



Ventura County Transportation Commission
950 County Square Drive #207
Ventura, CA 93003
805.642.1591

REQUEST FOR PROPOSAL
Mobile Ticketing and Advanced Fare Collection System
Addendum #1
August 17, 2020

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6. Existing Vendors Contact List – Fare Collection, Communications and CAD/AVL

Ventura County Transportation Commission

VCTC RFP No: 20-710
Title: Mobile Ticketing and Advanced Fare Collection System
Issued: July 10, 2020
Due: Sept. 1, 2020
Addendum: No. 1

Item #1: Acknowledgement of Receipt of Addendum

The undersigned acknowledges receipt of **Addendum #1 to VCTC RFP No. 20-710**. This receipt must be included with your firm's proposal. Any proposal submitted without a completed Acknowledgement of Receipt of Addendum may be deemed non-responsive and discarded.

Authorized Signature

Dated

Printed Name

Company/Firm



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Item #2: Pre-proposal Video Conference Attendee list.

First Name	Last Name	Email
Jessi	Brown	jessica.brown@cubic.com
Mahon,	Mark	mark.mahon@spx.com
Jason		jhelto26@gmail.com
Dev		dev@amnex.com
Avit	Castillo	acastillo@goventura.org
Guy		guy@masabi.com
tle		tle@goventura.org
Sean	Walcott	sean.walcott@cubic.com
thierry	burgess	thierry.burgess@paragon-id.com
Violeta	Villela	vvillela@goventura.org
Stephen	Efner	sefner@goventura.org
Christopher	Yi	chris.yi@hubspire.com
Sam	Daly	sam@tokentransit.com
Jeni	Eddington	jeddington@goventura.org
arunkumar.pv		arunkumar.pv@datamatics.com
Vicente	Simon	vicente.simon@masabi.com
Ross		wengeb7@ffwebookun.com
sreenivas.n		sreenivas.n@datamatics.com
Justin	Deno	justin@bytemark.co
Chung	Chung Tam	tam@americaneagle.com
Zachary	Browne	zachary@tokentransit.com
Greg	Elsborg	gelsborg@dart.org
Justin	Deno	justinpdeno@gmail.com
Puneet	Soni	puneet.soni@datamatics.com
Jeff	Nullmeyer	jeff.nullmeyer@masabi.com
Nishant	Upadhyay	nishant@amnex.com
Syed	Aziz	syed.abdul@gmail.com
dlopez		dlopez@goventura.org
Javier	Rios	rios.barriuso@bpcbt.com
Amnex		shravan@amnex.com
Bob	Hamilton	robert.hamilton@cubic.com
Patrick	Mccurley	pmccurley@dart.org
Tomás	Lara	tlara@docutronica.com



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Item #3: **Pre-proposal conference presentation copy.**

(CONTINUED)



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Ventura County Transportation Commission

Mobile Ticketing and Advanced Fare Collection System Request for Proposals

**Pre-proposal Conference
July 21, 2020**



Mobile Ticketing and Advanced Fare Collection System

TODAY'S AGENDA:

- ✓ INTRODUCTIONS
- ✓ PROJECT OVERVIEW
- ✓ RFP REQUIREMENTS
- ✓ QUESTIONS AND ANSWERS

Primary point of contact / "purchasing agent":
Aaron Bonfilio, Program Manager – Transit Services
abonfilio@goventura.org – 805.642.1591 x 121



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VCTC Background

- Countywide regional transportation planning agency for Ventura County
- Operate intercity commuter bus service (and administer local service on behalf of Fillmore, Santa Paula and County of Ventura)
- Provide regional fare media program to Ventura County transit providers– including single ride tickets and period passes (via magnetic stripe + visual validation), and *College Ride* -student “fare” promotion (visual validation student ID’s)
- Provide real-time passenger information and back-end CAD/AVL system to Ventura County transit providers
- 2001 to 2015: provided a regional account-based smartcard system to Ventura County transit providers (period passes and stored value “e-wallet”)



Scope of Work

- 1. Mobile ticketing solution for VCTC and Transit Partners**
- 2. Back-end office management and dashboard system**
- 3. Options – features and/or expansion**

Agreement:

- Five-year term following system acceptance
- Five additional 1-year extension options
- Total 10 years (5yrs base + 5yrs options)



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Transit Partners

Transit Partner Fleet

Transit Partner	Fleet
Gold Coast Transit District	61
VCTC Intercity	36
Camarillo Area Transit	19
Valley Express	15
Thousand Oaks	11
Simi Valley Transit	11
Moorpark City Transit	5
Ojai Trolley	5
Total Fleet	163

Ridership FY2018/2019

Transit Partner	Trips
Gold Coast Transit District	3,524,674
VCTC Intercity	654,595
Simi Valley Transit	230,188
Camarillo Area Transit	152,738
Thousand Oaks	145,176
Valley Express	89,296
Ojai Trolley	74,467
Moorpark City Transit	49,608
Total Unlinked Trips	4,920,742

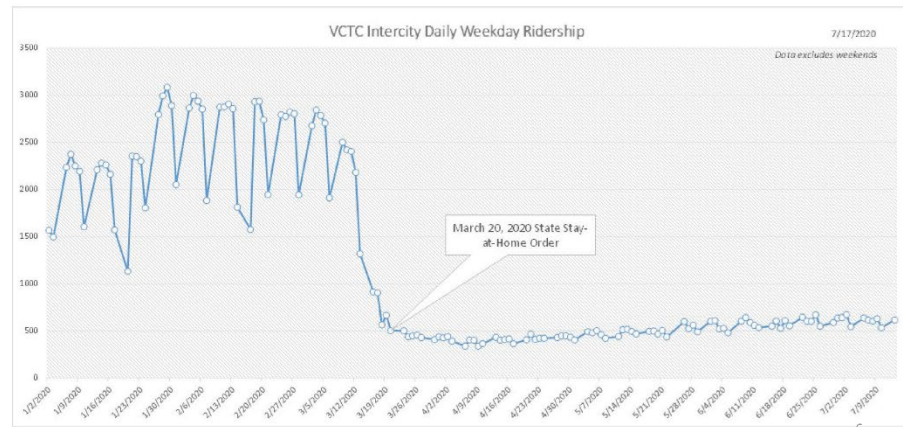
Regional Fare Media FY2018/2019

Regional Fare Media	Revenues	Units Sold
College Ride Tickets + CSU Faculty	\$ 474,417	431,647
Social Service Single Ride Tickets (F)	\$ 19,904	15,923
Social Service Single Ride Tickets (R)	\$ 7,717	12,862
31-Day Zone 1 (F) "Intracounty"	\$ 63,500	1270
31-Day Zone 1 (R) "Intracounty"	\$ 31,075	1243
31-Day Zone 2 (F) "Intercounty"	\$ 97,835	891
31-Day Zone 2 (R) "Intercounty"	\$ 3,965	74
Total	\$ 698,413	463,910



COVID-19 Impacts

- Ridership declines across all services modes
- Suspension of nearly all fare collection
- Limited vehicle capacity & increased standby "trippers" to ensure spacing





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Implementation

Desired Project Implementation Schedule

Four-month Implementation Period

(“Notice-to-proceed” to “System Acceptance”)

- I) Phase One: Initial Development and System setup
- II) Phase Two: Visual Validation solution and limited data collection.
- III) Phase Three: Automated Fare Validation/Collection, including back-end revenue reconciliation

Operations Term

IV) Phase Four: Ongoing service operations (5-year term)



RFP Requirements

- ✓ Carefully check all requirements of proposal; including all exhibits, forms and addenda.
- ✓ Responsibility of proposer to obtain addenda from VCTC website, Responsive proposals must acknowledge receipt of any/all addenda.
- ✓ Communications restricted to VCTC designated Purchasing Agent.
- ✓ Proposed Alternatives to specification(s) must be well described.
- ✓ Clearly explain in proposal any/all items marked “partially” or “non-compliant” in Table of Compliance matrix (Attachment B).
- ✓ Questions/communications regarding this RFP to be submitted in writing via email or U.S. mail.



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RFP Schedule



- | | |
|---|----------------------------------|
| ➤ Pre-Proposal Video Conference | July 21, 2020 (10 – 11AM) |
| ➤ Last Day to Submit Questions Regarding RFP | July 28, 2020 |
| ➤ Proposal Due Date | September 1, 2020 |
| ➤ Proposal Evaluations | September 2-16, 2020 |
| ➤ Oral Interviews Short-listed Proposers (if necessary) | September 24, or 25, 2020 |
| ➤ Best and Final Offer (BAFO) / Contract Negotiations | September 29- October 7, 2020 |
| ➤ Commission Review of Award and Contract | November 6, 2020 |
| ➤ Contract Execution and Notice to Proceed | November 9, 2020 |



Selection



Selection based on Best Value.

- ✓ *Proposals to be screened for responsiveness and responsibility*
- ✓ *Selection Team will only review responsible and responsive proposals*
- ✓ *Firms may be requested to attend Oral Interviews (9/24 or 9/25)*
- ✓ *Reference checks will be critical*
- ✓ *Weighted scoring system; Selection team to score technical proposal, with cost proposal assigned points according to formula*
- ✓ *Proposals scored and ranked with recommendation provided to VCTC Executive Director for review, then forwarded to Commission.*
- ✓ *Best and Final negotiations with one or more proposers possible.*



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Conclusion

- Carefully follow format and submittal requirements
 - Complete all attachments, forms and certifications in Appendix
 - Review all addenda
 - Clearly communicate any/all requests for modifications, exceptions or alternatives to RFP, specifications or contractual requirements.
 - It is not the Commission's intent to make substantial changes.
- Failure to take exceptions to the RFP or standard contract provisions within the proposal will be deemed a waiver of any objection.
- Proposals Due 4:00PM, SEPTEMBER 1, 2020
late proposals will be rejected



QUESTIONS?

Primary point of contact / "purchasing agent":
Aaron Bonfilio, Program Manager – Transit Services
abonfilio@goventura.org – 805.642.1591 x 121



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Item #4: Link to recording of video conference (including any verbal answers to questions) and copy of written questions submitted through "Question box".

PRE-PROPOSAL VIDEO CONFERENCE:

To access the video recording of RFP 20-710 Pre-proposal conference, click either of the links below:

- ➔ <https://www.goventura.org/work-with-vctc/contracts/> (all RFP documents, addenda and links)
- ➔ <https://youtu.be/ZBlqeaC49HE>

QUESTIONS SUBMITTED DURING VIDEO CONFERENCE:

(For answers provided during conference please check video.)

Question Report			
Report Generated:	7/21/2020 11:16		
Topic	Webinar ID	Actual Start Time	Actual Duration (minutes)
VCTC RFP PRE-PROPOSAL MEETING- MOBILE TICKETING AND ADVANCE FARE COLLECTION	854 7361 9582	7/21/2020 9:46	65
Question Details			
#	Question	Asker Name	Asker Email
1	are all participants auto-muted?	Justin Deno	justin@byte mark.co
2	Americaneagle.com - Chung Chung Tam	Chung Chung Tam	tam@americaneagle.com
3	tam@americaneagle.com	Chung Chung Tam	tam@americaneagle.com



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4	What is the budget allocated for this project? Capex and Opex	sreenivas.n	sreenivas.n@datamatics.com
5	Chris Yi	Christopher Yi	chris.yi@hubspire.com
6	Javier Rios, rios.barriuso@bpcbt.com: How many validators are to be procured? Javier Rios, rios.barriuso@bpcbt.com: Is it a cloud hosted solution valid? Otherwise, who should provide the data center? Javier Rios, rios.barriuso@bpcbt.com: Can be the number of daily transactions be provided?	Javier Rios	rios.barriuso@bpcbt.com
7	Can international companies participate?	Tomás Lara	tlara@docu tronica.com
8	Name: Justin Deno Firm: Bytemark email: justin@bytemark.co A) Does the entire fleet of vehicles require validators? B) How many total validators are needed?	Justin Deno	justin@byte mark.co
9	C)There are very few details regarding the required onboard validator solution. Does VCTC have any required specifications or hardware solutions that they prefer?	Justin Deno	justin@byte mark.co
10	Chris Yi - Hubspire - chris.yi@hubspire.com - Question: For the mobile ticketing, do we need integrate to a larger backend system?	Christopher Yi	chris.yi@hubspire.com
11	Guy Sutherland, Masabi - Will a list of attendees for this conference be distributed?	Guy	guy@masabi.com
12	Javier Rios, rios.barriuso@bpcbt.com: Due to COVID19, would it be possible to submit the proposal digitally? Javier Rios, rios.barriuso@bpcbt.com: Due to COVID19, in case a demo is required, would it be possible to have it virtually?	Javier Rios	rios.barriuso@bpcbt.com



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	<p>Javier Rios, rios.barriuso@bpcbt.com: Considering there is several service operators, is it required to provide a CCHS module? Is it required to perform the settlement to the different service operators?</p> <p>8.- Javier Rios, rios.barriuso@bpcbt.com: For an open loop system, an integration with bank and process are required. Is it known at this stage who those will be?</p> <p>9.- Javier Rios, rios.barriuso@bpcbt.com: For an open loop system, an integration with bank and process are required. Is it known at this stage who those will be?</p>		
13	Can you share list of participant firm of this meeting?	sreenivas.n	sreenivas.n@datamatics.com
14	May I ask which federal grant program the funds were secured under?	Greg Elsborg	gelsborg@dart.org
15	Thierry Burgess Paragon ID : could you define what is meant by "validation" "communication" in the price tables ?	thierry burgess	thierry.burgess@paragon-id.com
16	^This is Greg Elsborg from Dallas Area Rapid Transit. Apologies, can't easily get my details into Zoom	Greg Elsborg	gelsborg@dart.org
17	Tomas Lara from BPC. Can international companies without local representation participate in rfp?	Tomás Lara	tlara@docutronica.com
18	Guy Sutherland, Masabi +20 3920 9724 - Could you provide a list of vehicles included in the fleet, please?	Guy	guy@masabi.com
19	Greg Elsborg from DART - Referring to Federal reporting requirements and revenue tracking, is listing of fare products available by Agency and then sales of said product based on Agency (including regional passes listed under Agency) sufficient to fulfil this need? If not, how does the Agency envision	Greg Elsborg	gelsborg@dart.org



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	reporting be handled through initial visual validation		
20	Name: Justin Deno Firm: Bytemark email: justin@bytemark.co Question: The RFP lists a number of Optional Technologies. Can you share if there is a prioritization of these technologies or which options are more desirable than others?	Justin Deno	justin@bytemark.co
21	Sreenivas - Datamatics Global Services Inc When /What is the timeline you are look for the system to go live	sreenivas.n	sreenivas.n@datamatics.com
22	Jeff Nullmeyer, Masabi, jeff@masabi.com. Can you elaborate on VCTC's desired timeline for deployment. Phase 1: Regional Mobile Solution (within how many days?) Phase 2+: Reginal Electronic Valdation Solution (within how many months?)	Anonymous Attendee	
23	Guy Sutherland, Masabi - Do buses have existing internet/comms available for proponents to use where validators are installed or should these be provided as part of the proposed solution?	Guy	guy@masabi.com
24	Dev dev@amnex.com is account based ticketing is the requirement of scope of work?	Dev	dev@amnex.com
25	Guy Sutherland, Masabi - Will VCTC be distributing a recording of this Pre-proposal Conference?	Guy	guy@masabi.com
26	Greg Elsborg from DART - Can detials of the Paratransit operations currently in place by Agencies amongst the	Greg Elsborg	gelsborg@dart.org



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	consortium be provided as integration to these services is stated as an intended goal		
27	Thierry Burgess Paragon ID : Please confirm if the supplier is meant to be the merchant of record ? This means funds , liabilities and claims would be transfered to the supplier, not VCTC	thierry burgess	thierry.burgess@paragon-id.com
28	Thanks a lot, appreciate it!	Greg Elsborg	gelsborg@dart.org



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Item #5: **Letter dated 7/28/20 by Hinshaw and Culberston, LLP regarding Pre-proposal Conference and response by VCTC dated 8/11/20.**

(CONTINUED)



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Ashi Colina
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acolina@hinshawlaw.com

July 28, 2020

VIA EMAIL

abonfilio@goventura.org

Mr. Aaron Bonfilio
Ventura County Transportation Commission
950 County Square Drive, Suite 207
Ventura, CA 93003

Re: Submission of Questions for RFP No. 20-710
Mobile Ticketing and Advanced Fare Collection System

Dear Mr. Bonfilio:

I write on behalf of my client, to question whether it is permissible for Ventura County Transportation Commission ("VCTC") staff involved with RFP No. 20-710 – Mobile Ticketing and Advanced Fare Collection System (the "RFP"), to privately communicate with representatives of or advocates for RFP proposers.

It has come to my attention that during a pre-bid conference on July 21, 2020, Greg Elsborg, Dallas Area Rapid Transit's Chief Information Officer, asked a question. In response, you indicated that you may directly reach out to Mr. Elsborg after the pre-bid conference to further discuss. I understand that your rationale for communicating with Mr. Elsborg outside of the RFP process was due to Mr. Elsborg's status as an employee of a public agency.

It is my client's understanding that Mr. Elsborg was not in attendance at the pre-bid hearing as an impartial government official, but rather, as a representative of Dallas Area Rapid Transit as an advocate for a proposal in the response to the RFP. Section 4.2 of the RFP, Restrictions on Communications, states the following:

From the issue date of this RFP until a Proposer is selected and a contract executed, Proposer's are not allowed to communicate with any person involved with the development of this RFP or any person involved in proposal reviews regarding this RFP except the Designated Commission Purchasing Agent. Violation of this provision may result in the rejection of a Proposer's proposal.

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Mr. Aaron Bonfilio
July 28, 2020
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Further, Section 4.3 of the RFP, Submission of Questions, states that "Commission or Transit Partner staff will not respond to inquiries by Proposer's or their representatives regarding any aspect of the RFP." Additionally, Section 4.3 mandates that questions be submitted in writing and states that the questions and answers will be posted for all proposers to review.

Considering the foregoing, I request answers to the following questions:

1. Is it permissible for VCTC staff to communicate with Mr. Elsborg regarding the RFP in a manner that is inconsistent with the requirements set forth in Sections 4.2 and 4.3?
2. Outside of the pre-bid conference held on July 21, 2020, have any VCTC staff or Transit Partners communicated with Mr. Elsborg regarding the RFP?
3. If the answer to question 2 is yes: Who was present or involved in the discussion(s) and what was communicated by each participant?

Thank you for your attention to this important matter.

Very truly yours,
HINSHAW & CULBERTSON LLP
Ashi Colina
Ashi Colina
AC:ac



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(VCTC RESPONSE, 8/11/2020)

Dear Ms. Colina,

Thank you for your letter dated July 28, 2020 regarding the Ventura County Transportation Commission (VCTC) Request for Proposals for Mobile Ticketing and Advanced Fare Collection System (RFP No. 20-710).

In your letter you indicated that your client raised a concern about comments made during the subject RFP pre-proposal video conference held on July 21, 2020. Your letter questions whether VCTC staff would "privately communicate with representatives or advocates for RFP proposers". Specifically, this concern was raised regarding an attendee of the pre-proposal meeting, Mr. Greg Elsborg with the Dallas Area Rapid Transit (DART) agency. During that presentation, Mr. Elsborg submitted a question regarding the RFP and it was assumed his attendance was not as a potential proposer but as an "impartial observer". Often times, peer-governmental agencies confer about best-practices and lessons learned with complex projects or operations. I was presenting when this question was submitted and stated that, I would "follow up offline" if they had questions about our RFP based on the understanding that he was attending for impartial informational purposes. No such offline discussions or further communications between myself, VCTC, or the RFP Transit Partners and Mr. Elsborg or any other representative of DART have occurred, and no such communications will occur with representatives of DART or any other potential proposer.

Thank you for inquiring about this issue and allowing us to clear up any confusion.

Very truly yours,

Aaron Bonfilio



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Item #6: Existing Vendor Contact List – Fare Collection, Communications and CAD/AVL

<u>SYSTEM</u>	<u>ITEM</u>	<u>VENDOR</u>	<u>FLEET (IF APPLICABLE)</u>
FARE COLLECTION	Electronic Validating Fareboxes	SPX GENFARE: Mark A. Mahon, Director of Sales, Western Region 1.847.871.1115, mark.mahon@spx.com	Odyssey Fare Boxes: GCTD Fixed Route, Thousand Oaks, Simi Valley, VCTC. Cardquest Pass Readers: Valley Express
COMMUNICATIONS	Cradlepoint Modem and Router	APOLLO VIDEO/LUMINATOR: Martin Frazier Strategic Account Manager 425-483-7100 x 183, martin.frazier@apollovideo.com	Valley Express and VCTC
COMMUNICATIONS	Cradlepoint Modem and Router	GMV SYNCROMATICS: Alex Fay, Chief Commercial Officer, 213.973.1209, alex@gmvsync.com	Camarillo Area Transit, GCTD, Moorpark City Transit, Ojai Trolley, Simi Valley Transit, Thousand Oaks Transit
CAD/AVL	N/A	GMV SYNCROMATICS: Alex Fay, Chief Commercial Officer, 213.973.1209, alex@gmvsync.com	Camarillo Area Transit, GCTD, Moorpark City Transit, Ojai Trolley, Simi Valley Transit, Thousand Oaks Transit, Valley Express and VCTC