

Section 5.2 states that “Each tier shall include base items identified in that tier and a minimum of 50% of optional items identified for that tier. Successive tiers shall include all base items identified and 50% of optional items of all previous tiers.” Can FDOT please clarify the intent of this requirement? As written, it seems to imply that if a vendor does not have a Fare Collection System (BASE item in Tier 1), they are precluded from providing a response to the other items in the RFP.

The intent of this requirement is to allow transit providers within the State of Florida to acquire the items identified as most important to the state and agencies.

Can this requirement be updated to allow proposers to respond to a particular tier as opposed to all three?

We are not prepared to amend the RFP at this time.

Section 5.2, page 10 states that “Costs associated for integration with existing systems and proposed sub-proposers must be included.” Without knowing the details of each agency's existing systems, can FDOT please clarify how proposers are to include those costs?

In the pricing proposal on page 89, we ask for a price per hour for integration.

Some solutions required in this solicitation require a central back-end system. How do you propose that this cost is captured within the pricing form, as the unit price is significantly impacted based upon fleet size?

There are approximately 300 transit agencies in Florida. They range from 2 or 3 vehicles to over 300 vehicles. Any and/or all may purchase from the awarded contracts. FDOT/CUTR cannot make an accurate estimate on the number of users that will purchase items from these contracts. Because we cannot provide a definitive number of vehicles, we will evaluate the proposed hourly, per vehicle or user price.

Would FDOT consider limiting indemnification to the contract value?

We are not prepared to amend the RFP at this time.

Will Electronic Submittal be accepted?

Submissions must be provided as indicated in section 8.2 Submission Information.

Proposals shall include two (2) hard copies (one original and one duplicate—mark the original as such) and six (6) electronic copies of the proposal on five (5) USB drives—mark the storage device with the company name); the electronic versions shall be an exact duplicate of the original, and the electronic version will be the official document exhibited in the contract. Electronic submissions must be included with the sealed submissions.

If proposers are not a Transit Vehicle Manufacturer, TVM, does the DBE requirement still apply?

YES, as described in section 7.6.

We cordially request a two-week extension.

We will extend the response date to July 1, 2021.

Is a vendor able to provide a proposal for only one or two of the 3 tiers mentioned in the RFP?

As stated, a vendor must provide 50% of the items as well as the bold underlined base items in tier 1 before proposing items in tier 2 and so on. Intended base contract items are bold and underlined below and must be included within each tier proposed. All other items shall be offered as “options” for purchase throughout the contract term as funding becomes available. Proposals shall provide details of other systems and capabilities not mentioned in this proposal. Each tier shall include base items identified in that tier and a minimum of 50% of optional items identified for that tier. Successive tiers shall include all base items identified and 50% of optional items of all previous tiers.

Are vendors able to only provide CAD/AVL system and modules usually integrated to a CAD/AVL (such as yard management or Infotainment), and not bid on systems such as Fare collection and paratransit, or is it mandatory to provide a proposal that include all the systems, even if subcontracted?

As stated, a vendor must provide 50% of the items as well as the bold underlined base items in tier 1 before proposing items in tier 2 and so on. Intended base contract items are bold and underlined below and must be included within each tier proposed. All other items shall be offered as “options” for purchase throughout the contract term as funding becomes available. Proposals shall provide details of other systems and capabilities not mentioned in this proposal. Each tier shall include base items identified in that tier and a minimum of 50% of optional items identified for that tier. Successive tiers shall include all base items identified and 50% of optional items of all previous tiers.

Will FDOT select several vendors based on their specialty (for example, vendors specialized in CAD/AVL, vendors specialized in Fare Collection, etc.)? or will FDOT only select vendors that will integrate the entire suite?

As a CAD/AVL vendor, we can work with partners to provide other system such as Paratransit AVL and Fare collection system. But if an agency only needs fare collection, there would be no added value for the prime to only subcontract, it would be best to have fare collection as a standalone option for Florida Transit agencies.

We also believe that it will reduce competitions if only vendors with the full suite of systems are being selected.

Can you please provide more clarifications in regard to these points?

This RFP is designed to provide agencies with as many options as possible and reduce the need for them to hire a separate integration company for additional products and software.

Multiple vendors may work together under one main vendor that will be responsible for all aspects of this RFP.

The proposed system shall enable a bus operator to simultaneously log-in to the AVL/GPS, fare collection system, destination sign, Automatic Passenger Counter (APC), Automatic Bicycle Counter (ABC), and other installed integrated transit technology systems. This system shall also enable the operator to interface with the AVL system for assigned vehicle runs. Is the ABC a separate system or do you just want to have the count of how many times the bike rack is deployed?

The ABC should operate the same as the APC recording and reporting.

The Proposer shall provide an automatic bicycle counter solution to provide an accurate count of bicycles placed on the bicycle rack. Are you asking for an individual count of each bike or just how many times the bike rack is deployed?

The system should provide an accurate count of individual bicycles.

Find a vehicle based upon user defined criteria, please provide clarity on what would be user defined criteria?

This may include, driver ID number or name, vehicle number, route number, run number, route name, late running buses, zone, or location, etc.

Regarding the tiers outlined on pages 9-10, is the expectation of the RFP to have a Prime Contractor submit a response to all three tiers; or can a response be submitted for one or two tiers only? It is not the intention to mandate a vendor to providing all items in the tiers.

As stated, a vendor must provide 50% of the items as well as the bold underlined base items in tier 1 before proposing items in tier 2 and so on. Intended base contract items are bold and underlined below and must be included within each tier proposed. All other items shall be offered as "options" for purchase throughout the contract term as funding becomes available. Proposals shall provide details of other systems and capabilities not mentioned in this proposal. Each tier shall include base items identified in that tier and a minimum of 50% of optional items identified for that tier. Successive tiers shall include all base items identified and 50% of optional items of all previous tiers.

Is the expectation of the RFP to have a Prime Contractor submit a response for multiple systems and requirements by partnering with subcontractors; or should each individual Contractor/Subcontractor submit a response for requirements specific to their solution? Our question relates to the two RFP statements below:

- Page 1 Statement of Intent: “Multiple awards may be issued as a result of this RFP to ensure that resultant agreement(s) fulfill both the current and future needs of Florida’s transit agencies.”

Awards will be made to qualified vendors to ensure agencies have the ability to select vendors of equipment, software, and services that they may currently have and wish to expand.

- Page 67 Minimum Requirements Criteria: “Proposer shall demonstrate the ability to successfully perform all tasks outlined in this RFP across the State of Florida. This includes the financial and human resources to acquire, install, integrate, service, and repair all base-systems listed above.”

By responding to A through G the committee will determine if you meet this section of the RFP.

Would FDOT consider display technologies other than LCD? For example, low power display technology that utilizes solar power. This technology could be particularly beneficial for Tier 1 (Paratransit and Small Rural System) as displays could be installed in remote areas without requiring an underground power source.

Yes, as mentioned in section 5.2, Proposals shall provide details of other systems and capabilities not mentioned in this proposal.

Could the central system provide the arrival and departure predicted times in a format that has been adjusted for delays? This would allow for the use of one standard set of algorithms and ensure that all systems using and displaying the information will be synchronized.

Yes, this would meet the content of the second paragraph of 5.3.29. Bus bay signs must integrate with the central system and display bus arrival and departure predictions based upon route schedules and the current, real-time bus location and application of appropriate algorithms. Predicted arrival and departure time displays must adjust as necessary based upon delays experienced by transit vehicles.

Clarification, Page (2) Existing Intelligent Transportation System Technologies: This section of the RFP seems to outline technologies that will be procured as part of the project. While Video Surveillance is mentioned in this section and other sections in regard to integration, there are not specific requirements for a “new onboard video surveillance solution.”

This section lists some of the technologies being used by Florida transit agencies.

3.2 Transit System Existing Intelligent Transportation System Technologies

The following technology solutions are currently being utilized by Florida’s public transit agencies. Proposers shall be capable of integrating these systems into a fully integrated intelligent transportation system solution.

Are vendors proposing solutions for this RFP to include “New Onboard Video Surveillance Systems.”

As stated in the pricing sheet (Video surveillance system integration) some agencies may wish to purchase surveillance cameras. Components and or hardware products are not a direct part of this RFP but may be incidental and would be a separate negotiation with that agency.

General Question: In late 2018 FDOT released an RFI (19-APTS) asking vendors to provide information that pertains to their products. Video Surveillance was a technology identified in that specific RFI. Will FDOT be releasing a different RFP for vendors to propose their onboard video surveillance technologies?

FDOT is currently considering developing an RFP for components and products for aftermarket installation on existing transit agency buses for upgrading and or replacement.

3.2.6 - Fuel management systems are mentioned. With the ongoing replacement of fossil fuels to electric vehicles, do you anticipate electric charging stations and embedded roadway charging to be part of this system?

This may be added in the future as this technology becomes more prevalent. If you wish to include this as an option in your response, please do so.

Scope 5.1 - Does procured hardware/software need to be pre-approved by TERL or other oversight process or can client testimony and performance data be used to justify proposed assets/software acceptance?

Client testimony and performance will suffice.

Scope 5.2, Tier 3 - Will broadband service status be required for backend operators to monitor and maintain broadband Internet resiliency 24/7 on all modes of transit equipped with this service?

Yes, there are some agencies in Florida that run 24/7.

General - Do you want pre-built reports or user-definable reports in addition to sections 5.4.21/5.3.22 through 5.3.33 or do you prefer we include in our technical narrative as referred to in 5.3.35?

Both pre-built and user defined reports capability are expected, and they must be customizable, exportable, and printable.

General - Any estimate of the number of users?

There are approximately 300 transit agencies in Florida. They range from 2 or 3 vehicles to over 300 vehicles. Any and all may purchase from the awarded contracts as funding and need becomes available. FDOT/CUTR cannot make an accurate estimate on the number of users that will purchase items from these contracts.

General - Does FDOT have well-defined processes or will need help/on-boarding with that?

Yes, training backend staff, logistics and other activities will need to occur as negotiated with the agency.

Technology - Are the new functionalities that FDOT desires to have that are not mentioned?

FDOT/CUTR is interested in all new innovations and feature that would benefit transit agencies in Florida.

Budget - What is FDOT's budget for the project?

These items will be purchased by individual agencies. These items will be purchased by individual Transit agencies using Local, State, or Federal funds. The final agreement will be between the vendor and purchaser.

To provide pricing for the various components, we would require the number of vehicles to quote. It is clear that FDOT has 3 tiers of agencies, but there is not any indication of the number of vehicles within each tier. Additionally, larger agencies within tier 3 do not have their own pricing form for the modules listed in the tier 1 table. It seems like it is expected that larger agencies would be paying the same price as a small agency for various systems. It is important to understand that when it comes to CAD/AVL systems that involve hardware, even a one vehicle difference can have a relatively significant impact to price. Understanding that the evaluation of costs is worth 25%, it would be helpful for the vendors to have a clearer understanding of what quantities should be quoted.

There are approximately 300 transit agencies in Florida. They range from 2 or 3 vehicles to over 300 vehicles. Any and all may purchase from the awarded contracts as funding and need becomes available. FDOT/CUTR cannot make an accurate estimate on the number of users that will purchase items from these contracts.

If you must provide a price range for something on 1 to 10 vehicles, 10 to 20 and so on we would accept that.

The pricing components of an ITS system typically includes the following: licenses, services, hardware, expenses, and ongoing fees (maintenance and possibly hosting). Looking at the pricing table, it is unclear how FDOT would like the numbers reflected.

If there is a per unit price such as in hardwar, provide that, ongoing fees in the fee column and hosting in the other price column. If they are annual fees, please explain that.

Is the intent that vendors are providing the total hardware price? If so, for what quantity of vehicles? It appears that items in the Tier 1 table are to be used for the larger tiers as well.

Because we cannot provide a definitive number of vehicles, we will evaluate hourly rate, or per vehicle cost.

What is expected to go under "Software price"?

This would be any software such as fare reconciliation, AVL, scheduling, etc.

Several of the items are only asking for a price per hour. How is FDOT going to determine and compare total costs for the evaluation?

We will use the price per hour.

Ongoing maintenance is typically an annual fee. What is intended to be provided under “maintenance price per hour”?

If there is no after installation per hour price you may place the annual fee with explanation there.

Is the intent to receive total costs quotes from the various vendors? If so, how should the total be presented?

Because we cannot provide a definitive number of vehicles, we will evaluate hourly rate, per vehicle cost or user price.

Alternatively, would you consider allowing the vendors to provide their own pricing forms? We would prefer to provide pricing that aligns with the tiers, tier 1, 2, and 3 which would allow FDOT to show their agencies projected costs based on their operation size.

If you wish to provide this in addition to our form for clarification, please do.

Regarding integration costs with existing systems, we would need to know which systems we are being asked to integrate with to price this out. For example, depending on which system it is, the integration may already exist, or we might need to build a separate integration for each existing vendor of that technology, which would increase the costs significantly?

We are asking for hourly rate pricing because we cannot provide a definitive number.

Are vendors welcome to only provide proposals for the components that they offer and not others?

As long as you meet the base and percentage requirements in section 5.2. You may provide a proposal for anything that you are willing to be responsible for. If there are warranty issues with a subcomponent that you proposed, you would be responsible as the awarded vendor.

In order to provide a quote, the following licensing characteristics would be required:

Because we cannot provide a definitive number of vehicles, we will evaluate hourly rate, per vehicle cost, or user price.

- a. Total number of fixed route vehicles to be outfitted with CAD/AVL technology
- b. Total number of demand response/paratransit vehicles to be outfitted with MDTs/tablets.
- c. Total number of non-revenue vehicles to be tracked in the asset management system.
- d. Peak number of fixed route vehicles
- e. Number of named fixed route schedulers.
- f. Number of employees to be managed within the system.
- g. Maximum number of demand response/paratransit trips to be booked on any given day.
- h. Maximum number of on-demand trips per week

Total number of named users to access the hosted environment.

Our recommendation would be to provide separate pricing tables for the various tiers to complete as well as various licensing characteristics to ensure comparable quotes from the various vendors. Can we provide separate pricing tables?

If you wish to provide this in addition to our form for clarification, please do.

Regarding infotainment, would FDOT prefer a content solution that is self-managed/provided, partially managed/provided, or fully managed/provided?

You may provide pricing on all three.

Would it be acceptable to allow the agencies to provide their own Android tablets?

We have no issue with this, place the price in the hardware price column.

Is FDOT looking for individual responses to section 3.2 (transit system existing intelligent transportation system technologies)? Many of these items read as technical requirements but are not included anywhere in section 5.3.

3.2 is a list of existing technologies in use in Florida. The technical information is provided to assist vendors in understanding what Florida agencies are currently using.

If yes, is there a preferred format?

No

If no, are vendors require to commit to all of these integrations?

Yes

Given the current COVID-19 pandemic and restrictions placed on us by the government, printing and submitting our proposal physically via a shipping service internationally will be very challenging. We want to ensure the safety of our clients and employees. For that reason, we would like to request that the submission process and signature requirements be electronic. Should you have an objection to this method of submission, please let us know.

Submissions must be provided as indicated in section.

8.2 Submission Information.

Proposals shall include two (2) hard copies (one original and one duplicate—mark the original as such) and six (6) electronic copies of the proposal on five (5) USB drives—mark the storage device with the company name); the electronic versions shall be an exact duplicate of the original, and the electronic version will be the official document exhibited in the contract. Electronic submissions must be included with the sealed submissions.

Can FDOT provide additional background on the origin of this solicitation?

We feel that the scope provides the answer to this question.

Can FDOT provide additional details on their overall goals for this solicitation and their desired outcomes?

To provide ITS and associated technology solutions that will improve and/or enhance transit system operations, safety, and maintenance functions with expanded capabilities.

Can FDOT provide details on what funding sources they expect agencies to leverage, to pay for contracts that result from this solicitation?

Funding may include State, Federal, Local, and private.

Can FDOT confirm that they anticipate to award contracts to multiple vendors as a result of this solicitation?

Yes

Our pricing structure varies depending on whether an agency chooses to purchase a single product or multiple products. How would FDOT want vendors to present pricing that incorporates economies of scale?

There are approximately 300 transit agencies in Florida. They range from 2 or 3 vehicles to over 300 vehicles. Any and all may purchase from the awarded contracts as funding and need becomes available. FDOT/CUTR cannot make an accurate estimate on the number of users that will purchase items from these contracts.

If you must provide a price range for something such as 1 to 10 vehicles, 10 to 20 and so on we would except that.

If a vendor is successful in this solicitation, how long will our submitted pricing models be valid for? For example, if an agency decides to utilize a vendor through this solicitation 4 years after FDOT's contract is awarded, will the vendor and agency be able to enter into a new, full-term contract, or only a partial-term contract that is based on the time remaining in FDOT's contract? In addition, will the costs to the agency be based on Year 1 of our pricing model or Year 4?

6.22 Price Escalation

The initial pricing proposed for software and hardware implementation will remain fixed through installation and for one full year following acceptance of the system. Following one year after acceptance, price escalation will be allowed as listed in this section.

If a vendor has existing contracts with agencies in the state of Florida for work that is similar to services outlined in this RFP, will those contracts be impacted?

Existing contracts will not be impacted.

Can FDOT provide additional context for how they are organizing agencies/transit systems into the three tiers? For example, how does ridership and number of transit vehicles vary between Tier 1, Tier 2, and Tier 3 agencies?

Ridership was not considered in the development of the tiers. Tier 1 would be for paratransit only 1 bus and up. Tier 2 is fewer than 100 vehicles and tier 3 is over 100 vehicles.

Can FDOT provide additional details on which agencies are participating in this procurement? Will all agencies that manage public transit systems in the state of Florida be eligible to contract with vendors who are successful in this solicitation?

Yes, any agency in Florida will be eligible.

Is it acceptable for software vendors to partner on bid responses?

Yes, you may provide a proposal for anything that you are willing to be responsible for. If there are warranty issues with a subcomponent that you proposed, you would be responsible as the awarded vendor.

Can software vendors provide bids on individual products or tiers and be in compliance? For example, if a potential vendor only bids on Tier 1, or only bids on fixed route or paratransit software components, will it still be a compliant bid?

As stated, a vendor must provide 50% of the items as well as the bold underlined base items in tier 1 before proposing items in tier 2 and so on. Intended base contract items are bold and underlined below and must be included within each tier proposed. All other items shall be offered as “options” for purchase throughout the contract term as funding becomes available. Proposals shall provide details of other systems and capabilities not mentioned in this proposal. Each tier shall include base items identified in that tier and a minimum of 50% of optional items identified for that tier. Successive tiers shall include all base items identified and 50% of optional items of all previous tiers.

The RFP calls out all technology solutions that are currently being used by Florida’s public transit agencies. It states that proposers should be capable of integrating these systems into a fully integrated intelligent transportation system solution. Is it fair to assume that this integrated system can include multiple platforms (i.e., a separate platform for CAD/AVL and cameras) except where explicitly stated otherwise?

YES.

For the Automated Fuel Management System integration, do these systems have API endpoints in order to obtain the maintenance data?

There are currently many solutions being used, there is no statewide preferred solution.

For the Passenger App, it states that app will feed existing AVL server XML data. Would GTFS-rt format work for these purposes?

A long as it can be integrated with other agency software and apps as needed.

For the Payroll Management System, does this system have API endpoints in order to obtain the data necessary for enabling accurate time keeping for vehicle operators?

There are currently many solutions being used, there is no statewide preferred solution.

For the Fixed Route Scheduling System integration, is there a preferred run-cut solution or one that is currently being used by one or more of these agencies?

There are currently many solutions being used, there is no statewide preferred solution.

Is a VLU required if the functionality required can be met without a VLU?

The proposer must provide supporting information which demonstrates functionality without a VLU to be considered.

For the AVA system, besides English and Spanish, what additional languages are being requested?

If a proposed system has the capability to include additional languages, that information may be provided in the proposal.

Can you expand on the 5.3.9 vehicle telematics connectivity requirement, specifically the vehicle direct link to maintenance system?

This may be through WLAN or the vehicle communication system. This would be decided by the agency itself.

Given the extremely comprehensive scope of this RFP, we urgently request a three (3) week extension.

We will extend the response date to July 1, 2021.

Will FDOT/APTS accept proposals from “best-in-breed” vendors who specialize in certain systems but do not offer all the base items, but who have an open architecture and have proven integrations with other ITS vendors who offer the remaining items? Or is this RFP only limited to submissions from systems integrators and prime contractors who have a coalition of subcontractors?

You may provide a proposal for anything that you are willing to be responsible for. If there are warranty issues with a subcomponent that you proposed, you would be responsible as the awarded vendor. Also, a vendor must provide 50% of the items as well as the bold underlined base items in tier 1 before proposing items in tier 2 and so on. Intended base contract items are bold and underlined below and must be included within each tier proposed. All other items shall be offered as “options” for purchase throughout the contract term as funding becomes available. Proposals shall provide details of other systems and capabilities not mentioned in this proposal. Each tier shall include base items identified in that tier and a minimum of 50% of optional items identified for that tier. Successive tiers shall include all base items identified and 50% of optional items of all previous tiers.

In light of the COVID-19 pandemic, will FDOT/APTS waive the requirement to submit hard copies and allow electronic-only submissions?

Submissions must be provided as indicated in section.

8.2 Submission Information.

Proposals shall include two (2) hard copies (one original and one duplicate—mark the original as such) and six (6) electronic copies of the proposal on five (5) USB drives—mark the storage device with the company name); the electronic versions shall be an exact duplicate of the original, and the electronic version will be the official document exhibited in the contract. Electronic submissions must be included with the sealed submissions.

For electronic copies of proposals, will FDOT/APTS accept submissions via email as a password-protected file or a link to a secure drop box, in lieu of sending a USB drive by mail?

Submissions must be provided as indicated in section 8.2.

What are the definitions of “small,” “medium,” and “large” as used in the tiers (i.e., by ridership, revenue, etc.), or can FDOT/APTS provide a list of agencies in each tier?

Tier 1 would be for paratransit only 1 bus and up. Tier 2 is fewer than 100 vehicles and tier 3 is over 100 vehicles.

The RFP only mentions fixed route and paratransit as modes. Any there any rail or BRT with offboard fare collection systems in scope?

Rail is not included but BRT may be with some of the large agencies.

May proposers submit different levels of pricing (for example, three tiers of pricing corresponding to the three tiers of systems), to reflect the true cost of services? Many vendors can offer larger agencies lower rates, due to economies of scale.

If you must provide a price range for something on such as 1 to 10 vehicles, 10 to 20 and so on we would accept that.

How should proposers represent pricing for components that are per vehicle or per unit?

As per unit or vehicle in the associated hardware or software column of the pricing sheet.

The pricing proposal form specifies that a number of components, such as Hardware installations, Integrations, Maintenance, etc. should be given in rates per hour, but not all vendors use hourly pricing models. How should proposers represent the prices for these components if they are per unit or fixed fees (or a combination thereof)?

If you cannot provide pricing as requested, you will need to explain in detail how you came to the price. If we cannot perform a cost comparison, we may not be able to award.

Some of the line items on the pricing proposal form are in fact complex systems whose price is made up of fixed and variable pricing for many individual components. May proposers add additional lines to the pricing proposal to better represent the actual prices of items?

Yes, with an explanation.

We respectfully request a two-week extension to the clarification deadline and three-week extension to the proposal submission date. We believe the extensions will enable us to provide our most comprehensive and cost-effective response.

We will extend the response date to July 1, 2021.

Is it possible to submit more than one (1) proposal from the same legal entity in response to the RFP? For example, if one (1) legal entity has multiple business units that focus on different market segments like Tier 1 and Tier 3.

You may provide a proposal for anything that you are willing to be responsible for. If there are warranty issues with a subcomponent that you proposed, you would be responsible as the awarded vendor.

Could you please provide additional clarification on the integration of video passenger counting? Is this intended to require the use of a camera-based APC system, or the use of captured video to manually verify APC count data?

A camera-based APC system.

Please provide a list of the various Fuel Management systems currently in use at agencies throughout the state.

There are currently many solutions being used, there is no statewide preferred solution.

Please provide a list of various Time Keeping applications currently in use at agencies throughout the state.

There are currently many solutions being used, there is no statewide preferred solution.

Will vendors be deemed non-responsive if they only propose to provide core elements of the solution for each tier (i.e., CAD/AVL solution only with integration capability to be determined individually with each agency)?

Failure to respond completely may deem your proposal non-responsive.

Is it possible to submit a proposal that only addresses solutions for one tier or is it required to provide a solution to each agency tier? For instance, if a solution is not well suited for larger Tier 3 agencies, could vendors propose to only provide a solution for Tier 1 agencies?

You may respond to tier 1 alone or tier 1 and 2 or all three as long as you meet the requirements in section 5.2.

Because there are so many variables for each agency that are unknown at the time of submission (i.e., make and model of existing hardware and software systems, different vehicle types, existing communications systems, etc.) how does FDOT envision that the vendors will be able to refine pricing for individual agencies during a direct negotiation and is there a provision for cost modifications as a result of that individual agency discovery?

To try and avoid any need for cost modifications we have asked for an hourly rate.

Can you provide examples of some of the existing core COTS or SaaS ITS solutions you are expecting responders to integrate with as part of this RFP? (i.e., Maintenance Management, Payroll, Fuel Management, TVM)

There are currently many solutions being used, there is no statewide preferred solution.

Can you elaborate on what are the specific base vs. optional items within each tier?

5.2 Base items and options

Intended base contract items are bold and underlined below and must be included within each tier proposed. All other items shall be offered as “options” for purchase throughout the contract term as funding becomes available.

Proposals shall provide details of other systems and capabilities not mentioned in this proposal.

Does the Agency see a need for contracting services to integrate and drive more value in a “connected” approach to all of the solutions requested in the RFP versus individual implementation plans?

5.2 The proposer should determine all necessary software, hardware, integration with legacy and proposed systems, training, and services needed to maximize the proposals technical specifications.

Is the pricing section considered a Statewide “vehicle” for procuring the proposed solutions? Or will pricing be adjusted based on each acquisition by the funding agency.

This is a statewide pricing agreement.

Is the State looking for solutions that are innovative running on Cloud based architectures or will they also consider “on-prem” standalone solutions?

We are interested in both. Individual agencies use different solutions.

There was no direct mention of a Platform to drive data intelligence, is there a desire to create a Data aggregation to improve efficiencies and insight into the challenges addressed by individual solutions.

We are interested in all platforms that would assist in the development of methods to maximize service efficiency.