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Solicitation Addendum

Addendum No.: 2
Solicitation No.: 19-N004334MG
Project No.: N/A
Solicitation Title: Mobile Ticketing Technology
Addendum Date: 11/6/2018
Procurement Contact: Maria Goldaraz

RFO 19-N004334MG IS AMENDED AS SET FORTH HEREIN. RESPONSES TO QUESTIONS POSED BY PROSPECTIVE BIDDERS ARE PROVIDED BELOW. THIS ADDENDUM IS HEREBY INCORPORATED IN AND MADE A PART OF RFO 19-N004334MG.

QUESTIONS AND RESPONSES:

Q.1. Is there a pricing form?

R.1. No

Q.2. Which individual/departments will be involved in the evaluation process?

R.2. The evaluation of offers will be conducted by Manatee County Transit Division staff and/or Manatee County Information Technology staff.

Q.3. If the vendor does not include contract exceptions with its proposal, will that vendor still have the opportunity to negotiate terms later in the process?

R.3. Offerors are free to include exceptions to the technical specification but there will be no opportunity to negotiate terms later in the process.

Q.4. What is the County's annual fixed fare revenue

R.4. FY 2018 total fixed-route fare revenue was \$841,695

Q.5. What is the annual ridership of the system and what is the utilization of the piloted application

R.5. FY 2018 ridership on the fixed route service was 1,368,584. Since April 2018, there have been a total of 13,654 boardings using the mobile ticket application

Q.6. In one section of the RFP, the County states there is a DBE goal of 4% (Exhibit 6), while another section states that the goal is not specific (DBE Participation form). Does the County have a specific DBE participation goal set?

R.6. There is no DBE participation goal for this project.

Q.7. Is Avail providing the CAD/AVL that is being installed currently?

R.7. Yes.

Q.8. Do the vehicles have ethernet or Wifi?

R.8. Only Ethernet is supported at the moment.

Q.9. Based on the section 1.07 Financial Processing, does the County expect the provider to be the merchant of record?

R.9. Yes

Q.10. Section 1.02 of Exhibit 1 refers to a mobile gateway that will be installed on all fixed route vehicles. Please provide:

Q.10.a The make and model of this device and the size of the data plan that will be associated with it.

R.10.a. Sierra Wireless Onboard Mobile Gateway (oMG 2032) equipped with Verizon unlimited cellular data plan

Q.10.b. The planned date of installation for this device or its timing in relation to the schedule for select and implementation of the new Mobile Ticketing technology.

R.10.b. Gateways are installed and active.

Q.10.c. Confirmation that this device can be used to provide communications for the optional electronic validator.

R.10.c. Ethernet only.

R.10. Offerors can provide one and/or two mobile ticketing system integration options:

R.10.1. A stand-alone mobile ticketing system that does not integrate with any onboard technology.

R.10.2. An integrated mobile ticketing system that integrates with other on-board technology.

Q.11. Section 1.05 of Exhibit 1 includes a requirement for integration with AVAIL Technologies. Such integration will require some form of application programming interface (API) as well as cooperation from AVAIL. Please confirm that MCAT can provide the successful bidder with the documentation for an appropriate API and assure the cooperation of AVAIL, including in the event that AVAIL elects to submit a proposal in response to this Request for Offers.

R. 11. Manatee County will provide the successful offeror with the documentation for an appropriate API and assure the cooperation with AVAIL in the event AVAIL elects to submit a proposal in response to this RFO.

Q.12. Please confirm if MCAT intends to provide a price proposal form or if bidders are free to submit pricing in any format and/structure.

R.12. Offerors are free to submit pricing in any format and/or structure.

Q.13. Section 2.02(K) of Exhibit 2 refers to a "firm fixed cost" however it is unclear how pricing is to be proposed. Please clarify if bidders are required to propose a firm fixed cost or if any other form of pricing can be proposed, such as variable pricing that is linked to transaction volume.

R.13. See response to Q.14.

Q.14. If a firm fixed cost must be proposed, bidders would be obligated to estimate the percentage of passenger adoption for the life of the agreement and to use the anticipated costs for that estimated percentage, especially in light of the fact that some provider costs are very likely to be linked to the percentage of passengers that use the new system and the quantity of fare products that are purchased and used. A bidder could, for example, propose a lower price by underestimating passenger adoption. In order to allow MCAT to make reasonable assessments of the price proposals, we respectfully request that MCAT cite the percentage of adoption, the quantity and dollar value of purchase transactions and the quantity of use transactions that should be used by each bidder in determining its price proposal.

R.14. In response to questions #13 and #14, Offerors do not need to submit a firm fixed cost for their corresponding offer and are encouraged to submit pricing in any format and/or structure. In addition, Offerors do not need to submit separate original and duplicate hard copies of any Fees Offer. Please include your mobile ticketing technology pricing model and fees in your submittal. In addition, please include any associated installation, training, and/or unit costs for the optional electronic validation system in your submittal.

End of Addendum

INSTRUCTIONS:

Receipt of this addendum must be acknowledged as instructed in the solicitation document. Failure to acknowledge receipt of this Addendum may result in the response being deemed non-responsive.

AUTHORIZED FOR RELEASE: _____

A handwritten signature in black ink, appearing to be 'mg', is written over a horizontal line.