


CENTRAL FLORIDA EXPRESSWAY AUTHORITY

MEMORANDUM

TO: ~ CFX Board Members

FROM: Aneth Williams 
Director of Procurement

DATE: April 20, 2017



RE: Approval of Contract Renewal Agreement for
System Hardware Maintenance with TransCore, LP
Contract No. 000178

Board approval is requested for the fifth renewal of the referenced contract with TransCore in the amount of \$6,850,870.12 for a two year period beginning July 22, 2017 and ending July 21, 2019. The current contract expires on July 21, 2017.

System Hardware Maintenance	\$ 5,038,209.84
VES Camera & LPR Maintenance	\$ 947,460.28
Spare Parts	<u>\$ 865,200.00</u>
Renewal Amount	\$ 6,850,870.12

CFX is preparing for the final testing and installation of the Toll System Upgrade Project in the next few months. This renewal is needed to continue to maintain the existing legacy equipment until the new equipment has been installed across the CFX system.

This contract is included in the OM&A Budget.

Reviewed by: 
David Wynne
Director of Toll Operations 

Central Florida Expressway Authority
CONTRACT RENEWAL AGREEMENT
CONTRACT NO. 000178 (SHM-01)

THIS CONTRACT RENEWAL AGREEMENT (the "Renewal Agreement"), made and entered into this 12th day of May, 2017, by and between the Central Florida Expressway Authority, hereinafter called "CFX" and TransCore, L.P., hereinafter called the "Contractor".

WITNESSETH

WHEREAS, CFX and the Contractor entered into a Contract Agreement (the "Original Agreement") dated July 22, 2004 whereby CFX retained the Contractor to perform system hardware maintenance; and

WHEREAS, CFX and Contractor wish to renew the Original Agreement for a fifth period of two (2) years;

NOW, THEREFORE, for and in consideration of the mutual benefits to flow each to the other, CFX and Contractor agree to a fifth renewal of said Original Agreement beginning the 22nd day of July, 2017, and ending the 21th day of July, 2019, at the cost of \$6,850,870.12, which amount restates the amount of the Original Agreement.

Contractor states that, upon its receipt and acceptance of Final Payment for Services rendered under the Fourth Renewal Agreement ending July 21, 2017, the Contractor shall execute a 'Certificate of Completion of the Fourth Renewal Agreement and Acceptance of Final Payment' that waives all future right of claim for additional compensation for services rendered under the Fourth Renewal Agreement ending July 21, 2017.

All terms and conditions of said Original Agreement and any supplements and amendments thereto shall remain in full force and effect during the full term of this Renewal Agreement.

IN WITNESS WHEREOF, the parties have executed this Renewal Agreement by their duly authorized officers on the day, month and year set forth above.

TRANSCORE, L.P.

CENTRAL FLORIDA EXPRESSWAY AUTHORITY

BY: _____
Authorized Signature

BY: _____
Director of Procurement

Title: _____

ATTEST: _____ (SEAL)
Secretary or Notary

If Individual, furnish two witnesses:

Witness (1) _____

Witness (2) _____

LEGAL APPROVAL: _____
AS TO FORM General Counsel for CFX



2416 Lake Orange Drive, Ste 100
Orlando, FL 32837
407-382-1301 tel 407-382-8914 fax

David Wynne
Director of Toll Operations
Central Florida Expressway Authority
4974 ORL Tower Rd.
Orlando, FL 32807

January 20, 2017

Dear Mr. Wynne:

TransCore is delighted that you requested a quote to continue the CFX legacy in-lane equipment maintenance and LPR T&M Maintenance. The quote provides pricing for a contract extension that will continue to provide the type of maintenance that you are accustomed to and expect. Contract term extension will be year one 07/22/2017 – 07/21/2018 and year two 07/22/18 – 07/21/19. The new pricing schedule reflects a year one 3% increase and a year two 3% increase over the current maintenance pricing schedule that ends on 7/21/17.

The terms and conditions documented in a maintenance agreement dated April 24, 2103, for contract #178, will carry over to the new maintenance agreement term. The Scope of Services for Toll in-lane Equipment Maintenance and LPR T&M support will continue unchanged with one exception to note. Maintenance for the JAI VIC and 200 cameras is best effort due to the obsolescence of the equipment. TransCore will make every effort to keep the JAI VIC and 200 camera equipment operational. In the event the equipment is not repairable TransCore will replace with newer JAI camera equipment pulled from current CFX spares stock. The CFX spares stock of EN300 cameras is sufficient to cover most short term needs.

TRANSCORE'S MAINTENANCE

- Continuously provide high-level service for the CFX toll and VES equipment.
- Provide uninterrupted service to your customers during the upcoming toll system replacement transition.

TRANSCORE'S MAINTENANCE SOLUTION

We have a maintenance project team that is fully versed in your needs and the needs of the VES and Toll collection system and your toll customers. We know you and your systems at a personal level. We have the corporate resources just a phone call away to support us in escalation situations. Management at all levels is committed to keeping CFXA successful. Our goal is and always has been to provide CFX with the highest level of support and service. We respond quickly and resolve equally fast. Going forward as the system replacement comes on line we have the unique ability to make the transition seamless.

TRANSCORE'S MAINTENANCE SOLUTION QUOTE

See Included Quote.

We intend to be a strong industry performer for years to come. We value CFX as a long time partner and as we continue to deliver your legacy system maintenance and promise to do "whatever it takes".

Sincerely,

Bob Davis
Project Manager

year 1

Below is the lane type rate schedule used with the renewal of the system hardware maintenance contract. Rates will be applied based on lane configuration and if the lane is considered under active maintenance. Lane quantities may increase or decrease based on the Authority's discretion.

Rate	Type	
\$779.70	ORT	Express Lane
\$779.70	AEX	Express Lane
\$719.07	A	Dedicated Avi
\$475.33	CA	Coin Lane
\$446.24	MA	Manual Lane
\$499.59	MCA	Man/Coin Lane

Below is the flat monthly fees associated with the system hardware maintenance contract renewal.
*Exception to these fees is "Toll Reimbursement" which will be reimbursed on actual charges.

\$4,206.52 Maintenance Facilities & Equipment
\$3,183.08 Maintenance Admin & support
\$5,000.00 Toll Reimbursement (estimate)
\$374.81 Training Center
\$6,498.15 Management Fee

Attached is a sample billing for the year to support the maximum contract dollars for the renewal.

Annual Expected Expense Sys Hdw	\$2,482,762.80
Annual Expected Expense Sys VES & LPR	\$387,207.36
Annual Estimated LPR Expense	\$35,000.00
Annual MOT Expense @ qty 26	\$32,530.42
Annual MOT Additional Expense @ qty 10	\$12,511.70
Spare Parts	<u>\$432,600.00</u>
Contract Year 1 Renewal Expense	\$3,382,612.28

year 2							
Below is the lane type rate schedule used with the renewal of the system hardware maintenance contract.							
Rates will be applied based on lane configuration and if the lane is considered under active maintenance.							
Lane quantities may increase or decrease based on the Authority's discretion.							
Rate	Type						
\$803.09	ORT	Express Lane					
\$803.09	AEX	Express Lane					
\$740.64	A	Dedicated Avi					
\$489.59	CA	Coin Lane					
\$459.63	MA	Manual Lane					
\$514.58	MCA	Man/Coin Lane					
Below is the flat monthly fees associated with the system hardware maintenace contract renewal.							
*Exception to these fees is "Toll Reimbursement" which will be remibursed on actual charges.							
\$4,332.72	Maintenance Facilities & Equipment						
\$3,278.57	Maintenaince Admin &support						
\$5,000.00	Toll Reimbursement (estimate)						
\$386.05	Training Center						
\$6,693.09	Management Fee						
Attached is a sample billing for the year to support the maximum contract dollars for the renewal.							
Annual Expected Expense Sys Hdw				\$2,555,447.04			
Annual Expected Expense Sys VES				\$398,817.24			
Annual Estimated LPR Expense				\$35,000.00			
Annual MOT Expense @ qty 26				\$33,506.46			
Annual MOT Additional Expense @ qty 10				\$12,887.10			
Spare Parts				<u>\$432,600.00</u>			
Contract Year 1 Renewal Expense				\$3,468,257.84			

Attachment A				
TransCore				
Toll Maintenance Pricing Schedule				
Equipment Maintenance	7/22/17- 7/21/18	7/22/18- 7/21/19	Type	
ORT lane	\$779.70	\$803.09	each per month	
AEX lane	\$779.70	\$803.09	each per month	
Dedicated lane	\$719.07	\$740.64	each per month	
ACM-AVI lane	\$475.33	\$489.59	each per month	
MLT lane	\$446.24	\$459.63	each per month	
MCA lane	\$499.59	\$514.58	each per month	
Maint Fac & Equip	\$4,206.52	\$4,332.72	each per month	
Maint Admin & Support	\$3,183.08	\$3,278.57	each per month	
Management Fee	\$6,498.15	\$6,693.09	each per month	
Training Center	\$374.81	\$386.05	each per month	
Tolls (reimbursed estimate)	\$5,000.00	\$5,000.00	each per month	
OT & extra work hourly rates				
Project Manager	\$148.78	\$153.24	per hour	
Maintenance Technician	\$72.75	\$74.93	per hour	
Install Technician	\$72.75	\$74.93	per hour	
Install Manager	\$103.07	\$106.16	per hour	
Jr S/W prog/tester	\$84.88	\$87.43	per hour	
Sr S/W Programmer	\$139.44	\$143.62	per hour	
FL Reg Engineer	\$181.90	\$187.36	per hour	

	Attachment B			
	TransCore			
	VES Maintenance Pricing Schedule			
	Equipment Maintenance	7/22/17- 7/21/18	7/22/18- 7/21/19	Type
	AEX/ORT MOT	\$1,251.17	\$1,288.71	2 directions
	Dedicated lane	\$29.07	\$29.94	camera per month
	ACM-AVI lane	\$29.07	\$29.94	camera per month
	MLT lane	\$29.07	\$29.94	camera per month
	MCA lane	\$29.07	\$29.94	camera per month
	Lead Technician	\$12,985.68	\$13,375.25	per month
	VES Technician month	\$11,985.03	\$12,344.58	per month
	OT & extra work hourly rates			
	Project Manager	\$131.14	\$135.07	per hour
	Lead VES Tech	\$84.66	\$87.20	per hour
	VES Technician month	\$78.16	\$80.50	per hour
	Sr. Service Technician	\$84.66	\$87.20	per hour
	Service Technician	\$78.16	\$80.50	per hour
	Installation Technician	\$78.16	\$80.50	per hour
	Systems Analyst	\$163.93	\$168.85	per hour

	Attachment C			
	TransCore			
	LPR T&M Pricing Schedule			
	T&M Standard Hourly Rate	7/22/17- 7/21/18	7/22/18- 7/21/19	Type
	Systems Analyst	\$152.99	\$157.58	per hour
	Sr. Service Technician	\$79.01	\$81.38	per hour
	Service Technician	\$72.92	\$75.11	per hour
	T&M-OT-Emergency Hourly Rate			
	Systems Analyst	\$229.48	\$236.36	per hour
	Sr. Service Technician	\$118.52	\$122.08	per hour
	Service Technician	\$109.39	\$112.67	per hour
	Budget expense	\$35,000.00		