



Next Generation Wi-Fi Solution

RFSOQ201819-03

Pre-Submittal Meeting & Site Visit
Thursday October 4, 2018

300 Lakeside Drive, Room 1500 1PM
Oakland Maintenance Facility, 5.30PM



Agenda

- Safety Briefing
- Welcome and Introductions
- CCJPA Procurement Process
 - Timeline
 - Communications
 - Procurement Overview
 - Evaluation Criteria
- Statement of Work
- Final Questions
- One-on-One Meetings
- Site Visit to Oakland Maintenance Facility



Safety Briefing



Introductions

- CCJPA
 - Rob Padgette, Deputy Managing Director
 - Jim Allison, Manager of Planning
 - Shirley Qian, Senior Planner
 - Jim Baker, Xentrans
 - Alan Rowe, Xentrans

- Prospective Respondents

Purpose of Meeting



- To discuss procurement process, project objectives and measures of success.
- To highlight the main points of the RFSOQ.
- To accept your questions, and provisionally answer them:
 - Additional questions must be submitted in writing by October 30, 2018.
- To conduct private, one-on-one meetings with prospective respondents.
- To help you prepare a proposal that is compliant and complete.



Procurement Process

Master Agreement



- Winning Provider's SOQ will be meshed with the SOW, and a Conformed Statement of Work (CSOW) will be included with the Master Agreement.
- **Work Directives** (WDs) will be used to implement specific work tasks based on the Master Agreement.
- Anticipated WDs are:
 - New Single Level Siemens cars being built now under contract with Caltrans;
 - Existing Northern and Southern California Intercity Passenger Rail (IPR) fleets of rolling stock – upgrade to legacy Wi-Fi system;
 - Rail partner agency installations – e.g., Caltrain – greenfield & legacy upgrades.
- Pro Forma (*Instructions - Attachment C*) is a critical living document that carries forward from SOQ, CSOW, and cumulatively through each implemented WD.

Subscription-Based Delivery Model



- CCJPA seeks a **WiFi-as-a-Service Subscription-Based model** of solution delivery for California IPR.
 - Removes burden of solution ownership from CCJPA;
 - Helps mitigate risk of obsolescence by facilitating solution upgrades over time;
 - Allows for longer-term relationship with winning Contractor.
- Fully inclusive cost of Solution and ongoing support should be calculated at a monthly recurring rate over a specified period of time.
- CCJPA will also entertain commercial models that **mix capital and service costs**.

Pro Forma Rate Sheet



- Use of the **Pro Forma rate sheet** is critical for the initial baseline cost as part of the SOQ.
 - Pro Forma is modified for each WD and the cumulative executed WDs are the monthly payments due.
- Pro Forma includes (at a minimum):
 - Hardware
 - Software licensing & updates
 - Ongoing Service Desk & support
 - Staging
 - Shipping/delivery
 - Markups
 - Financing/amortization
 - Labor
 - Design of Pro Forma at prospective Provider's discretion. Valued will be:
 - Clarity
 - Transparency
 - Flexibility

Example Pro Forma Pricing (Hardware)



- Solution requires a Wi-Fi Access Point (AP) in each car that has an expected usable life of **three years** at which point it should be upgraded/replaced.

Item	Hardware	Staging	Shipping	Labor	Markup	Finance	TOTAL PRICE	Monthly Price*
Wi-Fi AP	\$ 3,000	\$150	\$35	\$85	20%	10%	\$4,316	\$120

* Total Price / 36 months

- On completion of the three-year term a new AP should be installed and the monthly fee adjusted for the new hardware if cost different from original unit.

Procurement Timeline



- RFSOQ released – Friday **September 28**
- Pre-Submittal Meeting – Thursday **October 4**
- SOQ Submission Deadline – Friday **November 9**
- Notification of Short List for Oral Interviews – Friday **November 30**
- Oral Interviews in Oakland – Tuesday **December 11**
- Firm selected for negotiations – December 11 or shortly thereafter

Procurement Communications



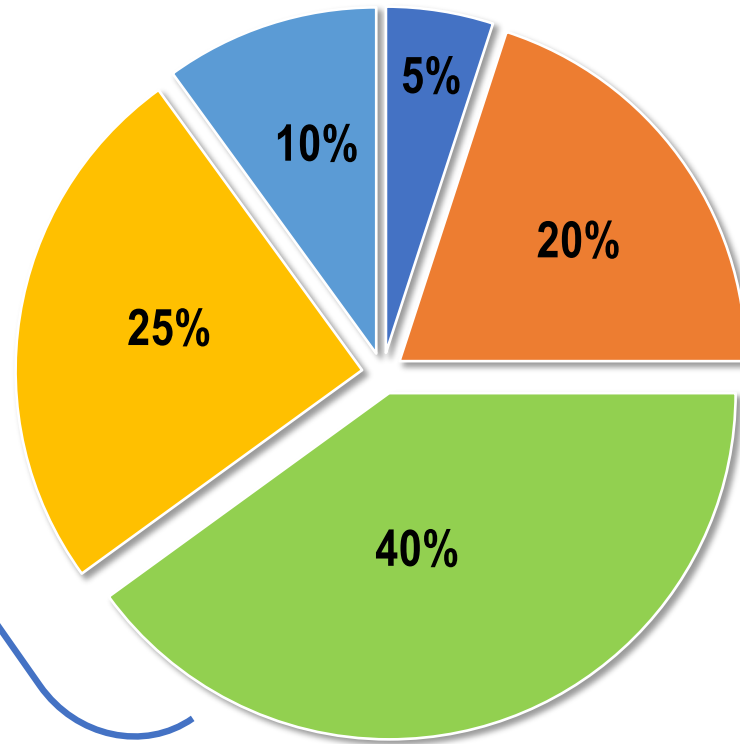
- All questions posed and answers given during this Pre-Submittal Meeting and One-on-One sessions will be recorded, transcribed and provided in writing via the Opportunities web site.
- Additional questions may be submitted in writing in accordance with the RFSOQ instructions and shall be officially responded to and communicated via the Opportunities web site.
- Any discussions regarding this solicitation between a Respondent and any employee or representative of CCJPA other than the Contract Administrator will result in the Respondent's disqualification from participation in the solicitation.

Procurement Overview



- Section A – Service Description
- Section D – Service Duration
- Section H – Compensation & Commercial Service-Driven Approach
- Section J – SOQ Submittal & required documents from Respondents
- Section Q – Evaluation Procedure
- Section R – Evaluation Criteria and Selection Process

Evaluation Criteria & Weighting



- Team Qualifications
- Vendor Experience
- Solution Approach
- Oral Presentation
- Cost-Rate Data

Solution approach & oral interview together account for **65%**



RFSOQ Statement of Work



Statement of Work Overview

- Current Situation
- Project Goals
- Business Requirements
- Notional Solution Architecture
- Statement of Work Structure
- Work Directive Process
- Questions

Current Situation



- The California Intercity Passenger Rail (IPR) fleets in Northern and Southern California were equipped with a Wi-Fi solution in 2011.
- Multiple, aggregated cellular links provide train-to-ground (T2G) connectivity; a combination of wired and wireless links on board to create a network the length of a trainset; and Wi-Fi access points in each passenger car to deliver Internet access free of charge.
- A total of **184 cars** are equipped today, comprising **36 'brain' cars** (where a mobile router is located) and **148 'intermediate' cars** (with Wi-Fi APs and connections between cars).
- A back-office suite of tools provides monitoring and reporting of the on-train solution, accompanied by Operation & Maintenance (O&M) services.
- The existing solution is considered end-of-life and will be replaced, on a Work Directive basis, with a next-generation solution using the latest available technologies.

Goals – What is CCJPA seeking?



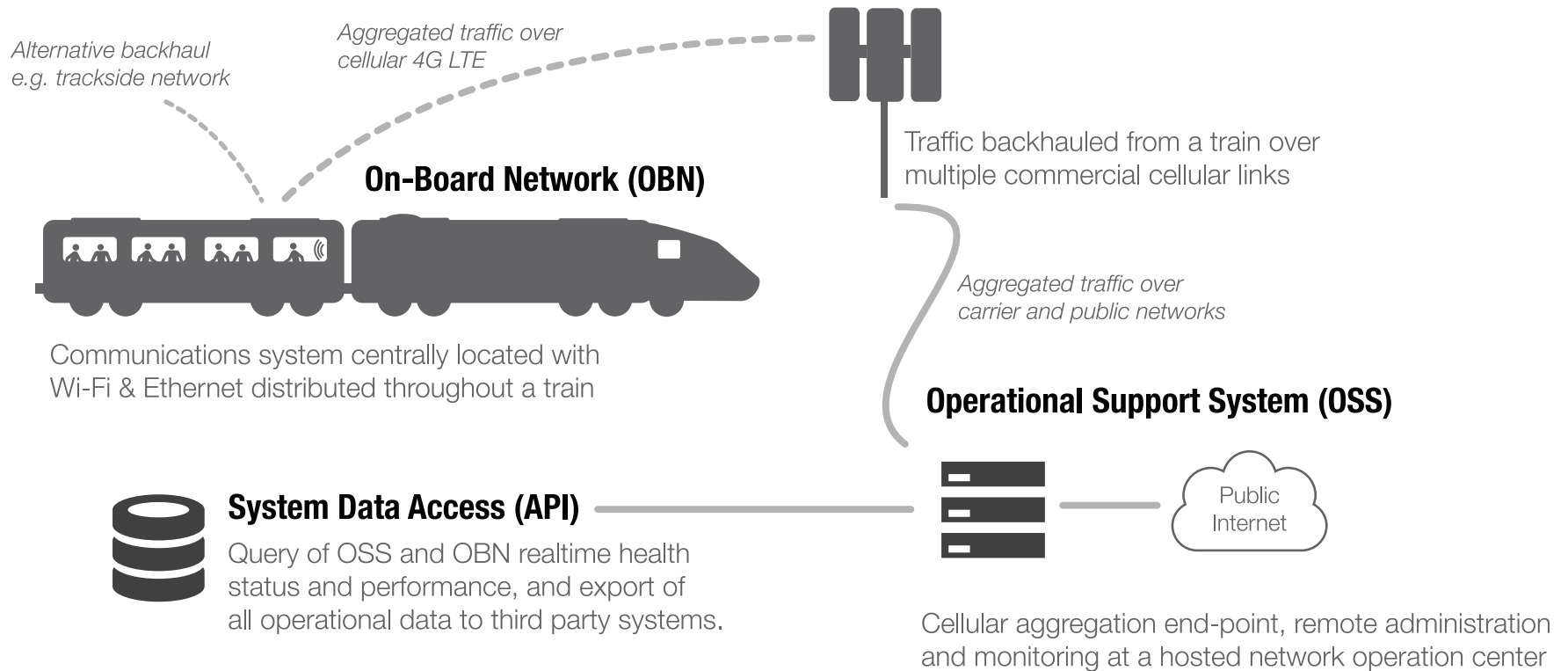
- A **next generation Wi-Fi solution** that can provide reliable and consistent high-speed connectivity on trains that will:
 - Provide an improved passenger Wi-Fi experience;
 - Interoperate with alternative backhaul mechanisms;
 - Support future on-board applications and services including on-board media & entertainment;
 - Offer open access to all data generated by the Solution using APIs and equivalent methods.
- A **prime Contractor** leading a team of sub-contractors who:
 - Can design, install, test, operate and maintain a complete solution comprising on-board and back-office systems;
 - Understands and meets CCJPA's business objectives and technical requirements;
 - Has the experience to successfully complete projects in a railway environment;
 - Offers a cost-effective and competitive solution that could be expanded to other fleets in the future.

Business Requirements



- **Solution scalability** over the duration of the contract term.
- **Technology evolution** through the use of modular components.
- **Environmental compliance** with equipment fit for purpose in a rail environment.
- **Cost effectiveness** via innovative technical and commercial approach.
- **Consistency** of the solution and its constituent parts installed on all rail cars.
- **Open access to system data** using industry-standard protocols and processes.
- **Interoperability with legacy systems** as and when this is necessary.

Notional Solution Architecture



Captive Portal and Optional Media



- CCJPA requires that the solution delivers browser-based landing pages within a captive portal, containing simple, context-sensitive content as part of the ‘core’ platform.
 - It shall be possible for CCJPA to undertake customization and upgrades to the portal content in-house.
- It should be possible to incorporate a media solution that allows delivery of rich media including video content, at CCJPA’s discretion.
 - Entertainment content may be proposed with commercial models;
 - A media solution would be piloted initially on a selected vehicles for market and content testing, and validation of the delivery mechanism;
 - A pilot and further rollout on fleets would be executed on separate WDs.

Statement of Work Structure



- Roles & Responsibilities
- OBN, OSS and API Functional Requirements
- Project Delivery by Work Directive
 - Stage 1 – Planning & Project Management
 - Stage 2 – System Design & Approvals
 - Stage 3 – OBN Installation
 - Stage 4 – Commissioning, and Validation & Acceptance
- Operation, Maintenance & Support



Final Questions & Answers

One-on-One Meeting Schedule



- 2-2:30 PM Icomera
- 2:30-3 PM Lilee Systems
- 3-3:30 PM Wabtec
- 3:30-4 PM BAI Communications
- 4-4:30 PM GBS
- 4:30-5 PM Nomad

About the Site Visit



- Site visit to the **Oakland Maintenance Facility** (OMF), commencing 5:30 PM.
- Please make your own way to the OMF, car recommended or 5 minute walk from BART West Oakland station:
 - 1303 3rd Street, Oakland CA, 94607-1803 ([View in Google Maps](#))
- Opportunity to see exterior and interior of selected target rail cars.
- Safety equipment is required:
 - Hard hat
 - Safety glasses
 - Appropriate (heeled) work footwear