond typical costs associated with the RFP process and would preclude a number of qualified integrators from bidding. Requiring qualified integrators to spend in excess of one hundred thousand dollars up front for a third-party engineer to produce a certified cost estimate without any guarantee of performing the work is not a normal cost of doing business and only favors the incumbent.

A#8 OTIC will provide a stipend to Integrators who submit a compliant proposal to alleviate some of the associated cost for a third-party engineer to provide conceptual redline plans and develop a certified construction cost estimate. An addendum will be issued in the near future to provide details regarding the stipend. Further information will be provided at the Pre-Proposal Conference on October 22, 2019.

Q#9 Every regional engineering firm with toll construction experience or experience with OTIC we have contacted has declined due to conflicts with other OTIC work or the potential to impact future work associated with this effort. This fact again favors the incumbent, who most likely has an engineer readily available due to the extended timeframe for which they have been installing and maintaining solutions for the OTIC. In addition, the time allotted for the RFP response does not give respondents time to complete this task and provide the OTIC with a highly responsive proposal.

A#9 OTIC recently issued a Request for Proposals to perform Project Management Services for the Installation of a New Toll Collection System and its Integration with the Customer Service Center and Unpaid Toll Processing Systems. There were several prime engineering firms and associated subconsultant engineering firms that submitted proposals. OTIC has selected a winning firm which will be considered for approval at the OTIC's Commission Meeting on October 21, 2019. Once approved, the other engineering firms will be available for Integrators to partner with. Further information will be provided at the Pre-Proposal Conference on October 22, 2019.

Q#10 Unfortunately, the RFP requirements outlining the extent of drawing markup required are not completely clear, and if we are expected to redline each lane for each plaza, the amount of work will exceed the timeframe allowed. Additionally, the incumbent, with their existing staff already on the ground, has the opportunity to visit each location on an as-needed basis in order to further refine their required design changes for the lowest estimate. Other respondents will not be able to do so, given the quantity of lanes and plazas across the OTIC 241-mile system to be covered in a single one-on-one site visit.

A#10 Redline markups of engineering plans for each lane of each plaza is not required. OTIC will specify a select number of toll plazas that need to be marked up sufficiently so that OTIC's design engineer can develop final design plans for construction. OTIC's Chief Engineer will discuss the level of effort required to provide redline markups for specific plazas at the Pre-Proposal Conference on October 22, 2019. This process is fair to all Integrators and does not favor the existing Integrator.

OTIC will provide AutoCAD drawings of the new toll plazas upon request for specific sheet numbers.

Q#11 Since integrators will undoubtedly add this cost to their bid price, which will in turn be passed on to the OTIC, we offer the following alternative suggestions:

- **Convert this requirement to a post-contract award, pre-NTP deliverable so bidders will be compensated for this effort.**
- **Permit integrators to provide their designs to an engineering firm provided by the OTIC and work closely with the integrators to create the required layout and estimate.**
- **Provide a stipend to integrators who submit a compliant proposal response to alleviate some of the financial risk associated with this requirement.**

A#11 OTIC will provide a stipend to Integrators who submit a compliant proposal to alleviate some of the associated cost for a third-party engineer to provide conceptual redline plans and develop a certified construction cost estimate. An addendum will be issued in the near future to provide details regarding the stipend. Further information will be provided at the Pre-Proposal Conference on October 22, 2019.