



Request for Information (RFI) 5005414 - Emerging Technologies

Addendum Number 1 and Questions and Answers As of July 31, 2018

Revisions:

1. Section V, Part B “Content and Format of Expressions of Interest” is revised to correct the numbering. The content requested within each section remains unchanged. The revision of the section numbers and corresponding headers is as follows:

Section 1: The Vendor Questionnaire
Section 2: Company History
Section 3: Proposed Solution as a value to SANDAG
Section 4: Current Technological Solution/Product Status
Section 5: Proposed Solution
Section 6: Responses to Scope of Work
Section 7: Training and Support
Section 8: Pricing

QUESTIONS AND ANSWERS

Questions	Responses
<p>1. On pages 10 -11, B. Content and Format of Expressions of Interest, please provide the correction on the highlighted and redundant numbering and section title:</p> <p>01 The Vendor Questionnaire 02 Company History 02 Proposed Solution 03 Current Technological Solution / Product Status 04 Proposed Solution 05 Responses to Scope of Work 06 Training and Support 07 Pricing Structure</p> <p>Upon update, should the total number of sections be 8 and not 7? Also, what should be the correct section title as replacement of one of the “Proposed Solution”?</p>	<p>This section has been revised in amendment #1 revision 1, outlined above. This revision corrects the numbering and header names.</p>
<p>2. Can you provide the slides from the PRE-EOI meeting?</p>	<p>The Pre-EOI meeting slide presentation and attendee sign in sheet was published on 7/19/18, and can be downloaded within Planet Bids.</p>

Questions	Responses
<p>3. You explained during the pre-EOI meeting that if there are multiple firms proposing the same solution, then an RFP will be issued to evaluate and select before pursuing the source of funding. What is SANDAG's commitment post RFP and selection? Will SANDAG procure the solution if funding exists, or commit to pursuing grants or other sources of funding if funding does not exist?</p>	<p>This interpretation of what was outlined during the pre-EOI meeting is incorrect.</p> <p>If SANDAG receives an EOI from more than one firm proposing <u>the same product/solution</u>, then a separate Request for Proposals RFP will be sent to only those respondents <u>for that solution</u>. There is no commitment or guarantee whatsoever to procure any solution or enter into any contracts as a result of a RFP or an EOI submission.</p> <p>RFI Section G - "Pre-qualification" states: <i>"Participation in this RFI is a required part of the procurement process and officially pre-qualifies firms to be considered for future product demonstrations, and subsequently, potential partnering agreements. Failure to responsively participate in this initial phase of the prequalification process may preclude respondents from participating in subsequent competitive and contract activities stemming from this RFI. This RFI shall serve as the funneling mechanism to pre-qualify firms for product demonstrations and potential future partnering agreements with SANDAG. If more than one vendor proposes the same product or solution, the EOIs shall serve as the method to identify firms that will be sent the RFP used as the mechanism to select a vendor via a competitive process."</i></p>
<p>4. What is the procurement process post grant award? Will procurement follow the traditional project lifecycle - ED, PS&E, etc. with separate bids for each phase of work? Or will SANDAG be open to an accelerated "design/build" engagement</p>	<p>RFI Section 1. Request for Information Summary - Product Requested" states: <i>"This RFI is being used to screen for potential vendor interest and product or service availability about emerging transportation technology solutions that can be used for SANDAG's planned projects. SANDAG intends to subsequently conduct demonstrations only with those firms who have submitted an Expression of Interest (EOI) in response to this RFI. If more than one vendor proposes the same product, this RFI may serve as the mechanism to conduct an RFP between only those vendors that responded to this RFI for the provision of that product or service. Post demonstrations, SANDAG may enter into partnership</i></p>

Questions	Responses
c. How do you see it in relation to the Transportation Mobility Cloud? Will it be integrated? Replaced?	<p>architectures working collaboratively across the node, section, corridor and network are possible; providing both performance and planning optimization opportunities. In addition, future improvements foresee utilizing enhanced edge-classification capabilities to improve stakeholder operations by unlocking the full spectrum of multi-modal "visibility", remaining both secure, private, with high availability.</p> <p>c. SANDAG has made significant strides in information sharing between public agencies to improve transportation system operations. SANDAG vision for the mobility cloud is to extended this work and share data / information with private transportation service providers to enable the most efficient, holistic approach to providing transportation choices to the public.</p>
7. Total maximum number of pages - We counted a max page count of 25 for the response. Can you please confirm? Can you also please confirm what the max page count is for proposing more than 1 concept?	<p>That is correct, the maximum which excludes a page limit for the pricing information, of all other sections (1-7)combined is 25 single-sided pages.</p> <p>For proposing multiple solutions:</p> <p>Example: If your firm is proposing 2 solutions product A and Product B, then the page counts for section 5: proposed solution, which is 5 pages max is 5 pages for product A and five pages for product B, for a total of 10 pages for that section. Since some sections do not require repetition, for example company history in this example scenario, a firm need not respond twice to that section. If proposing more than one solution please be mindful that each solution is being evaluated individually. The labeling of product A response versus product B response within each section must be very clear throughout the EOI submission.</p>
8. Would appreciate clarity on format and structure of response. Please let us know if any of the below is incorrect:	

Questions	Responses
<p>a. Section 2 - our understanding is this is a mapping of solutions we can position to address the 3 areas. We can choose to address 1, 2, or all 3 of the priorities and describe how our solution/s can support.</p> <p>b. Section 3 - For each solution we identify in Section 2, state its status</p> <p>c. Section 4 - For each solution we identify, describe the solution and features/options and include relevant artifacts. For each solution, answer the 11 questions</p>	<p>A. Yes, that is correct. If you are proposing multiple solutions you may multiply the maximum page count for that section by the number of solutions. In other words, the page count by section applies to each solution.</p> <p>B. Yes that is correct. If you are proposing multiple solutions you may multiply the maximum page count for that section by the number of solutions. In other words, the max page count by section applies to each solution.</p> <p>C. Yes that is correct. If you are proposing multiple solutions you may multiply the maximum page count for that section by the number of solutions. In other words, the max page count by section applies to each solution.</p>
<p>9. Given the sensitive nature of pricing, we are not accustomed to providing detailed information without a signed NDA or as part of a formal proposal. What details are required? We can provide our form NDA before we provide any pricing.</p>	<p>If a firm wishes to have SANDAG sign an NDA prior to releasing pricing information it may do so by August 3rd, 2018 PST for consideration to Eve Angle at - eve.angle@sandag.org. There are no specific pricing format details that are required. The intent is for SANDAG to gain an understanding of the general costs associated with each product. Responses to the EOI, including any available pricing information is due by the published EOI due date 8/10/18, at 3 p.m. regardless of an outstanding NDA request.</p>
<p>10. Would you allow an integrator to stand up a Big Data lake to store all data feeds?</p>	<p>Yes, an integrator is free to propose as this in the spirit of the Transportation Mobility Cloud.</p>
<p>11. Request the Concept of Operations (ConOps) and detailed system requirements for the Regional Border Management System (RBMS) - a border corridor ATDM strategy (as identified in the RFI).</p>	<p>Due to security considerations, the System Requirements documents may be provided at a later stage as this level of detail is not necessary to respond to this request for information.</p>

Questions	Responses
	<p>The link to the ConOps is located here: https://www.sandag.org/index.asp?projectid=56&fuseaction=projects.detail</p>
<p>12. If you are proposing on a specific program - Smart Intersection System, Transportation Mobility Cloud, or Active Transportation and Demand Management system - and under that program there are multiple components, do the section page limits apply to the overall program or each individual component of the program?</p>	<p>The page limits apply to each proposed solution. If your reference to a component is referring to a complete solution, then the page limits can apply to each component.</p>
<p>13. Is the Cisco-Teradata cloud platform operational and if so, for how long? Also, is SANDAG committed to the Cisco-Teradata cloud platform or was this provided as an example?</p>	<p>No the Transportation Mobility Cloud (TMC) is currently only a concept and no SANDAG is not committed to a Cisco / Teradata solution – this was provide only as an example</p>
<p>14. Will we be able to bid on an additional technology(ies) which were not covered in our RFI response?</p>	<p>Yes, proposers are free to propose on additional technologies as long as they can show how the tie to the SANDAG projects listed in the RFI. We have outlined three very broad areas and feel that the universe of solutions being proposed by the private industry can easily fit into these 3 areas.</p>
<p>15. Can we include more than one technology in a single RFI response, or do we need to submit a separate RFI response for each?</p>	<p>Yes, if your firm wishes to propose more than one solution the page limits by section apply to each proposed solution.</p> <p>Please note that each vendor is limited to submitting only one Expression of Interest (EOI) in response to this RFI. More than one product or service may be described within the EOI.</p>
<p>16. Section V. B. 3 states that the submitted solution can be a "...concept, design, development, pre-production testing or production." However we interpreted the tone of the Pre EOI meeting as that SANDAG prefers a proven solution or ready to go technology, not something envisioned for the near future. Please clarify what is an acceptable solution (i.e</p>	<p>On the one hand, yes SANDAG will need to have "proven" solution in order to operationalize these concepts. However, the RFI allows SANDAG (in the proper context), to conduct proof of concepts in a manner that allows us to test out more cutting-edge or bleeding-edge technologies.</p>

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a mature product with existing references or something still under development but close to market).	
<p>17. During the Pre-EOI meeting, it was mentioned that SANDAG prefers the term “funding” rather than “grants” since funding can broadly include monies from federal, state, academia and private sources. Knowing this, is SANDAG following or targeting any particular funding sources that would be allocated sooner than later?</p>	<p>SANDAG can identify the ‘typical’ types of grants which it normally pursues such as federal and state grants; however, SANDAG is open to recommendations from the proposer community on additional funding opportunities.</p> <p>SANDAG is currently reviewing grant opportunities and assessing if they align with its agency goals. SANDAG has not made an effort to identify other opportunities and thus is not specifically targeting particular funding opportunities at this time. Of the limited known upcoming grant opportunities as an example, SANDAG will have opportunities through potential state grants through Caltrans this coming fall 2018.</p>
<p>18. We believe it was stated during the Pre EOI meeting that SANDAG prefers to start projects sooner than later and even before funding is received.</p> <p>Does this mean SANDAG already has funding earmarked for the RFI?</p>	<p>Over the next few months, SANDAG intends to identify potential partners for a range of upcoming grant opportunities. SANDAG would like to establish those grant partners as soon as possible because many grant applications require the disclosure of all proposed competitively procured partners at the time of application submission.</p> <p>No, SANDAG does not have funding specifically programmed at this time.</p>
<p>19. Of the three programs, 1) Smart Intersection System (SIS); 2) Transportation Mobility Cloud; 3) Active Transportation and Demand Management (ATDM), is one more important than the rest? Or do all rank equally?</p>	<p>Each of the three programs rank equally and all are linked to meet the overall agency goals. Further, SANDAG desires to pursue all of these programs and will be opportunistic in terms of funding and partnering to move each of the components forward as quickly as possible. In other words, if we can identify a partner or partners and funding for example, the SIS, that will be our priority as it is the first viable opportunity.</p>

Questions	Responses
20. Please confirm the Vendor Questionnaire and EOI submittals are to be emailed to eve.angle@sandag.org, not uploaded to the PlanetBids web page devoted to this RFI.	Yes, that is correct. All EOI submissions are due by 8/10/18 by 3:00p.m. PDT via email to : Eve Angle at eve.angle@sandag.org
21. It was stated during the Pre EOI meeting that if both Company A and Company B propose the same Solution X, SANDAG will decide between Company A and B for Solution X. Can you share SANDAG's criteria for deciding between Company A and B?	No, that interpretation is not correct. What was stated was if both Company A and Company B propose the same solution, solution X for example, SANDAG will conduct a Request for Proposals (RFP) between only Company A and Company B for solution X. That RFP would be a separate document which would explicitly outline evaluation criteria and all other pertinent requirements at that later stage. If SANDAG does not receive EOIs from more than one vendor proposing <u>the same solution</u> , no additional RFP will need be conducted to select a vendor for that solution.
22. Please elaborate on how the three programs, 1) Smart Intersection System (SIS); 2) Transportation Mobility Cloud; 3) Active Transportation and Demand Management (ATDM), contribute to SANDAG's goal of Mobility as a Service (MaaS).	Below is the link to the white paper: http://www.sdforward.com/fwddoc/x-2018EmergingTechnologiesWhitePaper_kwa.pdf Generally an efficient intersection is going to serve the needs of all users (not just cars) more effectively, TMC can link both private and public transportation service providers, and ADTM has specific strategies for reducing demand, and then managing that demand regardless of mode.
23. How do we protect our emerging ideas?	Proposers need to share enough information as to clearly and concisely describe their solution. We are not asking for detail plans or designs which may contain sensitive information. Proposers can protect their IP by indicating what is proprietary and confidential on each page. See RFI section H Public Records for more detail. Greater detail can be shared (if aligned with SANDAG projects / interests) when we move to the partnering phase and could include NDAs to protect both SANDAG and proposer's IP.

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<p>24. Will SANDAG play any role in match making if a submitter does not have a full set of partners?</p>	<p>To a degree. It is possible that multiple vendors could have a piece of the overall solution (even in one given area). SANDAG could enter into multiple partnership agreements in order to move a single project forward. This could be in the form of a multiple SANDAG-proposer partnering agreement and if beneficial to SANDAG might include a three-way, four-way, etc partnering agreements. This may be the case if IP issues arise on a single project with multiple vendors which is resolved by a multi-party agreement.</p>
<p>25. In the above-referenced RFI, SANDAG mentions a regional Data Hub that collects transportation operations and systems data. As knowing more about this data repository would assist respondents that plan to utilize this data in a product or service offering, we ask if access to this repository is possible. Alternatively, if SANDAG could supply a document outlining the data available, including perhaps the format of the data and a description of the APIs available, that would work.</p>	<p>The San Diego ICMS Interface Control Document External has been added and is available for download within PlanetBids under this project.</p>