

**REQUEST FOR PROPOSALS  
FREIGHT VEHICLE INTERSECTION OPTIMIZATION SERVICES**

**Questions and Responses**

**Question #1:** Ability to effectively utilize vehicle detection and classification data to provide signal priority efficiently and accurately for freight vehicles that qualify for signal priority.

**Q:** Are there any existing intersection detections technologies in use in the potential FOS intersections that can provide vehicle classification data?

**Response:** NCTCOG is in the process of surveying the traffic signal technologies in use in DFW region. The results of the survey should be available by the time the notice to proceed is issued on this project.”

**Question #2:** Based on conversations with representatives from local jurisdictions throughout the region, NCTCOG believes that many local jurisdictions are willing to work with the Consultant to implement FOS in their jurisdictions.

**Q:** Which local jurisdictions and freight operators have indicated an interest in participating in the FOS project?

**Response:** NCTCOG staff has briefed multiple local jurisdictions on this project, including Arlington, DFW Airport, Grand Prairie, Irving, and Mesquite. In addition, NCTCOG staff has provided project briefings for its Freight Advisory Committee, Regional Safety Advisory Committee, and ITS Stakeholders Committee, all of which include representatives from public entities around the region. The project was approved unanimously by NCTCOG’s Surface Transportation Technical Committee, which is comprised of transportation technology experts from public entities in the DFW region, and its Regional Transportation Council, which is comprised of elected and appointed officials from public entities from around the DFW region.

**Question #3:** NCTCOG’s anticipated funding available for this initiative is approximately \$4.0 million 20 from the USDOT Surface Transportation Block Grant Program.

**Q:** Is there budget allocated for this project and if not, what is the status of NCTCOG's application?

**Response:** The project budget is approximately \$4 million. NCTCOG anticipates that the agreements and approvals for the project funding will be completed by the end of calendar year 2021

**Question #4:** Q: What is NCTCOG's timeline to start this project?

**Response:** NCTCOG anticipates execution of the Contract by no later than early in calendar year 2022.

**Question #5:** Regarding the Freight Vehicle Intersection Optimization Services RFP, please clarify where submitters should submit pricing information and explanation of pricing options. Is that included in the page limitations?

**Response:** A submitter should include pricing information in their response. The budget table is a required form and should be included under a separate tab in the proposal labeled "budget". Since the budget table is a required form this does not count toward the page limit.

**Question #6:** Please specify the Intersection Infrastructure for each jurisdiction for the target project (i.e. TxDOT, Arlington Corridor, GDOT, and Atlanta MPO):

**Response:** This assessment of intersection infrastructure will be done by the Consultant. Note that the geographic scope of the project is limited to the DFW region. GDOT, the Atlanta MPO, and the intersections in those jurisdictions are not part of this project. NCTCOG anticipates selecting the intersections in the DFW region that will be included in the project in conjunction with the Consultant.

**Question #7:** Please specify the NCTCOG's preference and prioritization of the traffic jurisdictions to be initially connected and included in the initial proposal.

**Response:** NCTCOG has a preference for intersections where the freight optimization solution will do the most good. NCTCOG has not done a conclusive prioritization of intersections because it wants to select the intersections in conjunction with the Consultant.

**Question #8:** Please specify the total quantity of intersections that are within each jurisdiction?

**Response:** There are over 7,000 signalized intersections in DFW operated by approximately 70 jurisdictions.

**Question #9:** Please specify the ATMS Provider for each jurisdiction

**Response:** NCTCOG is in the process of surveying the traffic signal technologies in use in DFW region. The results of the survey should be available by the time the notice to proceed is issued on this project."

**Question #10:** Please specify the Make and Models of the traffic controllers in each jurisdiction?

**Response:** NCTCOG is in the process of surveying the traffic signal technologies in use in DFW region. The results of the survey should be available by the time the notice to proceed is issued on this project."

**Question #11:** Is there network connectivity (i.e. fiber or cellular) to the intersections in each jurisdiction?

**Response:** NCTCOG is in the process of surveying the traffic signal technologies in use in DFW region. The results of the survey should be available by the time the notice to proceed is issued on this project.”

**Question #12:** Are there any planned updates to the infrastructure?

**Response:** There is no single “infrastructure” in DFW. As noted above, there are many jurisdictions with responsibility for signalized intersections and each jurisdiction has their own technology and practices. Their plans for updates to their infrastructure vary.

**Question #13:** Please specify the vehicle infrastructure for each of the Freight Hubs in the target project (IIPOD, Alliance Texas, DFW Air Freight)

**Response:** NCTCOG is unsure what questioner means by “vehicle infrastructure.”

**Question #14:** Please specify NCTOG’s preference and prioritization of the Freight Hub’s to be initially connected and included in the initial proposal.

**Response:** As outlined in the RFP, NCTCOG wants to consult with [Consultant] and local jurisdictions on the selection of intersections for the project. NCTCOG is hopeful that the Consultant will have valuable experience and expertise that will be helpful in finalizing the list of intersections to be included in this project. At this point, NCTCOG’s preference is for intersections where the freight optimization solution will do the most good in a cost-effective manner.

**Question #15:** Please specify the total number of vehicles that will be connected to the FOS for this proposal.

**Response:** NCTCOG is looking for a solution that attracts the participation of a large number of freight vehicles cost-effectively. NCTCOG believes that to generate a substantial positive net return on its investment in a freight optimization solution it will be necessary for a sizable number of freight vehicles to be able to participate. As set out in the RFP, NCTCOG is technology agnostic as to how the participation of a substantial number of freight vehicles will be achieved.

**Question #16:** Please confirm if on-board network connectivity (i.e. cellular) is available for each freight vehicle

**Response:** NCTCOG is in the process of surveying the traffic signal technologies in use in DFW region. The results of the survey should be available by the time the notice to proceed is issued on this project.”

**Question #17:** Please specify if there is an intended phased approach for the deployment of freight priority. (I.e. start with one jurisdiction or freight hub and expand).

**Response:** NCTCOG is looking to Consultant expertise to answer this question. NCTCOG’s top priority is to deploy a freight optimization solution that is cost-effective, widely used by freight vehicles, and delivers significant benefits to the freight industry and the local jurisdictions hosting the solution.

**Question #18:** Can we reach out and talk to traffic signals agencies and freight operators during the proposal preparation phase?

**Response:** Yes. In reaching out to local jurisdictions, do not represent that you are acting on NTCOG's behalf. The roster of members of NTCOG's Surface Transportation Technical Committee is found here:  
<https://www.nctcog.org/trans/about/committees/surface-transportation-technical-committee>

**Question #19:** For the performance-based fee structure, is the \$250,000 the maximum amount that can be achieved and is this in addition of the multi-million project budget?

**Response:** The \$250,000 figure is included in the \$4 million project budget. NTCOG welcomes incentive compensation proposals that involve a different figure than \$250,000.

**Question #20:** Are the potential and affected agencies (agencies operating traffic signals along the relevant corridors) aware of this project and have they participated in the development of this RFP? Level of support for the project?

**Response:** Yes. See answer to question 2. In addition, representatives from several local jurisdictions have been involved in drafting the RFP.

**Question #21:** What types of traffic signal controllers and software versions are included in the project (North Dallas Region, primarily Dallas and Ft. Worth, Arlington)?

**Response:** NTCOG is in the process of surveying the traffic signal technologies in use in DFW region. The results of the survey should be available by the time the notice to proceed is issued on this project."

**Question #22:** What types of traffic signal controllers are in the North Dallas Region, primarily Dallas and Ft. Worth, Arlington?

**Response:** NTCOG is in the process of surveying the traffic signal technologies in use in DFW region. The results of the survey should be available by the time the notice to proceed is issued on this project."

**Question #23:** Are there plans to upgrade and/or replace any of the traffic controllers in the North Texas Region over the term of the project?

**Response:** NTCOG does not have this information but is aware generally that many of the local jurisdictions that operate traffic signals in the region expect to upgrade and/or replace their traffic controllers at some point over the next decade.

**Question #24:** Will we be provided with the preliminary intersection selection list that was created by NTCOG?

**Response:** A map demonstrating the locations of the preliminary intersections list is attached. NTCOG stresses that this list is a preliminary analysis and should not be

interpreted as NCTCOG's preference for where the freight optimization solution is deployed. Rather, NCTCOG anticipates engaging with the Consultant and potential local jurisdiction hosts to identify the final list of intersections that will be included in the project. As noted earlier in this document and in the RFP itself, NCTCOG is looking for a cost-effective solution that delivers substantial benefits via widespread participation by the freight industry and that is scalable to other intersections in DFW via later projects.

**Question #25:** Will NCTCOG provide the contacts and introductions for the outreach to local jurisdictions and freight industry principles to winning RFP responder?

**Response:** Yes. NCTCOG will help facilitate discussions between the Consultant and pertinent representatives from local jurisdictions and the freight industry that might host one or more intersections with the freight optimization solution.

**Question #26:** Will we be provided with the most accurate description of the local jurisdiction's intersection architecture?

**Response:** NCTCOG anticipates that such an exchange of information will occur in the direct discussions that the Consultant will have with local jurisdictions.

**Question #27:** Does NCTCOG expect any financial participation from any freight industry principles?

**Response:** No. NCTCOG welcomes proposals that include financial participation from the freight industry. NCTCOG further believes that if this project delivers significant net positive returns for the freight industry, then financial participation from the freight industry to accelerate installations of the freight optimization solution at additional intersections beyond those covered in this project is an approach that bears exploring.

**Question #28:** Will NCTCOG provide contact information and introduction to the City of Arlington to analyze the results and coordinate for their Connected vehicle Corridor project?

**Response:** See response to question 18 for access to contacts at the City of Arlington and other public agencies in the region with jurisdiction over signalized intersections.

**Question #29:** Will NCTOG provide a list of all participants in the Question phase in order to identify potential partners for proposing a joint solution?

**Response:** The parties that submitted questions are as follows: Verizon Wireless, AECOM, DKS Associates, Kapsch, LYT, Global Traffic Technologies, Kimley-Horn and Associates, No Traffic.

Also, at the conclusion of the pre-proposal conference, NCTCOG will post a sign in sheet.

**Question #30:** Does NCTOG have payment delivery schedule in mind based on milestones already prepared or should this be developed and proposed by the bidder?

**Response:** This may be developed and proposed.

**Question #31:** Can NCTCOG grant an extension for questions that may arise from the pre-proposal meeting?

**Response:** The pre-proposal conference is the final point of question and answers. Once the pre-proposal conference has ended, there will be a cone of silence on all questions.

**Question #32:** How do you envision a SaaS arrangement in conjunction with an incentive-based approach?

**Response:** NCTCOG is looking for ideas from the vendor community. NCTCOG believes it is possible to assess whether the freight optimization solution delivers real-world value to the freight industry and the local jurisdictions that host the solution. NCTCOG expects at a minimum that proposals will outline how the performance of the freight optimization solution will be measured and the net benefits compared against the cost of the solution. NCTCOG welcomes proposals that go further and advance incentive-based performance payments.

**Question #33:** Do you require finalization of the corridor and plan approval from the jurisdiction as part of the response?

**Response:** No.

**Question #34:** Will an SBE certification be acceptable for the DBE goal?

**Response:** NCTCOG will accept a Disadvantaged Business Enterprise certification from any agency that is part of the Texas Unified Certification Program. Unfortunately, a Small Business Enterprise certification will not count towards the DBE goal on the project.

**Question #35:** Will NCTCOG allow a Title Page and Table of Contents without these being subject to a page limitation?

**Response:** Yes, a title page and table of contents can be included without counting toward the page limitation.

**Question #36:** It is only specified that the cover letter should be double sided. Does this apply to the other sections?

**Response:** Yes, all sections of the proposal should be double-sided.

**Question #37:** Is NCTCOG open to negotiating the contract terms and conditions?

**Response:** NCTCOG is very comfortable with the terms and conditions of its standard contract and discourages proposers from attempting to make major changes. NCTCOG reserves the right to cut off contract negotiations with a proposer that is obstreperous. That said, NCTCOG is willing to work through contract questions and issues in reasonable good faith with parties that take the same approach to those discussions. Since this project is being funded with federal funds, there are certain contract requirements that are included in the sample contract that NCTCOG does not have discretion to waive and therefore are not negotiable.

**Question #38:** Will a second opportunity to ask questions be provided following the pre-proposal conference?

**Response:** See response to question 31.

**Question #39:** Please confirm that an email submission to [TransRFPs@nctcog.org](mailto:TransRFPs@nctcog.org) is ALSO required in addition to the flash drive or hard copy delivered to NCTCOG at the address on page 1, item 1 of the RFP.

**Response:** Yes, NCTCOG requires a courtesy copy of the proposal be submitted to [TransRFPs@nctcog.org](mailto:TransRFPs@nctcog.org) in addition to the flash drive or hard copy submission. The flash drive or hard copy submission counts as the official submission. If an email only copy is received it will not be counted as an official proposal receipt.

**Question #40:** Would a font size within graphics and/or tables of less than 11 points be allowed, as long as it is clearly readable?

**Response:** Yes.

**Question #41:** Would NCTCOG consider allowing 11x17 pages for graphic illustrations? If so, would those pages count as one or two in the page count?

**Response:** Proposals must use standard size (8.5 x 11) paper for the hard copy proposal. The electronic version of the proposals can format graphics and tables only differently to enhance readability.

**Question #42:** Please confirm that we can include a cover to our proposal.

**Response:** Please see the response to Question #35.

**Question #43:** Is the budget submitted in a stand-alone section, or does it need to go into Approach and Schedule? If it goes into a particular section does, it count against the page count?

**Response:** The Budget should be submitted as a standalone section. Since the budget tables are a required form, these will not count toward the page limitation.

**Question #44:** The RFP asks proposers to estimate the number of intersections that can be optimized within the Project budget. As it relates to the budget estimate, should proposers provide a cost for deployment at this maximum number of intersections or can the NCTCOG provide the number of intersections that should be used for the budget estimate?

**Response:** Proposers should provide a cost for deployment at this maximum number of intersections.

**Question #45:** Would NCTCOG be responsible for the collection and administration of any revenue generated by the solution or does NCTCOG envision that the Consultant would address this area?

**Response:** NCTCOG does not contemplate revenue being collected during this initial freight optimization project but welcomes proposals that include a revenue generation component under which the Consultant would collect and administer any revenue generated by the solution on behalf of NCTCOG. Such proposals should address both the legal and market feasibility of generating and collecting revenue in connection with the freight optimization solution.

**Question #46:** Can we take exception to such transfer of ownership where the software and data (a) belong to prime consultant or its consultants prior to the effective date of the services contract; (b) are developed by prime consultant or its consultants outside the scope of, or not exclusively pursuant to, this engagement; (c) are licensed by prime consultant or its consultants from a third-party; or (d) are included within the Deliverables but which are generic, generally applicable to or standard in prime consultant's business?

**Response:** NCTCOG welcomes proposals that outline cost-effective ways to deliver a freight optimization solution that generates significant value for the freight industry and the hosting local jurisdictions. Proposers should feel free to identify approaches that may be "exceptions" to the RFP and outline why their approach is superior to the approach outlined in the RFP.

**Question #47:** The bid documents consistently refer to "the Consultant" as the expected responder and provides a sample contract which is consistent with a consulting services agreement compensating for labor incurred on the Project as those costs are incurred. However, the documents then go on to mention: the preference to award a Software as a Service (SaaS) contract; the ability to replace the sample contract with a SaaS -based contract; and even uses the term "Technology as a Service" without defining it. Would the COG consider:

1. Referring to "Contractor", rather than "Consultant" (and so remove a perceived restriction on bidders)
2. Offer the possibility of a contract/agreement which incorporates BOTH time-and-materials and SaaS elements as compensation for services rendered and solutions provided?

**Response:** NCTCOG uses the term "Contractor" and "Consultant" interchangeably. NCTCOG is open to alternate contracting mechanism.

**Question #48:** Does NCTCOG anticipate delivering freight mobility services under the scope of this RFP?

**Response:** NCTCOG is facilitating the delivery of improved freight mobility services in the DFW region through this project. NCTCOG expects the chosen Consultant to actually deliver the freight optimization solution, working in close conjunction with NCTCOG and affected local jurisdictions.

**Question #49:** Is the intent of this procurement to award a single contract and vendor? Will there be subsequent opportunities for vendors with targeted solutions and/or technologies to participate in the project?

**Response:** NCTCOG's preference is to contract with a single vendor; such vendor may engage other vendors as subcontractors.

**Question #50:** . Does NCTCOG anticipate that the project will involve deployment of connected vehicles or fleet that require V2X communication technology such as 5G MEC (multi-access edge computing) or DSRC.

**Response:** As stated in the RFP, NCTCOG is technology-agnostic and is looking to industry for creative, cost-effective solutions.

**Question #51:** . Does NCTCOG anticipate providing an opportunity for fleet service telematics providers, such as Verizon Connect, to participate in the development or deployment of the solution?

**Response:** Yes. NCTCOG welcomes the participation of all interested and qualified parties and encourages "thinking outside the box" when it comes to putting together project teams and solutions.

**Question #52:** Does NCTCOG anticipate collecting traffic performance data (e.g. speeds, volumes) and/or truck origin/destination data to support the project?

**Response:** NCTCOG anticipates that in their RFP responses proposers will identify preferred ways of collecting and analyzing the data they believe necessary to assess the performance of the freight optimization solution once implemented. NCTCOG does collect data about the operation of the DFW transportation system and such data may be useful and potentially could be utilized. A sample of NCTCOG's transportation-related data can be found here: [North Central Texas Council of Governments - Maps, Models & Data \(nctcog.org\)](https://www.nctcog.org/Maps-Models-Data)

**Question #53:** The scope of work does not seem to provide enough detail to quantify costs associated with deployment of a specific solution or corridor. Would NCTCOG consider splitting the project into parts or phases to ensure that planning and design costs can be considered separately from system setup and operation costs?

**Response:** Proposers are welcome to suggest alternative approaches to delivering the project so long as they stay within the \$4 million project budget.

**Question #54:** Can you talk through what you envision as a successful project/implementation?

**Response:** Net benefits would be equal to or greater than our investment and the technology solution is scalable throughout DFW and beyond.

**Question #55:** Can alternatives to the one-year development timeline be proposed if justification is made clear?

**Response:** We have encouraged you to be creative in your submissions. We welcome suggested alternatives. Outline the benefits and cost of your proposed alternative. We are open to your ideas on how to best accomplish the goals of this project.

**Question #56:** Is this the last opportunity to ask questions or can we come back with more questions after teams are formed?

**Response:** Yes, we published a date for written questions. The pre-proposal date is the last time.

**Question #57:** Will there be an independent evaluator (other than NCTCOG) in terms of performance?

**Response:** In the RFP NCTCOG asks proposers to outline how the performance of their technology solution will be tracked and analyzed to, among other things, demonstrate the cost-effectiveness of the solution and inform efforts to optimize the technology solution.

**Question #58:** Is it a requirement for the DBE to be registered in Texas?

**Response:** Yes, must be certified in Texas, can go through the Interstate Certification program which is a little faster. Needs to be certified through the Texas Unified Certification Program (TUCP) <https://www.txdot.gov/business/partnerships/tucp.html>.

**Question #59:** Are there specific technologies other than loops that are discouraged? Encouraged?

**Response:** As stated in the RFP, NCTCOG is technology agnostic. It is looking for solutions that deliver substantial benefits to the freight system and local jurisdiction hosts cost effectively.

**Question #60:** Will proposers be able to contact the local jurisdictions where the technology will be deployed (DOTs and Freight Hubs) during the cone of silence?

**Response:** Yes. Potential proposers should not engage NCTCOG staff about technical elements or topics that might give a competitive advantage. We want to ensure a level playing field. Note that NCTCOG is not requiring proposers to have finalized agreements with local jurisdictions or a finalized list of intersections for their technology solution.

**Question #61:** Will the list of attendees to this meeting be shared with all participants for the purpose of teaming?

**Response:** Yes. It will be found here: <https://www.nctcog.org/trans/funds/overview/freight-vehicle-intersection-optimization-services>

**Question #62:** Is it fair to assume that the 12-month deployment schedule starts after the local agencies have signed up? Seems to be dependent factor

**Response:** It's not fair to assume that. We want you to hit the ground running. We want folks who can partner with folks while they're working effectively on other parts of their project delivery.

**Question #63:** Can you elaborate about how the cost evaluation score will be calculated?

**Response:** The score will be based on how will you maximize the \$4 million budget based on factors such as number of locations, number of technologies presented, and the functions of the technology solution. RFP includes a request for proposed performance-based compensation. Such proposals would also be included in this evaluation area.

**Question #64:** Are you open to other applications in addition to FSP?

**Response:** This project is specific to freight vehicle optimization. But, we do recognize there might be applications of the technology that extend to other vehicle types.