

POTOMAC AND RAPPAHANNOCK
TRANSPORTATION COMMISSION

RESOLUTION

MOTION: _____

RESOLUTION NO. 08-02-____
OFFICIAL COMMISSION MEETING
FEBRUARY 14, 2008

SECOND: _____

RE: **AUTHORIZATION FOR THE EXECUTIVE DIRECTOR TO AWARD A REPLACEMENT CONTRACT FOR HIGH TECHNOLOGY TASK ORDER CONSULTING SERVICES TO MACRO CORPORATION**

WHEREAS, a contract to provide high technology task order consulting services was awarded to TranSystems in June 2007; and

WHEREAS, management concluded based on a review of the early deliverables from TranSystems and repeated, unsuccessful efforts to remedy their shortcomings that TranSystems was not up to the task, culminating in the termination of the TranSystems contract on February 1, 2008; and

WHEREAS, in order to maintain project momentum, management has concluded that it would be in the Commission's best interest to award a replacement contract to the second-ranked firm rather than undertaking a new competitive procurement, which PRTC's Legal Counsel has concluded is permissible under certain terms, namely to perform the work under the same terms as the MACRO original and responsive proposal described; and

WHEREAS, the MACRO Corporation has affirmed its willingness to do so; and

WHEREAS, funding is available from a combination of remaining project budget and favorable FY 2008 mid-year budget variances.

NOW, THEREFORE BE IT RESOLVED that the Potomac and Rappahannock Transportation Commission does hereby authorize the Executive Director to award MACRO Corporation a task order contract for a period of up to five years.

BE IT FURTHER RESOLVED that the Executive Director is authorized to award the first task order under this contract in the amount of \$99,079.15.

BE IT FURTHER RESOLVED that the Executive Director is also authorized to tap a ten percent contingency allowance as necessary to cover the costs of unforeseen complications.



Potomac and Rappahannock
Transportation Commission

14700 Potomac Mills Road
Woodbridge, VA 22192

February 14, 2008

TO: Chairman Jones and Commissioners

FROM: Alfred H. Harf *Alfred Harf*
Executive Director

RE: Recommendation to Award a Replacement Contract for High Technology Task Order Consulting Services to MACRO Corporation

Recommendation:

Authorize the Executive Director to award a replacement contract for high technology task order consulting services to MACRO Corporation.

Background:

In June 2007, the Board authorized the Executive Director to award a contract to TranSystems to provide support for analyzing and implementing high technology enhancements. Unfortunately, after repeated efforts by PRTC management to remedy shortcomings plaguing the early deliverables, management concluded that TranSystems was simply not up to the task and that PRTC's interests would be best served by terminating the contract, which occurred on February 1st.

Management's decision to terminate the TranSystems contract was made after exploring whether the same competitive procurement¹ resulting in TranSystems' selection could be used to award a contract to the second highest-ranked firm, MACRO. PRTC's Legal Counsel advised that so long as MACRO is prepared to accept the terms of the procurement specification and perform the work without any change to the proposal as it was submitted, an award could be made to MACRO since the competitive procurement was undertaken as recently as it was. The MACRO proposal was highly regarded from the time it was submitted – indeed, MACRO and TranSystems were the only two firms short-listed from the five proposals received². Based on this advice, management contacted MACRO to ask whether it is still interested in doing the work under the conditions just described, and it replied affirmatively.

¹ A "competitive negotiation" form of procurement employing a request for proposals; RFP

² MACRO finished second highest in the evaluation principally because its price was higher than TranSystems, since price was a significant factor though not the sole determinant for selection. The price difference, in turn, was a consequence of MACRO calling for 12% more hours and assigning more of its estimated hours to its project manager than TranSystems – 43% vs. 20% -- which in retrospect appears sounder.

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Just as the TranSystems contract was, the proposed contract with MACRO will be a "task order"-based contract -- initial services will concentrate on the preparation of a staged, plan to implement a multitude of technology enhancements to improve communications, operations, and provide real-time travel information to bus-riding customers. Major elements of the envisioned fully-integrated system (integrated within new components *and* existing systems) include:

- Real-time passenger information (RTPI);
- A new two-way voice radio system; and
- A real-time video surveillance system.

Specific tasks the consultant will perform under Task Order One include:

- Analyzing existing systems;
- Determining needs, alternatives, costs, and recommended solutions;
- Preparing a multi-staged implementation plan;
- Identifying program funding sources including grants and revenue-generating opportunities;

Once this work has been completed, PRTC anticipates providing subsequent task orders to:

- Develop procurement document(s) and assist with conducting procurement(s);
- Provide technical support during project implementation; and
- Provide services related to future technology-related investigations/efforts.

As before, management is recommending the award of this task order-based contract for a period of up to five years (one initial year and up to four one-year extensions that the resolution as written would allow the Executive Director to exercise at his sole discretion, without further Commission action). Management is also recommending that the Commission authorize the award of the first task order for \$99,079.15 plus a 10 percent contingency allowance. All ensuing task orders would be awarded either by the Executive Director or by the Commission, depending on the magnitude of the task order in relation to the Commission's approved delegation of authority.

Fiscal Impact:

Funding for Task Order One of the consultant effort is available from a combination of remaining project budget and favorable FY2008 budget variances.