

Review of Proposals
RFP 5-3898 Oversight Services for the 405 Express Lanes Back Office System/Customer Service Center Operations
Presented to Finance and Administration Committee - August 13, 2025
3 firms proposed, 2 firms were interviewed, 1 firm is being recommended

ATTACHMENT A

Overall Ranking	Proposal Score	Firm & Location	Subcontractor	Evaluation Committee Comments	Weighted Average Hourly Rate
1	85	HNTB Corporation Santa Ana, California	None	Highest ranked firm. Well-established, founded in 1914. Demonstrated relevant California tolling experience, including work with LACMTA, BATA, RCTC, as well as OCTA. Proposed project manager has 34 years of industry experience and 19 years with HNTB. Proposed project team demonstrated expertise in key areas including business operations, finance/accounting , and system integration Demonstrated a deep understanding of the project scope and delivered knowledgeable, detailed responses during the interview. Positive references received.	\$258.42
2	72	CMB Consulting, LLC Port Deposit, Maryland	Apollo ITS	Firm was founded in 2016 and demonstrated tolling experience working with MDTA and NCTA. Project Manager has 27 years in the tolling industry and two years with CMB. Proposed project team lack direct experience with California tolling operations. Presented general work plan, lacked detail in several key areas. Positive references received. Proposed lower rates.	\$188.97

Evaluation Panel:

Contracts Administration and Materials Management (1)
91 Express Lanes (1)
Project Development (1)
Accounting and Financial Reporting (1)
405 Express Lanes (1)

Proposal Criteria

Qualification of Firm
Staffing and Project Organization
Work Plan
Cost and Price

Weight Factors

25%
30%
20%
25%

BATA = Bay Area Toll Authority
LACMTA = Los Angeles County Metropolitan Transportation Authority
MDTA = Maryland Transportation Authority
NCTA = North Carolina Turnpike Authority
OCTA = Orange County Transportation Authority
RCTC = Riverside County Transportation Commission