



Agenda Item No. (7)

To: Finance-Auditing Committee/Committee of the Whole
Meeting of December 14, 2023

From: Jennifer Mennucci, Director of Budget and Electronic Revenue
Joseph M. Wire, Auditor-Controller
Denis J. Mulligan, General Manager

Subject: **AUTHORIZE EXECUTION OF ON-CALL PROFESSIONAL SERVICES AGREEMENTS RELATIVE TO CONTRACT NO. 2023-D-092, CONSULTING SERVICES FOR TOLLING, ELECTRONIC PAYMENTS AND DATA ANALYSIS**

Recommendation

The Finance-Auditing Committee recommends that the Board of Directors authorize execution of On-Call Professional Services Agreements Relative to Contract No. 2023-D-092, *Consulting Services for Tolling, Electronic Payments and Data Analysis*, as follows:

1. Authorize Execution of Professional Services Agreements relative to Contract No. 2023-D-092, with the following firms:

FIRM	CITY/STATE	CATEGORIES*
Arcadis IBI Group	San Francisco, CA	A-E, H
AtkinsRealis USA, Inc.	San Francisco, CA	All
Clevor Consulting Group	Portland, OR	H
Deloitte Consulting LLP	San Francisco, CA	C,D,G
Four Nines Technologies	Corte Madera, CA	A,C,D,H
HNTB Corporation	Oakland, CA	All
HDR	Walnut Creek, CA	All
Jacobs Engineering Group Inc.	San Francisco, CA	A,B,C,D,E,H
RS&H California, Inc.	San Francisco, CA	All
Silicon Transportation Consultants	Kirkland, WA	All
WSP USA, Inc.	San Francisco, CA	A-E & H

* See Summary below for titles of categories.

These firms will provide a wide variety of specialized on-call project management, technical, and professional support functions related to the implementation and operation of a new replacement toll system, implementation and ongoing support for the Clipper fare collection system and data analysis for electronic revenue collection and District finances. Each Agreement will be for a five-year term with five additional one-year option terms to

be exercised by the General Manager if in the Golden Gate Bridge, Highway and Transportation District's (District's) best interest, as determined by the General Manager. While there is no guaranteed compensation to any one firm, the total aggregate not-to-exceed amount over the entire term of all agreements, including all option terms, is \$20 million.

2. Authorize the General Manager to issue individual task orders to the above listed firms up to the total aggregate approved amount if the task orders are within the contract scope, within the approved contract amount and if funding is available within the District's annual budget. All executed task orders will be presented to the Board's Finance-Auditing Committee in the *Quarterly Reports on Procurements Under the General Manager's Authority*.

This matter will be presented to the Board of Directors at its December 15, 2023, meeting for appropriate action.

Summary

The District has had an on-call consultant bench for technical support for toll operations, including both ongoing operational support and on-call assistance for a variety of technical services related to the toll operations program and electronic revenue since 2014. Over the last four years, the District has spent approximately \$4.72 million on on-call support under its current professional services agreements for technical support for toll operations relative to Contract No. 2018-B-05. Staff envisions higher levels of support being needed on an ongoing basis due to the need for upcoming capital projects.

The District determined it would be beneficial to establish a new bench of on-call consultants given the significant change over the last five years in the number and variety of vendors who perform this type of work and the additional work areas for which the Director of Budget & Electronic Revenue requires to support and meet the specialized needs of programs and time sensitive projects. In addition, this new on-call bench includes support for additional data and financial analysis work in areas under the Director of Budget & Electronic Revenue responsibilities.

Procurement Process

On October 13, 2023, the District issued Request for Proposals (RFP) No. 2023-D-092, *Consulting Services for Tolling, Electronic Payments and Data Analysis*, to seek proposals from qualified firms to provide on-call project management, technical, and professional support services in the following categories:

- A. Program Management
- B. Operations and Maintenance Support
- C. Planning
- D. Technology Evaluation and Support
- E. System Implementation Support
- F. Civil Infrastructure Review and Oversight
- G. Budget Office Support
- H. Other Program Support

The RFP was posted on the District's website and notice of the RFP was sent to 38 potential proposers. Proposals were received from the following firms by the submission deadline date of November 9, 2023:

Arcadis IBI Group, San Francisco, CA
AtkinsRealis USA, Inc., San Francisco, CA
Clevor Consulting Group, Portland, OR
Deloitte Consulting, LLP, San Francisco, CA
Four Nine Technologies, Corte Madera, CA
HDR, Walnut Creek, CA
HNTB Corporation, Oakland, CA
Jacobs, San Francisco, CA
RS&H California, Inc., San Francisco, CA
Silicon Transportation Consultants, Kirkland, WA
WSP USA, Inc., San Francisco, CA

A Selection Committee comprised of District staff reviewed and evaluated each proposal based upon the following criteria specified in the RFP:

- Proposer's Understanding and Approach - 0-30 points
- Proposer's Qualifications and Experience - 0-50 Points
- Social Equity – 0-5 Points
- Cost Proposal - 0-15 Points

Proposals were evaluated for each service category based on the evaluation criteria in the RFP, with regard to understanding of the District's needs; the firm's approach to meeting those needs; the skills, knowledge, and experience of the staff proposed; and the experience of the firm as a whole. After considering the written proposals and references, the Selection Committee determined that the selected firms meet all the requirements the District requested for each category for which the respective firms proposed. The qualifications of each selected firm were scored appropriately and determined to meet the District's need for the on-call services requested.

Staff, the District's Attorney, and the Disadvantaged Business Enterprise (DBE) Program Administrator reviewed the proposals and found the selected firms submitted all required documents, and their proposals are technically responsive to the specifications.

There was no DBE or Small Business Enterprise contract-specific goal established for these contracts. However, proposers were required to document their activities relating to the solicitation and selection of subcontractors, sub-consultants, and suppliers to ensure that this process was carried out in a nondiscriminatory manner. The DBE Program Administrator has determined that the selected firms have complied with the DBE requirements. Several proposers are DBE firms and have included DBE and SBE sub-consultants to perform work based on individual task orders. DBE and/or SBE participation is anticipated during the performance of these contracts.

While there are eleven firms who qualify and many of them can support the District in all requested areas, it is envisioned that most of these firms specialize in certain areas for the District and it will allow access to a more diverse and flexible group of vendors to support the District's toll and fare

collection system, as well as data and budget analysis support. The primary areas that the on-call bench is envisioned to cover and the firms who primarily will cover these areas would be:

Toll Operations Examples of work performed in this area are overseeing the day-to-day operations of the toll system through monitoring the system, overseeing the vendors who provide the system, and coordinating with regional partners on customer service system issues.

Firms specializing in this activity:

- RS&H California, Inc.
- HNTB Corporation
- Jacobs Engineering Group Inc.

Tolling Policy/Planning Examples of the type of work in this area are assisting the District in analyzing toll policy changes, developing the scope development for new software development needs, and assisting in planning upcoming maintenance needs in tolling, and procurement strategies.

Firms specializing in this activity:

- Silicon Transportation Consultants
- RS&H California, Inc.
- WSP USA, Inc.
- Deloitte Consulting LLP
- HDR

Capital/Construction Toll Projects Examples of the type of work include assisting in procuring, implementing, and overseeing capital projects.

Firms specializing in this activity:

- Arcadis IBI Group
- AtkinsRealis USA, Inc.
- HDR
- HNTB Corporation

Data and Financial Analysis Examples of the type of work in this area are assisting the District in trending of traffic and toll transactions, analyze the effect of changing toll structure, or monitoring the accuracy of toll collection and different parts of the process. In addition, trending and reviewing transit trends and revenue, revenue analysis, creating cost models for service, and assisting in work related to the District's yearly financial process.

Firms specializing in this activity:

- Deloitte Consulting LLP
- Four Nines Technologies
- HDR
- RS&H California, Inc.

Clipper Operations and Implementation Examples of the type of work in this area are assisting the District in the current operations of Clipper such as revenue reconciliation, business rule

review, implementation of new Clipper equipment, attending regional meetings, testing, reviewing implementation and operations documents, solving operational issues with the Clipper system as they occur, and overseeing the ticket vending machine vendor to assist with operational issues that arise.

Firms specializing in this activity:

- Clevor Consulting Group
- Jacobs Engineering Group Inc.
- WSP USA, Inc.

Fiscal Impact

These services will be provided pursuant to task orders, either on a firm fixed price or time and materials basis, as appropriate for the work involved. The total cost for this project for a five-year term with five additional one-year option terms, is not to exceed \$10 million over the initial term and \$2 million for each one-year extension. Funds for the task orders will be based on approved Capital or Operating Budgets for the fiscal year in which these task orders are implemented.

THIS PAGE INTENTIONALLY LEFT BLANK