



Report to the Dulles Corridor Committee

Recommendation to Award a Contract for Toll Collection Staffing Services for the Dulles Toll Road

February 2017

Purpose

Staff requests that the Dulles Corridor Committee approve and recommend to the Board of Directors that the Airports Authority enter into a contract with Faneuil, Inc. to provide toll collection staffing services for the Dulles Toll Road. The contract term includes three base years and one two-year option period.

Background

- Toll collection staffing services for the Dulles Toll Road include toll collectors, fiscal assistants, and project management.
- Toll booths are staffed 24-hours a day, 365 days per year at the main toll plaza and 16-hours a day, 365 days per year at the 18 ramp toll booths.

Background

- In May 2015, the Dulles Corridor Committee concurred with staff's recommendation to issue, under full and open competition, a solicitation requesting proposals for toll collection staffing services.
- The competitive negotiated "best value" procurement method was used for this solicitation. A Request for Proposals was issued on October 18, 2016.
- Seven firms submitted proposals for consideration.

Evaluation

The Evaluation Committee reviewed and evaluated the proposals using the following criteria:

1. Past Performance and Prior Experience
2. Operational Understanding
3. Technical Excellence
4. Management Plan

The proposal submitted by Faneuil, Inc. was determined to be the best value for the Airports Authority because they were rated highest technically and their price was the lowest cost.

The contract has a 20% LDBE participation requirement. Faneuil Inc. proposed to subcontract recruiting services with an LDBE firm to meet this requirement.

Recommendation

Staff requests that the Dulles Corridor Committee approve and recommend to the Board of Directors that the Airports Authority enter into a contract with Faneuil, Inc. to provide toll collection staffing services for the Dulles Toll Road.



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Proposed Resolution

Selecting a Firm to Provide Toll Collection Staffing Services for the Dulles Toll Road

WHEREAS, In May 2015, staff presented the Dulles Corridor Committee with a pre-solicitation paper regarding the provision of toll collection staffing services for the Dulles Toll Road;

WHEREAS, The Dulles Corridor Committee concurred with the pre-solicitation terms and a Request for Proposals was issued on October 18, 2016; and

WHEREAS, On February 15, 2017, the Dulles Corridor Committee was presented with the results of the competitive procurement process, including the evaluation of the firms that responded to the Request for Proposals, and recommended that the Board of Directors approve the selection of Faneuil, Inc. of Hampton, VA; now, therefore, be it

RESOLVED, That the Board of Directors approves the selection of Faneuil, Inc. to provide toll collection staffing services for the Dulles Toll Road for a term of three years, with one two-year option, at an estimated total cost of \$19.4 million; and

2. That the President and Chief Executive Officer is authorized and directed to enter into a contract, with Faneuil, Inc., consistent with the terms presented to the Dulles Corridor Committee at its February 15, 2017 Meeting.

*For Consideration by the Dulles Corridor Committee
and Board of Directors on February 15, 2017*