

Date: April 28, 2021

To: Board of Directors

From: Sam Desue, Jr.

Subject: **RESOLUTION NO. 21-04-17 OF THE TRI-COUNTY METROPOLITAN TRANSPORTATION DISTRICT OF OREGON (TRIMET) AUTHORIZING A CONTRACT WITH TECHNOLOGY INTEGRATION GROUP (TIG) FOR PROCUREMENT, IMPLEMENTATION, INSTALLATION AND WARRANTY SERVICES FOR MOBILE ACCESS ROUTER (MAR), MAR-SCRIPTING ENVIRONMENT (MAR-SE), AND MAR-CENTRAL MANAGEMENT INTERFACE (MAR-CMI)**

1. Purpose of Item

This Resolution requests that the TriMet Board of Directors (Board) authorize the General Manager or his designee to execute a contract with Technology Integration Group (TIG) for Procurement, Implementation, Installation and Warranty Services for Mobile Access Router (MAR), MAR-Scripting Environment (MAR-SE) and MAR-Central Management Interface (MAR-CMI) for TriMet vehicles (Contract).

2. Type of Agenda Item

- Initial Contract
- Contract Modification
- Other:

3. Type of Contract Procurement

- Low Bid / Invitation to Bid (ITB)
- Request for Proposals (RFP) (inc. CM/GC)
- Request for Qualifications (RFQ) (Personal Services)
- Other (inc. sole source): _____

4. Reason for Board Action

Board authorization is required for all personal services contracts obligating TriMet to pay in excess of \$500,000.

5. Type of Action

- Resolution
- Ordinance 1st Reading
- Ordinance 2nd Reading
- Other _____

6. **Background**

TriMet revenue service vehicles use Mobile Access Routers (MAR) MAR-Scripting Environment (MAR-SE) and MAR-Central Management Interface (MAR-CMI) (collectively referred to herein as MAR systems) to provide a communications link from each vehicle’s Intelligent Transportation System (ITS) equipment to the outside world. The MAR systems also route the ITS ethernet traffic within the vehicle. This ITS ethernet traffic may be carried on such equipment as the Computer-Aided Dispatch/Automatic Vehicle Location system, the Closed-Circuit Television Network Video Recorder, the Electronic Fare system (i.e., Hop validator), the Automatic Passenger Counter system, and the Passenger Information Displays inside and outside the bus.

The current MAR systems were installed with the original CAD/AVL procurement in 2011. The manufacturer, INIT, has not made any major revisions to the product in 10 years and indicates that it does not intend to provide long-term support. As TriMet continues to expand the presence of various technologies on its vehicles, MAR systems that are well supported and meet modern standards are essential to the reliability of current and future devices.

Design will begin as soon as the contract is approved, with installations occurring from Quarter 3 of 2021 into Quarter 3 of 2022. After installation, the MAR systems will be updated incrementally over seven years (about 14% of the fleet per year) to maintain compliance with the FTA's State of Good Repair and Transit Asset Management requirements.

Under the proposed Contract, TIG will be responsible for decommissioning and disposing of the existing MAR systems, installing the new MAR, providing training, documentation and any customization of the MAR systems needed to accommodate TriMet’s requirements. The MAR-Central Management Interface provided under this Contract will become the new standard for all TriMet vehicles, and future vehicle orders will require the MAR systems selected under this Contract to be installed prior to delivery.

7. **Description of Procurement Process**

TriMet issued a Request for Proposals for these services on December 16, 2020. A total of 414 vendors were notified of the RFP via the TriP\$ website. On January 20, 2021, TriMet received two proposals from Technology Integration Group (TIG) and Ensemble Solutions Group (Ensemble).

On February 4, 2021, the Source Evaluation Committee (SEC) met to discuss and evaluate proposals. Evaluation criteria included experience of the firm and key staff, diversity, approach to the work, compliance with technical requirements, warranty, and price. The selection committee consisted of members of the Information Technology Division.

After review of proposals from the two firms, TriMet's SEC ranked the firms as shown in the table below. Proposers were allowed to propose multiple MAR solutions. TIG proposed two, while Ensemble proposed one. The overall scores of each firm and solution are presented below.

Description	Ensemble	TIG (Cradlepoint)	TIG (DIGI)
Qualifications of Proposer, Staff, Diversity (250 Points)	177	210	210
Project Understanding and Work Plan (100 Points)	82.5	81.25	81.25

Compliance with technical requirements and warranties (350 Points)	224.5	227.75	318.75
Price Proposal (300 Points)	97	300	226
Total	581	819	836

The SEC determined that interviews with both proposers was appropriate and met with the firms on March 1 and March 4, 2021. Prior to each interview, the proposers were given the opportunity to view a TriMet vehicle in order to provide each with a better understanding of the environment in which they might be working. Following the interviews, TriMet issued a Request to both firms for Best and Final Offers (BAFO) which were received on March 26, 2021. Ensemble submitted two solutions in its BAFO. The SEC reconvened on April 6, 2021 to review and evaluate BAFOs.

BAFO scoring for each firm's proposed solutions are listed below.

Description	Ensemble (On Premise)	Ensemble (Cloud)	TIG (Cradlepoint)	TIG (DIGI)
Qualifications of Proposer, Staff, Diversity (250 Points)	177	177	210	210
Project Understanding and Work Plan (100 Points)	82.5	82.5	81.25	81.25
Compliance with technical requirements and proposed warranties (350 Points)	267.5	267.5	227.5	317.5
Price Proposal (300 Points)	192.2	198.8	300	265.7
Total	719.2	725.8	818.75	874.45

Based on the final scores, the SEC recommends awarding this Contract to TIG for the proposed DIGI solution. The total value will be \$2,416,671 over the seven-year life of the Contract. The proposed cost was deemed fair and reasonable based on comparison with the other price proposals received.

8. **Diversity**

TIG's workforce is 31.7% minority and 35.9% female; its total employee count is 239. TIG made good faith efforts to identify DBE-Certified firms with which it could subcontract for certain Contract services, but was unable to do so. During the course of the Contract, TriMet staff will work closely with TIG to identify any future subcontracting opportunities for DBE-Certified firms.

9. **Financial/Budget Impact**

The total contract value will be \$2,416,671 over seven years. The cost for the first year of the Contract is accounted for in TriMet's Information Technology Budget for FY2022.

10. **Impact if Not Approved**

If this contract is not approved, TriMet will need to reissue the RFP. This option is not recommended, as TIG is a well-qualified firm and resoliciting is unlikely to result in additional competition or a better price.

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WHEREAS, TriMet has authority under ORS 267.200 to enter into a contract with Technology Integration Group for Procurement, Implementation, Installation and Warranty Services for Mobile Access Router (MAR), MAR-Scripting Environment (MAR-SE) and MAR-Central Management Interface (MAR-CMI) for TriMet vehicles (Contract); and

WHEREAS, by Resolution dated October 25, 2017, the TriMet Board of Directors (Board) adopted a Statement of Policies requiring the Board to authorize personal services contracts that obligate TriMet to pay in excess of \$500,000; and

WHEREAS, the total amount of the Contract exceeds \$500,000;

NOW, THEREFORE, BE IT RESOLVED:

1. That the Contract shall conform with applicable law.
2. That the Interim General Manager or his designee is authorized to execute the Contract in the amount of not more than \$2,416,671, for the seven-year life of the Contract.

Dated: April 28, 2021

Presiding Officer

Attest:

Recording Secretary

Approved as to Legal Sufficiency:

Gregory E. Skillman
Legal Department