



California Passenger Information Display System for Capitol Corridor, San Joaquins, and ACE

RFSOQ201819-04

Pre-Submittal Meeting
November 19, 2018

300 Lakeside Drive, Room 1500 1PM



Agenda

- Safety Briefing
- Welcome and Introductions
- CCJPA Procurement Process
 - Timeline
 - Communications
 - Procurement Overview
 - Evaluation Criteria
- Scope of Services
- One-on-One Q&A's
- Final Questions



Safety Briefing



Introductions

- CCJPA
 - Jim Allison, Manager of Planning
 - Shirley Qian, Senior Planner
 - Stephen Stagray, Consultant

- Prospective Proposers



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 January 4, 2019.
- To help you prepare a proposal that is compliant and complete.



Procurement Process

Subscription-Based Delivery Model



- Rail Agencies seek **PIDS as a service/subscription model** of solution delivery for Capitol Corridor, San Joaquins, and ACE (and possibly other partner rail agencies).
 - Removes burden of solution ownership from Rail Agencies;
 - Helps mitigate risk of obsolescence by facilitating solution upgrades over time;
 - Allows for longer-term relationship with winning Vendor.
- Fully inclusive cost of Solution and ongoing support should be calculated at a monthly recurring rate over a specified period of time.
- Rail Agencies will also entertain commercial models that **mix capital and service costs**.

Master Agreement



- Winning Vendor'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:
 - Design and testing of major components of CalPIDS;
 - Individual station and corridor-specific design;
 - Management of installation .
- Pro Forma (*Instructions - Attachment C*) is a critical living document that carries forward from SOQ, CSOW, and cumulatively through each implemented WD.

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 Vendor's discretion. Valued will be:

- Clarity
- Transparency
- Flexibility

Example Pro Forma Pricing (Hardware)



- Solution requires a Station Controller at each station that has an expected usable life of **five years** at which point it should be upgraded/replaced.

Item	Hardware	Staging	Shipping	Labor	Markup	Finance	TOTAL PRICE	Monthly Price*
Station Controller	\$ 1,500	\$150	\$35	\$85	20%	10%	\$2,336	\$39

* Total Price / 60 months

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

Procurement Timeline

- RFSOQ released – Friday **November 9, 2018**
- Pre-Submittal Meeting – Monday **November 19, 2018**
- SOQ Submission Deadline – Friday **January 11, 2019**
- Notification of Short List for Oral Interviews – Friday **January 25, 2019**
- Oral Interviews in Oakland – Friday **February 8, 2019**
- Firm selected for negotiations – **February 11, 2019** or shortly thereafter

Procurement Communications

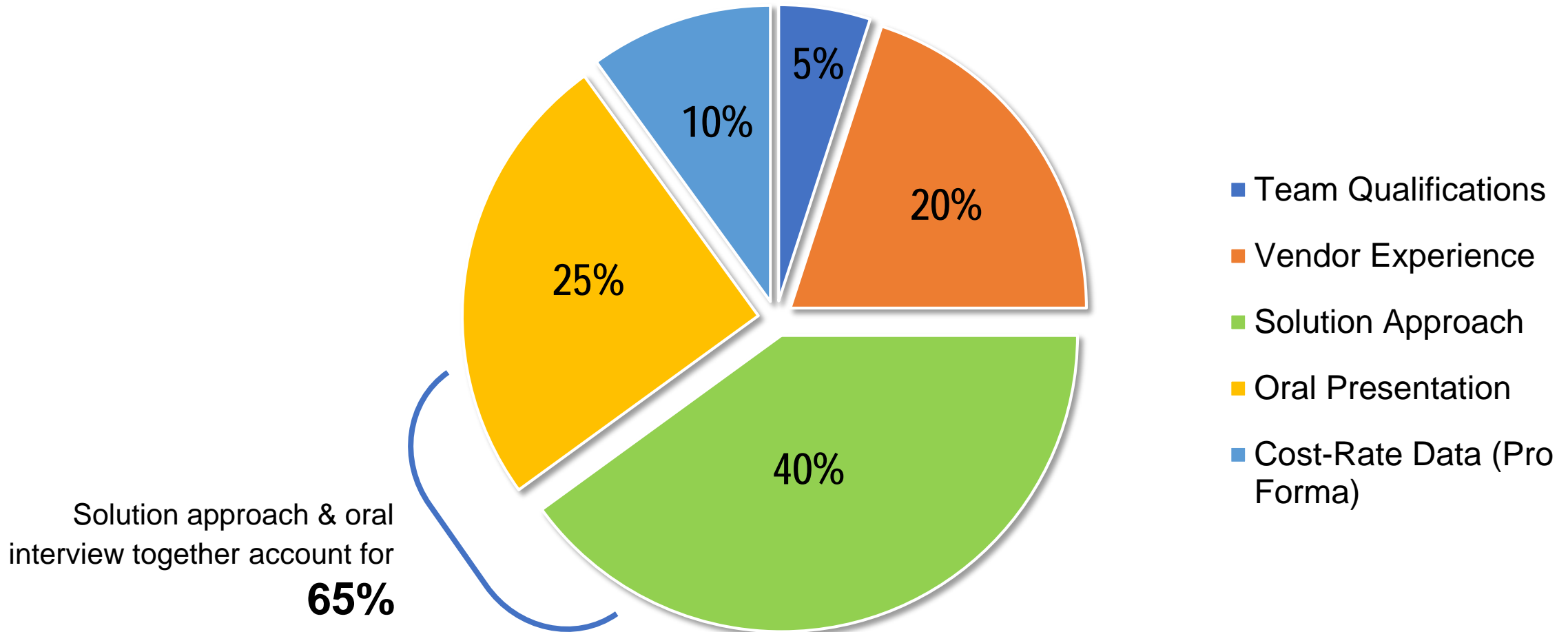
- All questions posed and answers given during this Pre-Submittal Meeting and One-on-One sessions will be recorded, transcribed and provided in writing via the CCJPA Opportunities web page.
- Additional questions may be submitted in writing in accordance with the RFSOQ instructions and shall be officially responded to and communicated via the CCJPA Opportunities web page.
- Any discussions regarding this solicitation between a Proposer and any employee or representative of CCJPA other than the Contract Administrator will result in the Proposer'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 from Proposers
- Section R – Evaluation Criteria and Selection Process

Evaluation Criteria & Weighting





RFSOQ Attachment A Scope of Services

RFSOQ Scope of Services



- CalPIDS Overview
 - Components and Functional Requirements (detailed in Attachment D of RFSOQ)
- Software and Hardware Maintenance
- Test Plans, User Training
- Project Management and Administration
 - Pro Forma Maintenance and Update
 - Product Development Roadmap and Upgrades

Current California PIDS Environment



- The California PIDS was designed and installed in early 2000's.
- Connections between trains, Amtrak server and station PIDS equipment (controller, audio amplification and electronic signage); train location data sent via train GPS/Cellular/Wi-Fi.
- A total of 49 stations are using California PIDS today, comprising **19 Capitol Corridor** stations, **12 San Joaquins** stations, **5 ACE** stations, and **13 Pacific Surfliner** stations, with some stations serving more than one service.
- Tracking trains for the Capitol Corridor, San Joaquins, ACE, Pacific Surfliner and the Coast Starlight.
- A suite of software provide train information, position, message creation and scheduling.
- The existing solution is considered end-of-life and will be replaced, on a Work Directive basis, with a new PIDS solution that uses the newest technologies.

New CalPIDS



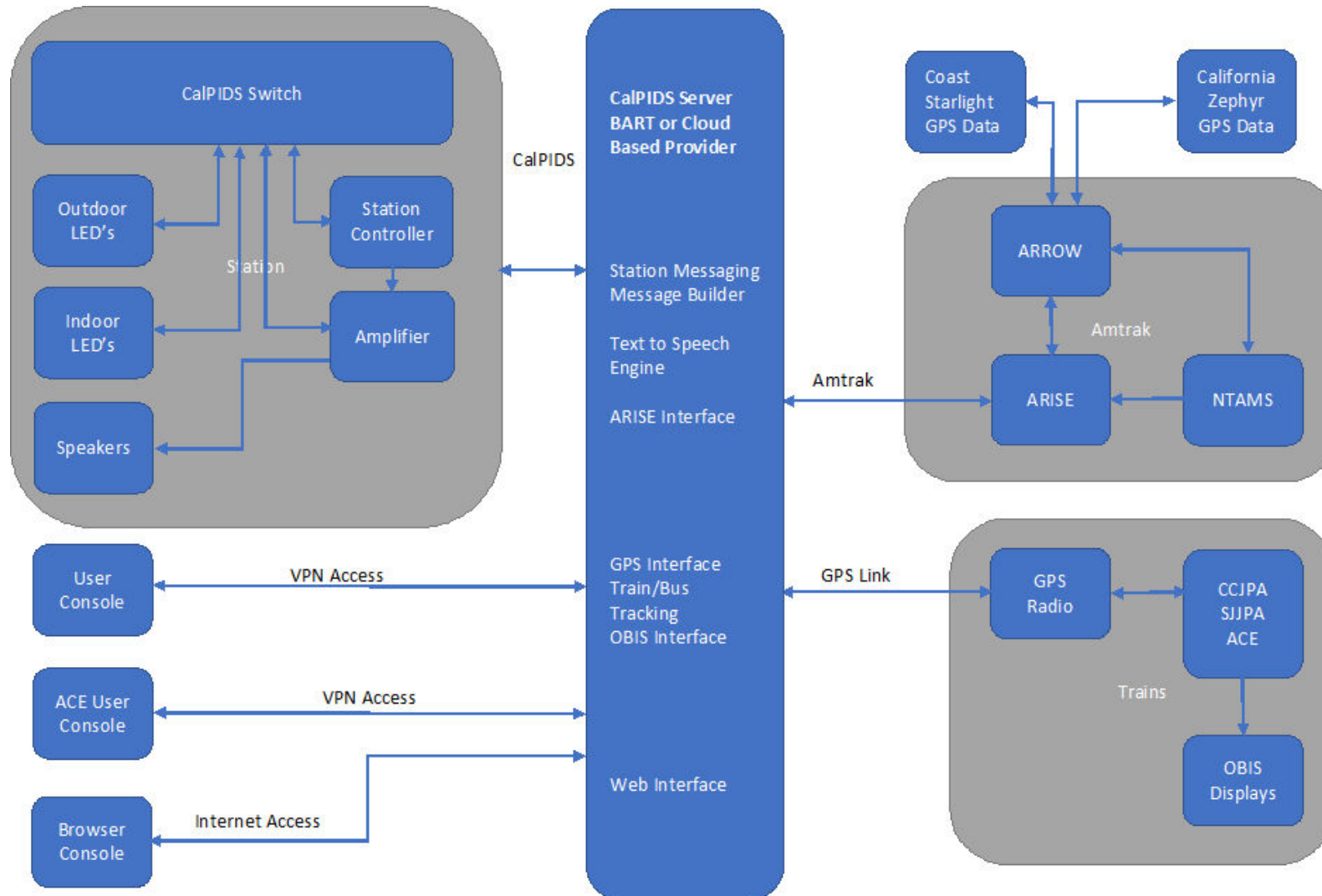
- A **PIDS solution** that can provide 100% ADA-compliant, reliable, and consistent train and connecting bus status information to passengers at stations and on mobile app, while being easy to manage and use from the train operator administrative side.
 - Software written in common programming language (non-proprietary);
 - Allow guest rail service status information to be added;
 - Support future passenger information technologies at station and on mobile app.
- Total of 36 stations will be included, comprising **19 Capitol Corridor** stations, **12 San Joaquins** stations, and **5 ACE** stations, with some stations serving more than one service.
- Tracking trains for Capitol Corridor, San Joaquins, ACE, Coast Starlight and California Zephyr.
- Tracking contracted buses that connect with select train services.

New CalPIDS



- A **prime Contractor** leading a team of sub-contractors who:
 - Can design, test, operate and maintain a complete PIDS solution comprising software and hardware aspects of back-end server and administrator console functions and front-end station and mobile systems;
 - Understands and meets Rail Agencies' 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 passenger rail services/corridors in the future.

Proposed CalPIDS Structure



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 at all stations.
- **Open access to system data** using industry-standard protocols and processes.
- **Interoperability with legacy systems** as and when this is necessary.



One-on-One Q&A sessions

- To be scheduled for between Nov 26-29, 2018
- 25-min sessions
- Web conferencing tool (Zoom)
- Limited availability; please send email to Shirley Qian (shirleyq@capitolcorridor.org) indicating your interest by 5:00 PM, Wednesday, November 21.
- All questions and answers will be recorded and distributed publicly



Final Questions & Answers