

**Review of Proposals**  
**RFP 4-2110 Replacement of Fareboxes and Related Fare Collection Equipment**

**ATTACHMENT A**

Presented to Transit Committee - November 14, 2024

**5 firms proposed, 2 firms were interviewed, 1 firm is being recommended**

<b>Overall Ranking</b>	<b>Proposal Score</b>	<b>Firm &amp; Location</b>	<b>Sub-Contractors</b>	<b>Evaluation Committee Comments</b>	<b>Total Firm-Fixed Price for the Initial Term</b>
1	85	<p align="center"><b>LECIP Inc.</b></p> Headquarters: Bensenville, Illinois Project Office: Bensenville, Illinois	None	Demonstrated relevant experience developing and implementing farebox systems to agencies of similar size and scope. Proposed project team has extensive experience. Project manager and lead engineer are proposed to be on-site during key milestones. Demonstrated a clear understanding of project requirements and schedule. Detailed discussion of proposed farebox system and approach. Proposed an innovative and modern system leveraging the latest technology. Presented approach and demonstrated farebox system, as well as provided detailed responses to interview questions. Received positive responses from references. Responsive to best and final offer clarifications and confirmed all associated costs related to the requirements. Proposed competitive firm-fixed price, which is less than the independent cost estimate.	\$12,287,429
2	80	<p align="center"><b>Genfare, LLC</b></p> Headquarters: Elk Grove Village, Illinois Project Office: Elk Grove Village, Illinois	None	Demonstrated experience providing similar services to transit agencies of similar size and scope. Provided OCTA's current farebox system. Proposed a knowledgeable and experienced project team. Project manager and lead engineer are proposed to be on-site during key milestones. Proposed lead engineer had a prior commitment and did not attend the interview. Described approach and proposed farebox system. Proposed farebox has minor improvements compared to existing system nor does it seem to offer significant upgrades and benefits. Presented approach and demonstrated farebox system, as well as responded to the evaluation committee's questions. Received satisfactory responses from references. Did not clearly address if there are any additional associated costs related to the requirements. Proposed lower firm-fixed price.	\$9,622,117

**Evaluation Panel:**

Internal:  
 Revenue Administration (1)  
 Operations (2)  
 Transit Planning Services (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%