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Richmond, VA 232219

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**RESPONSE TO QUESTIONS RECEIVED FROM PROSPECTIVE PROPOSERS  
JANUARY 27, 2012 AND FEBRUARY 6, 2012**

The Virginia Department of Transportation (VDOT) is providing the following responses to questions received from prospective Proposers on January 27, 2012 and February 6, 2012. These responses reflect VDOT's position at this time and are accurate to the extent possible. Unique questions are reproduced with a response. Identical questions from multiple Proposers and their responses have been consolidated. VDOT reserves the right to revise its position on any matter related to the procurement.

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**PROJECT TITLE:** VDOT Transportation Operations Center and Advanced Transportation Management Systems Services

**ISSUE DATE:** February 9, 2012

**PURCHASE OFFICER:** Frederick Haasch

**PHONE:** (804) 786-2764

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No.	Question	VDOT Response
<b>Submission/Procedural Clarifications</b>		
1	Will a copy of the RFI Webinar presentation be made available to participants?	Yes, a copy of the presentation and responses to questions will be posted on the VDOT and eVA websites.
2	How will the procurement process be structured?  Will there be an RFQ followed by a shortlist and RFP?	VDOT is currently evaluating input from the industry in determining the appropriate procurement strategy (i.e., one-step process vs. two-step procurement process) and proposed project schedule.
3	We request that all the questions and answers generated at this session becomes part of public information	See response to question # 1 above.
4	Does one need to submit an RFI in order to be allowed to submit an RFP?  Will the response to the RFI be used as the basis to decide who will be able to respond to the RFP or will it be an open competition?	No, responses to the RFI are not mandatory in order to participate in the procurement process.  The RFI responses are for information only and they will not be a consideration for the procurement process.
5	Will VDOT provide the names and companies attending this webinar?	Yes, a list of companies that registered for the RFI webinar is attached in Appendix A of this document.
6	Will there be a mechanism to connect vendors with potential Primes?	No. Refer to Appendix A for companies that registered for the RFI webinar.
7	Will there be an opportunity for an on-site visit?  Does VDOT envision site surveys at each of the TOCs once the RFP is released?	Once the procurement method has been determined, VDOT will determine what level of site visits and due diligence is required.
8	Will you consider a lower SWAM goal for this project given the size?	SWaM/DBE goals are determined in accordance with VDOT policy.
9	Will the RFI responses be made public before or during the RFP procurement is released?	No.
10	Please clarify the due date for the CD and hard copy of RFI responses.	An email submission is due at 5pm on Feb 17th. Only an electronic copy is required. No hard copy is required. The submission may be email or submitted via other electronic formats.  In lieu of an electronic submission, VDOT will accept hard copy responses for the RFI delivered by 5pm on February 17, 2012

No.	Question	VDOT Response
11	In section 7 of the Submittal Instructions, the first bullet states that responses to the RFI should be submitted electronically. The fourth bullet contains the following verbiage "The above documentation may be provided on Compact Disk(s)...or bound or contained in a single volume where practical." By the reference to "bound in a single volume", is it the Department's desire to have <u>both</u> 1) an electronic submittal, and 2) a hardcopy/bound submittal; or just the one electronic submittal?	See response to question # 10 above. Additionally, electronic submittal is preferred. Hard copy is not required.
<b>Current/Future Contractual Clarifications</b>		
12	To what extent will the private partner be responsible to manage the staff or such staff will be managed by VDOT?	The vendor will be responsible for providing staffing for day-to-day operations of Traffic Operations Centers and related services.  VDOT will provide overall project management, coordination, policy guidance and managerial direction to the vendor.  See page # 13 of the webinar presentation for additional information.
13	Can you identify the companies you work with regarding your current sponsorship opportunities highlighted?	The companies VDOT currently works with for sponsorships are Iteris, Inc. and CRH Catering Co., Inc.
14	If scope of work does not cover a requirement that comes up in the future, will VDOT reserve the right to bid that out or will VDOT commit to offering it first to the ATMS provider?	VDOT would prefer to work with the ATMS provider (i.e., the vendor) where possible. However, depending on the nature of the work, there may be instances where services may be competitively procured outside of this contract.
15	Will the scopes and terms of existing TOC operations contracts be made available to interested parties during the RFP preparation stage, so that innovations or improvements can be contemplated by the proposer?	Yes.
16	Are there any arrangements with the 511 provider (now or in the future) for ownership or use of transportation data? In other words, will the ATMS supplier have access to the same data that Iteris has?	The existing 511 provider will be the sole provider for any publicly available TOC data and video.  The ATMS provider (i.e., the vendor) will have access to the data but will not be allowed to share/market that data to third parties.

No.	Question	VDOT Response
17	Is the intent to maintain the existing 5 TOCs, to combine or perhaps increase?	<p>VDOT's intent is to maintain the current functionality offered by the 5 TOCs, including the use of the TOCs as hubs.</p> <p>The delivery of TOC functions and services could be subject to re-engineering to gain efficiency.</p>
18	Does VDOT plan to continue using existing VITA telecommunication services contracts for ITS field device communications? How does this change under this RFI?	<p>VDOT uses a variety of VDOT owned and leased telecommunication services.</p> <p>VDOT intends to continue to be responsible for providing the telecommunication services for the term of this contract.</p>
19	Would you please define VDOT's use and meaning of the term "committed price" in question 2. We ask this since contract and pricing terminology can often carry complex meaning behind relatively simple language. For example, does VDOT define "committed price" as a single ten-year fixed cost for all elements; or would VDOT expect it to include discrete elements based on particular work efforts that vary as a result of different contract types (such as cost-plus for TOC Staffing and fixed price for ATMS)	<p>It is highly unlikely VDOT and/or the vendor community could determine a fixed price for this very complex bundle of services as they are dynamic in nature.</p> <p>A potential outcome to the award could be multiple payment structures based upon the service delivered such as; performance based availability payment for services, milestone based fixed cost deliverable, cost plus, or billable hourly rate.</p>
20	Please provide a detailed explanation of the limitations / restrictions in terms and conditions of agreements between the Department and any current or planned Traffic Video and Data (TV&D) Partners and/or Video Distribution Partners (VDPs) and whether or not these existing agreements provide holders of the existing contract(s) with exclusive rights to collection / distribution of data and video for revenue generation purposes	<p>VDOT will coordinate all sponsorship activities among the various revenue generating contracts. VDOT currently has a contract for Video and Data with Iteris and a contract for rest areas advertisement with CRH Catering Co., Inc.</p> <p>VDOT does not intend to alter the current sponsorship potential within these contracts at this time. However, VDOT reserves the right to make changes to the sponsorship activities within these contracts based upon VDOT business needs.</p>
21	With regard to Certified Payroll (as federal dollars are envisioned under this procurement and as it appears that more and more VDOT procurements envision some use of federal funds), will this fall under the purview of Davis Bacon and thereby require wage determinations and certified payroll reporting requirements?	<p>VDOT intends to make this contract a federally eligible project. Under most contracts of this type, Davis Bacon Act requirements are required to be incorporated.</p>

No.	Question	VDOT Response
<b>Technical Clarifications</b>		
22	In reference to the requirement for “TOC’s to support other transportation facilities and services”, you have provided example services including underwater crossings, mountain tunnels, tolls and ferry services. In this context, “support” could have a broad range - from staffing support at a tunnel control center, IT support for existing underwater crossing systems, facilities maintenance, field asset maintenance, or providing technical input into changes in policy and procedure. Would you please provide additional information and/or examples of the type of support you envision?	With this procurement VDOT is focusing on the TOCs. However, VDOT intends to structure the agreement to allow for scalability and flexibility going forward, which could include support in some or all of the key functional maintenance, administration, operations and service areas noted in the RFI.
23	The ATMS requirements suggest more than one approach could be selected as a method of delivery, including: a) a custom built (and financed) solution, b) using a software as a service model, c) an open source model, and/or d) use of a configurable off the shelf solution. Would you please clarify whether VDOT has a preference?	<p>VDOT has two existing software vendors that provide base level functionality today. The Concept of Operations included with the RFI is a “visioning” document that attempts to describe VDOT’s intended future state.</p> <p>The primary goal is increased TOC interoperability and redundancy. VDOT’s preference is migration to a single platform. We prefer to evaluate all viable options. There are many factors that will influence the final decision including: cost, transition duration, functionality, schedule, etc. to meet the “future state” requirements, and redundancy/fail-over capabilities.</p>
24	We would like to clarify whether the ‘open source’ model described in question 17 of the RFI is intended to be a concept that is addressed as: separated from the idea of ‘software as a service’, or combined with the idea of ‘software as a service’ that is also mentioned in this RFI.	<p>As stated in question above, VDOT does not have a preference for the proposed solution.</p> <p>Our understanding is that the proposed ATMS software solution will evolve overtime and that there may not be any “off the shelf” solution that fully satisfies the requirements outlined in the ConOps.</p>
25	In the RFI and appendices “asset management” and the “maintenance management systems” are referenced: will an asset management system also be part of this procurement?	No. VDOT currently relies on a mixture of ITS asset management practices within the 5 regions. NRO and ERO each have <u>different</u> maintenance management systems and the other regions use spreadsheets and/or other means. Our long-term goal is to use a statewide ITS asset management platform.

No.	Question	VDOT Response
26	Are there any additional states that have made impressions (favorable or unfavorable) to VDOT?	VDOT works with many states. Recently we visited Washington State and examined their software. There are many state DOTs that have made a favorable impression on VDOT.
27	The initial estimates of \$10M for the ATMS build – what is the basis for this estimate?	<p>This is a rough estimate based upon a vendor having a base ATMS product. It is unlikely that the software described in the Concept of Operations could be developed for \$10M without a significant initial effort/base product upon which to build.</p> <p>VDOT recognizes that there are many variables that could affect the cost of the proposed ATMS.</p>
28	On page 3, 7 <sup>th</sup> bullet of the RFI, “Providing performance based asset management of all facilities” Does this mean doing the maintenance and repair of the infrastructure at each of the five operations centers (e.g. electrical, plumbing, HVAC, etc.)?	<p>No, VDOT only intends for the selected vendor to maintain ITS infrastructure such as CCTV, DMS, and telecommunications.</p> <p>VDOT will be responsible for the utilities, building maintenance, security, janitorial, and grass mowing services.</p>
29	Is the current criterion for incident response the same in all 5 TOC areas? If not, will there be a requirement to develop a new or modified incident response criterion that can be applied to all 5 TOCs in the future?	<p>VDOT has urban and rural areas that have incident response and SSP.</p> <p>The future state, VDOT envisions that the same incident clearance and SSP response performance criteria should be applied to all TOCs.</p>
30	On page 8 of the RFI, in regards to the development of a new ATMS: Would the contractor have to develop the new ATMS prior to start of the project and then implement the new system within some specified time frame at the beginning of the 10 year period; or would the new ATMS be developed during the initial part of the 10 year period and then be implemented at some point? How does VDOT envision working?	<p>VDOT would transition certain aspects of this project over different time periods.</p> <p>For example many of the staffing functions would be transitioned over the first 90 days after notice to proceed. It is unlikely a vendor would transition all 5 TOCs simultaneously. Therefore, even staffing changes may be phased in over a period exceeding 90 days.</p> <p>The new ATMS software and ITS maintenance would also require a phased transition.</p>
31	Given the range of knowledge and skills required to address the scope of services sought and the questions posed, will VDOT entertain responses from individual companies with specific expertise providing partial solutions as well as responses from teams of companies with comprehensive solutions?	VDOT is seeking a single vendor or prime contractor who represents a team of vendors to perform all of the services outlined in the RFI.

No.	Question	VDOT Response
32	What is VDOT's vision for having the TOCs interoperable?	VDOT envisions that the Traffic Operations Centers should be able to serve in the "fail over" mode temporarily, if a serious problem occurs in one of the TOCs. There is a failover offsite facility in Manassas that should be considered.
<b>Commercial/ P3 Structure Clarification</b>		
33	Can VDOT elaborate more on the expectations of the P3 model? Is it solely related to the SSP sponsorship? Are you looking for a P3 model that would allow for revenue generation of all types?	<p>Governor McDonnell's January 23, 2012 press release noted a single respondent to the procurement would bring innovation and investment to operate all five transportation operation centers.</p> <p>The proposed procurement will include the full suite of services noted in the RFI, in addition to any enhancements made as a result of information gained from the RFI. RFI responses provided by the private sector will assist in determining the delivery method for procurement.</p>
34	On page 2, paragraph 2 of the RFI, what is the difference between "procurement of multiple integrated services" and "public private partnership design, implement, and finance a new ATMS platform....." Is VDOT suggesting two options here for procurement of the services or are these concepts in some way complimentary?	<p>Presently, VDOT relies on several contracts and vendors to provide the operations and maintenance of five TOCs, related field communications and ITS infrastructure.</p> <p>Under the proposed contract, VDOT is looking for an innovative approach to operate and maintain five TOCs and field ITS infrastructure as well as to implement the new ATMS platform in all five TOCs.</p>
35	Monthly service fees will be subject to deductions – is the government considering any incentives for exceeding goals?	VDOT encourages efficiencies and quality performance and will consider private sector ideas of establishing metrics to evaluate performance, good and substandard..
36	Based on historical P3 schedules for VDOT, what can the contractor do to make the approval process more timely?	VDOT and OTP3 will facilitate this procurement in a fair and efficient manner.
37	Performance Bonds: Given that there is reference to performance based contracting and as there may be some degree of construction due to repairs and upgrades, does VDOT envision that the contractor will need to provide a performance and or payment bond in the performance of the contracts?	Yes, performance bonds and/or some other satisfactory type of performance security are envisioned. The extent and/or mechanism (letters of credit or bond) has yet to be determined.

**APPENDIX A: RFI Webinar Registered Participant List**

1	Accenture	41	Open Roads Consulting, Inc.
2	ACS, a Xerox Company (Xerox Corporation)	42	Parsons Brinckerhoff
3	AECOM	43	PEMCCO, Inc.
4	Aegis ITS	44	RGA, LLC
5	Andrew J. Warcaba & Associates, Inc.	45	Roy Jorgensen Associates, Inc.
6	Ashurst LLP	46	SAIC
7	Asset Management Associates, PLLC	47	sensysnetworks
8	ATCS	48	Serco Inc.
9	Atkins	49	SICE
10	BRISA Auto Estradas de Portugal	50	Siemens ITS
11	CH2M HILL	51	SkyLine Network Engineering LLC
12	Cintra US, LLC	52	Summit Consulting Engineers, PLLC
13	Civic Initiatives, LLC	53	Telvent
14	COBRA (ACS Group)	54	The ILEX Group
15	CSC	55	TransCore
16	Delcan Corporation	56	Transdyn, Inc.
17	Digital Traffic Systems, Inc. (DTS)	57	Transpo Group Inc. (WA)
18	Drive Engineering	58	Travelers Marketing
19	Elite Contracting Group	59	URS Corporation
20	Envista Corporation	60	Weris, Inc.
21	Faneuil Inc.	61	Open Roads Consulting, Inc.
22	Fluor	62	Parsons Brinckerhoff
23	Grupo Etra		
24	HNTB		
25	HP Enterprise Services		
26	IBI		
27	IBM		
28	Illinois Division of Transportation		
29	Infrastructure Corporation of America (ICA)		
30	Iteris		
31	Jacobs Engineering Group		
32	Kimley-Horn		
33	Korea Development Bank		
34	Momentum, Inc.		
35	Mygistics		
36	NAG Inc.		
37	Noblis		
38	North Highland		
39	Northrop Grumman		
40	Omnibond Systems LLC		

Commonwealth of Virginia

RFI WEBINAR

February 6, 2012

# Transportation Operations Centers and Advanced Transportation Management System Services



OFFICE OF  
TRANSPORTATION  
PUBLIC-PRIVATE  
PARTNERSHIPS



# Agenda

## ■ Opening Remarks

- *Raymond Partridge*, Program Manager,  
Office of Transportation Public-Private Partnerships

## ■ Introduction

- *Tony Kinn*, Director,  
Office of Transportation Public-Private Partnerships
- *Connie Sorrell*, Chief of System Operations,  
Virginia Department of Transportation

## ■ Project Overview

- *Thomas Phillips*, PMP, Division Administrator,  
Operations & Security Division, Virginia Department of Transportation

## ■ Procurement Details

- *Raymond Partridge*, Program Manager,  
Office of Transportation Public-Private Partnerships

## ■ RFI Questions and Answers

- *Frederick Haasch*, Contract Officer  
Virginia Department of Transportation

## ■ Closing Remarks

- *Connie Sorrell*, Chief of System Operations,  
Virginia Department of Transportation

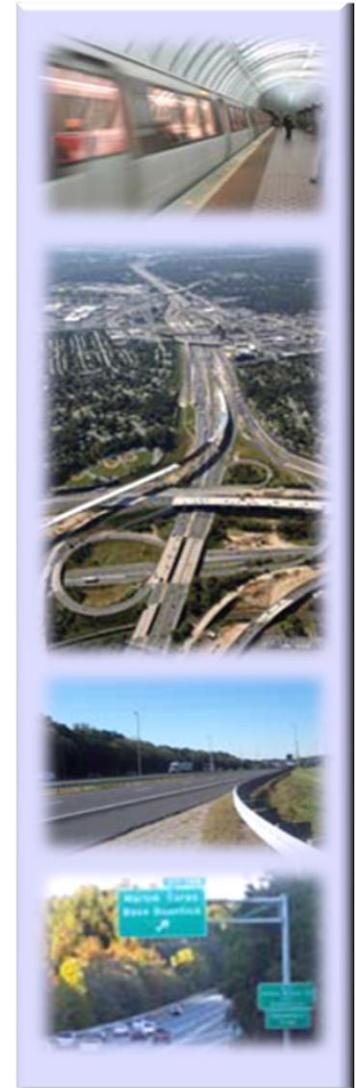
# Introduction

This project will develop a modernized Advanced Traffic Management System that:

- Helps to maintain and improves upon the Commonwealth of Virginia's goal of always raising our safety standards
- Serves the citizens of the Commonwealth and traveling public by enhancing their traveling experience within the State
- Delivers a uniform, centralized approach to traffic management throughout the Commonwealth
- Provides a traffic management platform that has capability to expand and modify to meet the Commonwealth's existing and future transportation needs
- Fosters creativity with our private partners that provides an avenue to test new products and concepts going forward

# Project Overview

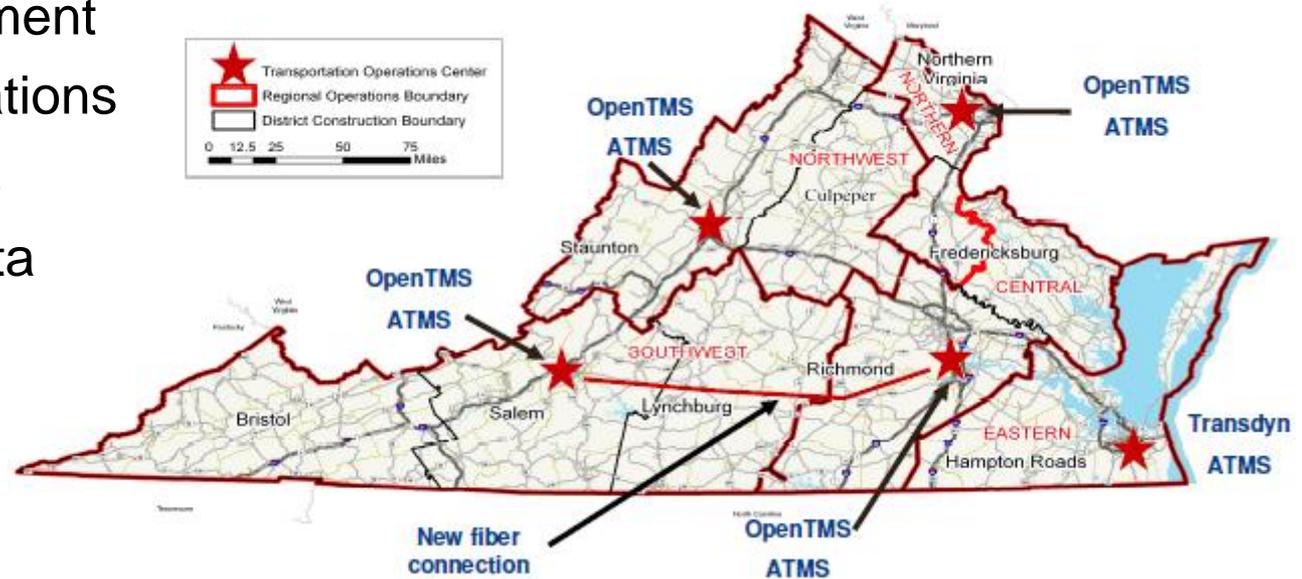
- **Background**
  - Current State Overview
  - Future State Overview
- **Project Objectives**
- **Opportunities for VDOT**
- **Purpose of the RFI**
- **Proposed Project Schedule**
- **RFI Questions and Answers**



# Background

VDOT has five Transportation Operations Centers (TOCs) key functions include:

- Traffic management and operations
- Incident management
- Emergency operations
- Dispatch services
- IT system and data maintenance administration
- ITS/IT field maintenance



# Current State Overview

VDOT maintains five TOCs that rely on the following key components:

- Existing Advanced Transportation Management Systems (ATMS)
  - Complex system of hardware & software at TOCs that control field devices and manage information
- Telecommunications
  - VDOT owns extensive fiber optic networks within the localized areas of NOVA & Hampton Roads (not connected)
  - Rural regions predominantly rely on leased telecommunications
  - Fiber optic resource sharing used when beneficial
- Control room equipment
  - Video wall, computers, and other related equipment/ systems
- ITS Field Devices
  - Cameras, weather stations, Dynamic Message Signs (DMS), ramp meters, vehicle detectors/ traffic counters, lane control signals, gates, Highway Advisory Radio (HAR) Transmitters

# ATMS Background

- VDOT has two ATMS platforms in operation today
  - Hampton Roads uses the TransDyn DYNAC system
  - Richmond, Staunton, Salem and NOVA uses the Open Roads OpenTMS system
- ATMS systems and associated technologies are complex, mission critical systems
  - Systems are required to run 24/7/365
  - They are the primary system at each TOC and provide critical “command and control” over all roadway devices
- Staunton and Salem business systems are interoperable
- NOVA has a fully redundant system
- VDOT has in progress a major upgrade of the 511 system

# Current Challenges

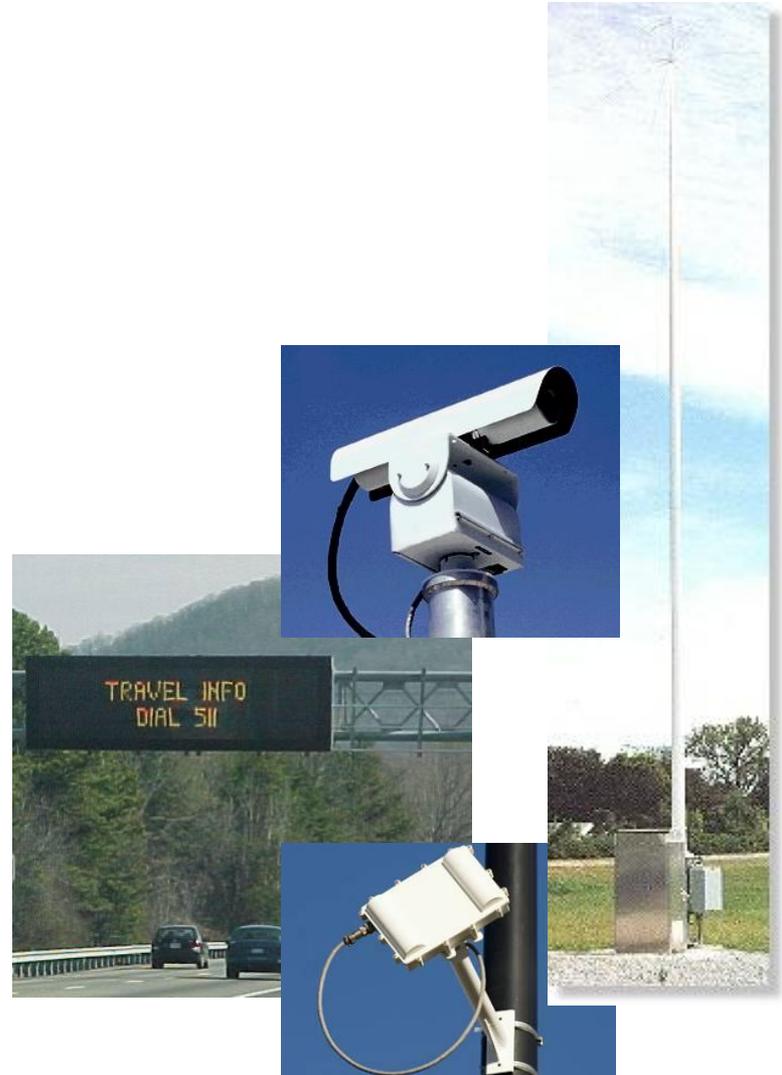
The Commonwealth faces a number of challenges in operating and maintaining its TOCs:

- Varying levels of outsourcing in each TOC for:
  - Equipment
  - Software
  - Operations
  - System maintenance and management
  - Technical support
- Organizational structures and resources vary in each TOC
- Two different ATMS systems across five TOCs
- Various types of field devices and field communications infrastructure
- There is a mix of modern and legacy ITS devices with varying capabilities

# Future State Overview

VDOT's vision of traffic management and road way systems includes the following characteristics:

- Interoperability of TOCs across five regions
- A single statewide ATMS platform
- Qualified team under a single contract
- Expand service areas
- Flexibility to scale-up operations
- Manage technology obsolescence
- Consistent statewide operation procedure, while accommodating regional characteristics



# Project Objectives

The overall intent of this Project is to contract with a firm, or prime contractor who represents a team of firms, that will provide VDOT with statewide services that include:

- Financing, developing, implementing, and operating and maintaining a new state-wide ATMS platform
- Maintaining ITS/IT field devices and communications systems
- Operating TOC system, dispatch services, incident management program, and emergency operations
- IT maintenance and system administration



# Opportunities

- Improving experience for travelers/users
- Leveraging private sector innovation
- Standardizing operations and technology
- Enhancing TOC staff proficiencies/capabilities
- Identifying and implementing sponsorship and revenue generation opportunities
- Protecting and enhancing current asset value/investment
- Utilizing innovative financing to meet investment needs

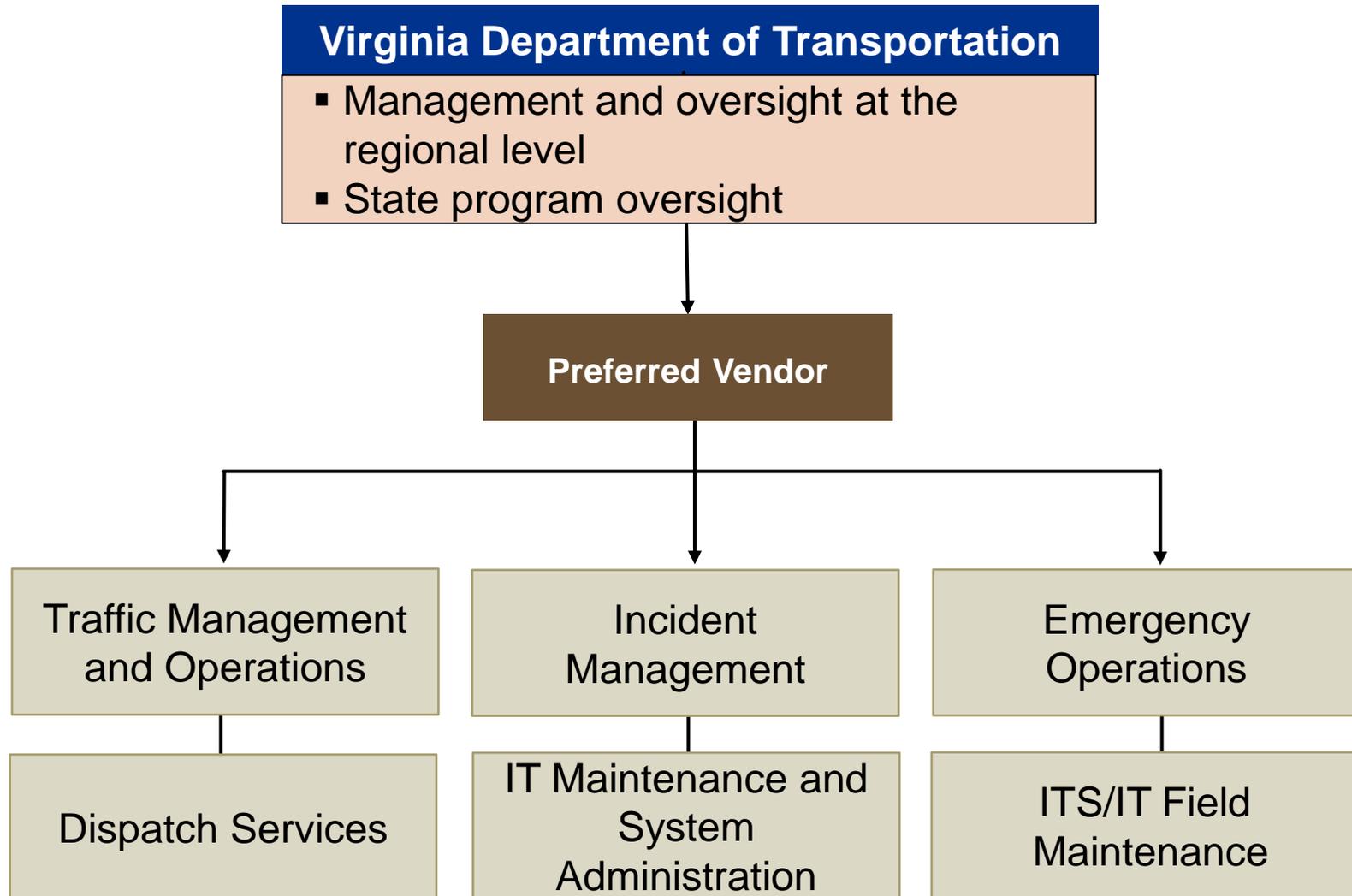


# Purpose of the RFI

- Provide an opportunity for potential respondents to articulate their interest in participating in the procurement process
- Solicit input from industry on a variety of issues, including scope, procurement, payment provision and schedule of the proposed Project
- Gather information on available options related to the management and operations of TOCs and related services
- Assist in evaluating next steps



# Proposed Project Structure



# Proposed Project Schedule

Procurement Phase	Date
Issue RFI document	January 18, 2012 (Completed)
RFI questions submission	January 27, 2012 (Completed)
RFI webinar	February 6, 2012
Responses due for RFI	February 17, 2012 (5:00 pm EST)
Issue the RFP document	March 19, 2012
Pre-bid conference	April 20, 2012 (2:00pm EST)
Responses due for RFP	May 31, 2012 (5:00 pm EST)
Select a preferred bidder(s)	June 29, 2012
Contract award	August 10, 2012

# **RFI Questions and Answers**

# Closing Remarks

- The Commonwealth of Virginia is committed to developing TOCs and ATMS that delivers a consistent approach across the State.
- Through this process, the Commonwealth seeks to employ public-private partnership to deliver this project.
- The Commonwealth looks forward to issuing procurement documents and awarding a contract.