

**Review of Proposals
RFP 2-2980 Rider Validation System**

ATTACHMENT A

Presented to Transit Committee - October 12, 2023

7 firms proposed, 2 firms were interviewed, 1 firm is being recommended

Overall Ranking	Proposal Score	Firm & Location	Sub-Contractors	Evaluation Committee Comments	Total Firm-Fixed Price for the Initial Term
1	82	INIT Innovations in Transportation, Inc. Chesapeake, Virginia	BrainSell, Inc. Interactive Communications International, Inc. Marathon Consulting, LLC MTX Group, Inc.	Demonstrated relevant experience providing RVS solutions to agencies of similar size and scope. Proposed project team has extensive experience. Project manager and lead engineer are proposed to be on-site for during key milestones. Demonstrated a clear understanding of project requirements and schedule. Detailed discussion of proposed solution and approach. Elaborated on proposed solution and approach, as well as provided detailed responses to interview questions. Received positive responses from references. Proposed lower firm-fixed price.	\$11,627,150
2	71	Vix Technology USA, Inc. Tempe, Arizona	ESP Group Interactive Communications International, Inc. RKL eSolutions Seattle Web Group Inc. Worldpay	Demonstrated experience providing similar services to transit agencies of similar size and scope. Proposed a knowledgeable and experienced project team. Inconsistency between proposal and interview regarding on-site presence of project manager and lead engineer during key milestones. Proposed project manager relied on team members to address technical questions. Provided a detailed work plan. Proposed RVS is a partial software as a service solution which limits customization. Proposed project schedule presents high risk to meeting established timeline. Presented approach and responded to interview questions. Received positive responses from references. Proposed higher firm-fixed price.	\$14,680,215

Evaluation Panel:

Internal:

- Revenue Administration (1)
- Scheduling and Bus Operations Support (1)
- Marketing and Customer Engagement (1)
- Transit Service Planning (1)
- Information Systems (1)

Proposal Criteria

- Qualifications of the Firm
- Staffing and Project Organization
- Work Plan
- Cost and Price

Weight Factors

- 20%
- 20%
- 35%
- 25%