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Miami Dade Expressway talk \$124m contracts with ETC for all-electronic tolling (AET)

Posted on Mon, 2009-05-11 23:33

AET | **ALL-ELECTRONIC TOLLING** | **ETC** | **MIAMI DADE EXPRESSWAY AUTHORITY**

Miami Dade Expressway Authority are negotiating contracts with Electronic Transaction Consultants (ETC) for a radical conversion to all electronic tolling (AET). The conversion is radical in that MDX will go from being a leaky toll system with tolls at only 12 points and many untolled trips, to a comprehensive toll system at 45 toll points covering all possible journeys on their network of five urban expressways.



MDX presently has a couple of open road toll points, but the new work will see the end of cash toll collection and free flow all-electronic tolling throughout the network. There will be a total of around 100 AET toll lanes, versus the present approximate 60 total cash, cash/ETC, ORT (open road toll).

AET will be phased in from 2010 to 2013.

ETC's price is:

- \$38m for in-lane or front end equipment including transponder readers, license plate cameras and plaza host hardware and software
- \$86m for back end services including customer service, accounts management, and violations processing over ten years

ETC scored 88.23 won the front end work in competition with:

- ACS State & Local scoring 87.95
- TransCore scoring 87.45
- Telvent scoring 67.27
- Raytheon whose submission was deemed "Non-responsive" to the RFP and not scored

ETC was also scored #1 in the contract for back end office systems and services with a score of 92.38 in competition with:

- VESystems scoring 85.54
- ACS 80.69
- TransCore 70.86
- Telvent/Faneuil 70.57

The scoring was out of 65 points for technical aspects and 35 points price.

In the front end work Transcore topped the technical scoring with 92.4 followed by ACS 79.8 with ETC coming third at 75.4 and Telvent 4th with 69.4. Price swung it for ETC by a small margin over ACS.

In the back office services VESystems was the technical leader with 94.0 followed by ETC 82.2, ACS 81.8, Telvent/Faneuil 79.8 and TransCore 73.6. Price again won the contract for ETC by a fairly large margin over VESystems.

United Toll Systems which built the present toll system for MDX bid not bid.

see score sheet:

<http://www.tollroadsnews.com/sites/default/files/MDXscores.pdf>

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| MDXscores.pdf | 281.2 KB |

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