



**REQUEST FOR QUALIFICATIONS FOR THE  
UPGRADE AND ENHANCEMENT TO THE  
TOLLING SYSTEM  
FOR THE  
POCAHONTAS PARKWAY (ROUTE 895)  
RICHMOND, VIRGINIA, USA**

**JUNE 25, 2008**



Transurban (895) LLC ("**Transurban**") is issuing this Request for Qualifications (the "**RFQ**") to solicit qualifications ("**Qualifications Submissions**") from those entities ("**Potential Offerors**") interested in contracting for the design, roadside equipment and back office software supply, system installation and integration of the electronic toll collection system upgrade and enhancement for the Pocahontas Parkway (Route 895) (the "**Project**"). The Pocahontas Parkway is a 9 mile long toll road linking Interstates 95 and 295, south of Richmond, Virginia, USA. This RFQ establishes the process for determining which Potential Offerors will be invited to submit proposals for the project. Proposals will be solicited from only a short-list of Potential Offerors determined to be the most qualified to complete the Project ("**Short-List**").

The following represents the estimated timetable for the Project:

Issuance of RFQ	June 25, 2008
Qualifications Submissions due	July 21, 2008
Selection of Short-List	July 31, 2008
RFP provided to Short-List	August 1, 2008
Proposal Submissions due	October 17, 2008
Award of Contract	January 2009
Substantial Completion of Project	April 2010

Transurban intends to upgrade the existing tolling system on the Pocahontas Parkway (Route 895) under a single contract. The Successful Offeror will be responsible for all efforts required for the upgrade of the existing tolling system, including the integration between the roadside equipment and the back office, and the communications network requirements for the system operations. The scope of work for the Project will include:

- Upgrade and enhancement of the existing revenue collection tolling system for the Pocahontas Parkway (Route 895) including design, installation and integration of the toll collection system (including roadside equipment, back-office systems and communications network);
- Design, construction, installation and integration of the civil infrastructure for the roadside equipment and the toll collection system;
- Provision of a HOT Lanes research and development platform to support testing of multi-lane free-flow tolling, interface and testing of dynamic pricing algorithms, trip building and trip toll discounts and vehicle occupancy detection subsystems (to include installation of infrastructure elements such as roadside cabinets, equipment racks, gantry structure, communications network, as well as back-office system accommodations).

The upgrade of the existing revenue collection tolling system on the Pocahontas Parkway (Route 895) will include:

- Attended manual toll lane equipment for manual and automatic vehicle identification toll collection and classification;
- Open road toll lane equipment with full electronic toll collection and classification including violation enforcement for both front and rear license plates;
- Automated toll lane equipment that supports coin, credit card and automatic vehicle identification toll collection and classification with violation enforcement for both front and rear license plates; and

- Central processing system, and all hardware and software for reporting, reconciliation and other audit functions;
- A violation processing system; and
- Interfaces with the EZ-Pass Customer Service Center.

The upgraded tolling system will be required to meet, at a minimum, the functional requirements as identified in Appendix A (attached).

Other Project requirements will include performance of, and compliance with, Project, safety, quality control and quality assurance, environmental permits, and civil rights requirements. A SWAM/DBE goal of 20% will be used for this Project. The Successful Offeror will be required to provide maintenance services for the toll system hardware and software following completion of the project.

Potential Offerors should provide the following details in their Qualification Submission since these areas will be evaluated in the short-list selection process:

- Letter of interest confirming the official representative and point of contact for the Offeror relative to this RFQ. The letter shall identify such individual's name, title, address, phone and fax numbers, and e-mail address.
- Project team and structure, and description of team member's prior experience working together.
- Evidence of bonding capability for this project in the amount of US\$7M.
- Relevant experience including roadside equipment integration and back office software integration.
- Summary of relevant previous projects undertaken
- Client references for previous projects, including current contact information.
- Relevant experience with functional capabilities to be provided in the HOT Lanes research and development platform described above.

Qualification Submissions are to be submitted by e-mail in both PDF and Word formats by July 21, 2008 before 4:00 p.m. Eastern Daylight Time (US) and are not to exceed 5 pages. Qualification Submissions are to be sent to the Project Manager at the email address listed below.

All questions and submission of qualifications should be addressed to:

**Richard Prezioso**  
Project Manager  
501 Pocahontas Parkway  
Richmond, Virginia 23231  
USA  
Phone: (804) 822 3422  
Email: [rprezioso@transurban.com](mailto:rprezioso@transurban.com)

We appreciate your consideration of this request and thank you for your interest in working with us on this Project.



## Appendix A

### Summary Functional Requirements

#### for the

### Pocahontas 895 Electronic Toll Collection Upgrade

The following are the summary functional requirements for the upgrade to the tolling system for Pocahontas 895.

For all items marked as "Required" the ETC Upgrade will provide these items as part of the project.

For all items marked "Desirable" the ETC Upgrade may either provide these items as part of the project now, or at a minimum, allow for the future addition of these items.

1. Required - Accept valid transponder lists from the E-Z Pass Customer Service Center.
2. Required - Process valid E-Z Pass transponder transactions (AVI transactions) for payment with the E-Z Pass Customer Service Center. Management of E-Z Pass transponder accounts to be retained by the E-Z Pass Customer Service Center (e.g. – updating customer details, processing payments, etc.).
3. Required - Allow customer management to be performed by Pocahontas 895 staff (e.g. – verification of trip details in response to customer inquiries).
4. Required - Rate (price) E-Z Pass transponder trips.
5. Required - Automatic classification (axle) of the vehicle will be required for each transaction at all toll collection locations.
6. Required – Price and accept manual payments for transactions at the main toll plaza cash lanes (manual transactions).
7. Required - Accept payments automatically (ATPM transactions) at all non-manned toll collection locations, excluding the ORT lanes at the main toll plaza. Payment forms accepted to include credit card, coins and paper currency.
8. Required - Capture and retain images of the front and rear LPN for all trips through the ORT lanes without a valid transponder.
9. Required - Capture and retain images of the front and rear LPN for all trips through the ATPM lanes that either do not have a valid transponder or do not provide a payment at the time of travel using the ATPM.
10. Required - Automatically recognize the LPN in images using Optical Character Recognition technology and allow for images to be viewed and edited manually.
11. Required - Accept valid License Plate Number (LPN) lists from the E-Z Pass Customer Service Center, compare LPN from images to valid LPN lists, and process transactions associated with valid LPN's through the E-Z Pass Customer Service Center (or as an alternative, provide list of LPN's to the E-Z Pass Customer Service Center for them to process).

12. Required - Access DMV records (either directly or through the E-Z Pass Customer Service Center) to obtain customer contact information.
13. Required - Establish a receivable for and issue violation invoices as required by the Pocahontas 895 Business Rules.
14. Required - Process the violation receivable and accept payment (via web, mail or over the counter) for all violations invoices issued.
15. Desirable - Allow customers to pay, via web, mail or over the counter, for transactions without a valid transponder prior to issuance of a violation invoice (payment may be made either prior to or after travel).
16. Desirable - Manage a list of LPN's for customers who do not want an E-Z Pass and want to travel the ORT lanes or would like protection from violations. These customers would be issued an invoice similar to the violations process, however, the administrative fee may be negotiated.
17. Desirable - Management of customers from adjacent residential developments by allowing the home buyer to pre-pay travel via the purchase of their house for a configurable period of time when they purchase their home. The prepayment would be associated with an E-Z Pass transponder. The system will need to identify the transponder and the pre-paid period. The system will also need the name and address to provide notice of the end of the pre-paid period.
18. Required - Provide configurable reporting capability to include a suite of standard reports as well as ad-hoc reporting capabilities.
19. Required – Platform for research and development of high occupancy toll lanes, with interfaces for dynamic tolling and video occupancy detection subsystems.

Also of consideration in providing the correct deliverable for the Project is the capacity of the system. While it is important to have sufficient capacity to handle the anticipated transactions, it is of equal importance to avoid over sizing the system and unnecessarily increasing costs. The following are representative of the number of transactions the system will be expected to accommodate.

- Valid E-Z Pass transactions – typically 10,000 per day, (maximum 40,000 per day)
- ATPM transactions – typically 5,000 per day, (maximum 15,000 per day)
- Cash transactions – typically 5,000 per day, (maximum 15,000 per day)
- Payment prior to issuance of a violation invoice – typically 200 per day (maximum 500 per day)
- Establish receivable and issue violation invoices – typically 100 to 150 per day (maximum 500 per day)
- Inadvertent travel protection – anticipate 100 to 200 total customers (maximum of 1000 total customers)

- End Appendix A