

Delaware Department of Transportation
QUESTIONS AND ANSWERS
Electronic Red Light Safety Enforcement System
Monday, October 28, 2013

Q #	Question	Answer
34	Please confirm that bidders will be able to use the preferred annually renewable bond forms to be provided by the bidder's Surety Bond Broker.	Currently the Department requires a Performance Bond in the amount of \$500,000 for the duration of the contract. The Department may consider an alternate bond, however, the Department must pre-approve the bond language and the Surety prior to acceptance. The Department will not accept bonding that may expire and leave the Department financially exposed.
33	Will DelDOT please clarify whether both a Performance Bond and Fidelity Bond Insurance are required, or whether only one is required? If both are required, is the total amount one million dollars (\$1,000,000) or is each required to be in the amount of one million dollars (\$1,000,000)?	Resulting from the changes made in the Response to Question 6, a Performance Bond in the amount of Five Hundred Thousand (\$500,000) dollars is required. If the vendor's solution places control of the lockbox with the vendor, a Five Hundred Thousand (\$500,000) dollar Fidelity Bond is also required.
32	How many jurisdictions does the program interface with today?	Five police agencies.
31	Will a permit be required to build at existing locations?	Contractors are required to obtain any local building permits if required by the jurisdiction in which the location exists. As these installations are typically within state right-of-way, no permit is needed from DelDOT.
30	<i>Sample Report provided by DelDOT, page 17:</i> Item e) indicates that DelDOT is evaluating payment options with the DMV and implementing them in 2013. Will DelDOT elaborate on what these changes are and if they have been put into place?	There are no plans to implement any payment option systems.
29	Can rejected images and video be deleted after a set period of time? If yes, what is the set period of time?	Images and video may be removed from the system 1 Year from closed violation; if not closed, indefinitely for open violations.
28	Will DelDOT please provide all applicable archiving and data retention rules?	All data is to be retained until DelDOT approves the archiving of data, the frequency and type of archiving performed will be addressed with the selected vendor. Bidders are free to discuss their preference in their response.

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27	<i>Page 16:</i> DelDOT indicates that untouched images must be stored for a minimum of one (1) year. Do these images need to be online or can they be stored offline?	They can be stored offline.
26	<i>Page 13 5th bullet:</i> Will DelDOT please provide historical data on how often the vendor has provided expert testimony in 2012?	Historical data will be posted as soon as possible.
25	<i>DMV Chart of page 11:</i> Will DelDOT please clarify if this is the information the vendor will receive from the DMV? How will the vendor receive the transfer of ownership flag to stop processing citations?	This will be accomplished through an interface with DMV's system.
24	<i>Page 10:</i> What correspondence and in what time frame would the correspondence need to be provided to DelDOT for preventative maintenance?	See Response to Question 23.
23	<i>Page 10 2nd paragraph:</i> Does DelDOT require the vendor to submit a Maintenance of Traffic plan for all preventative, ongoing maintenance?	For preventative maintenance, the vendor will submit correspondence no later than 48-hours prior to the proposed start of work. The correspondence will include the location of the intersection, the type of maintenance being performed, the proposed time frames for the work to occur and the proposed temporary traffic control Typical Application from the Delaware Manual on Uniform Traffic Control Devices. The Department will review this information and either approve or make recommendations to change the time frames for the work and/or the temporary traffic control Typical Application.
22	How many approaches currently have a front facing camera? May bidders submit an alternate price for installations where DelDOT requires a front camera?	Assume that five-to-ten (5 to 10) front facing cameras would be required as part of the upgrades/retrofits for the current locations. Bidders may submit alternate pricing for DelDOT requested front cameras, Per Section 6.3.10.b.
21	Can the vendor install equipment on DelDOT's existing traffic signal poles or infrastructure?	No
20	Do the \$10 incremental increases in the fine schedule start at 30 days after mail date or 30 days after violation date?	The fine schedule starts 30 days after the mailing date.

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Q #	Question	Answer
19	<p>Will DeIDOT clarify the following notice cycling?</p> <ul style="list-style-type: none"> - 1st notice mailed within 30 days of violation date. - 2nd notice mailed at least 60 days after mailing 1st notice. - Final notice mailed at least 90 days after mailing 1st notice. <p>Page 8 indicates that the second notice will indicate a registration hold will be placed 14 days after no payment is received, but the workflow diagrams indicate that the vendor wouldn't be mailing out confirmation of registration hold until 90 days after 1st mail date.</p>	<p>This information is accurate.</p>
18	<p>Will DeIDOT please clarify the number of notices to be mailed (i.e. the notice cycle)? Are images required on any notices after the first notice?</p>	<p>Three notices are sent (if necessary); Each notice should include the image.</p>
17	<p>Will DeIDOT please provide historical payment rates after initial notice and 2nd notice, and final notice?</p>	<p>Historical data will be posted as soon as possible.</p>
16	<p><i>Page 8 Division of Motor Vehicles under 1.:</i> Requirement states, If there are flags on the registration, the citation should be deleted. Can you clarify what DeIDOT means by deleting a citation?</p>	<p>Once a violation occurs and is confirmed via picture/video of the violator's plate, the vendor checks the DMV registration for certain flags that the DMV enters to indicate the citation should not be mailed (such as; vehicle is no longer owned by the owner, report of transfer to dealer, etc.). The vendor needs to re-check the DMV registration again prior to sending a notice to DMV to hold the registration due to unpaid citations.</p>
15	<p><i>System Overview Page 5 bullet point 7:</i> Please clarify what DeIDOT means by providing two-way access to the vendor's database.</p>	<p>The department (and participating locales) do not want to depend solely on the vendor to self-police camera operability. Access would be necessary to determine at any given time, if any camera in the state is indeed working effectively.</p>
14	<p>For pricing purposes should all vendors assume 52 approaches at 30 intersections? In order to ensure an equivalent evaluation of pricing proposals, what assumptions should bidders use for new intersections (i.e., how many, when, etc.)?</p>	<p>For pricing purposes, vendors should assume providing coverage as indicated in Appendix A. We do not know how many, when, or where new intersections may be added to the program.</p>
13	<p>Will DeIDOT be implementing the new cameras at all 52 existing approaches? If not, how many cameras would be installed at existing locations versus new locations?</p>	<p>Yes, all existing monitored intersections will be upgraded with new equipment from the selected vendor.</p>

Q #	Question	Answer
12	Please clarify what existing infrastructure is owned by the incumbent vendor. May a new vendor use any existing infrastructure, including underground infrastructure, for its camera system?	The incumbent vendor owns the camera equipment, poles that the cameras are installed on, pole bases supporting those poles, red light camera equipment cabinets, underground conduit between poles and red light camera cabinet, and in-roadway detection associated with the camera equipment. DelDOT owns the connection between its traffic signal control cabinet and the red light camera control cabinet. It will be the selected vendors responsibility to negotiate with the existing vendor regarding possible use of their equipment. The current vendor is required to remove the equipment if it is not utilized by the selected vendor.
11	Will the new vendor be required to provide ongoing services for imported citations, or will the incumbent vendor complete the processing and support of violations captured by the incumbent vendor's system?	The new vendor will be required to process previous open citations.
10	If the incumbent vendor is not selected, will DelDOT require that the incumbent vendor's data be imported to the new system? If so, what data would the new vendor import and would it include all historical data or only data for issued and open citations?	All data for open citations are to be imported into the new system.
9	Will DelDOT please provide total event count, violation count, and issued count for 2012?	<u>This, and additional information, is available for review on DelDOT's website: http://www.deldot.gov/information/red_light/</u>
8	Will DelDOT allow for the time period that the camera is down be added to end of contract? This will allow the Vendor the ability to recover its costs as anticipated by the 36 month term.	No. It is the Vendor's responsibility to have the cameras operational at all times. Downtime should be extremely minimal.
7	Our equipment installation plan sample takes 10 pages and this section has a page limit of 12. Will DelDOT allow for the design to be included in the section but not count toward the 12 page limit or rather shift the full report to an Appendix?	Please retain the 12 page limit. Responses to the 5 questions should be brief, but include the information and insights requested. If space is a problem, use bullet points to show concepts involved in the process.

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Q #	Question	Answer
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Tuesday, October 15, 2013

6	<p>Section 5, Item 2 requires a Performance/Fidelity Bond in the amount of \$2 million. Inasmuch as the the ultimate contract will require the selected vendor to invest up to \$2 million of its cash resources to purchase systems and many thousands more for the planning, engineering and installation of the proposed systems and DeIDOT will not be required to make any payments until the systems are operational and generating revenue, we respectfully request that the Performance/Fidelity Bond be requirement be eliminated.</p> <p>Performance/fidelity bonds most frequently require collateral involving cash or cash equivalents. Thus, the selected vendor will be required to tie up nearly double the projects cost with an expected recovery not being realized for more than a year. If DeIDOT is not amenable to elimination of the bond, we respectfully request that the bond amount be reduced to \$250,000, which amount approximates DeIDOT's loss for a 60 day period should the selected vendor completely fail in the installation and operation of the systems.</p>	<p>We have reviewed the bond requirements and have modified the Performance/Fidelity Bond to one million (\$1,000,000) dollars. This amount may be further reduced to Five Hundred Thousand (\$500,000) dollars if the vendor's solution places control of the lockbox account to the Department.</p>
5	<p>Section 5, Item 2 requires a Bid Bond in the amount of \$100,000. Given the nature and scope of this project, this amount is high. We request that the Bid Bond be reduced to \$25,000, which is more than enough to secure the focus of the bidders.</p>	<p>We have reviewed the bid bond requirements and have modified the Bid Bond to Twenty-Five Thousand (\$25,000) dollars. This amount remains regardless of the solution proposed by the vendor.</p>
4	<p>With respect to vehicles not "completely" entering the intersection, does this mean that 100% of the vehicle has entered the intersection or that any part of the vehicle is blocking crossing traffic?</p>	<p>The entire vehicle is required to remain behind the stop line. If the front tires cross the stop line, that is considered a violation under the red light camera program provisions in Delaware Code.</p>
3	<p>Will existing conduit and cabling connecting the system to power and signal control boxes be left in place and available for the successor's use?</p>	<p>Yes, this infrastructure was installed by DeIDOT and will remain in place.</p>
2	<p>In connection with the installation of new systems at existing sites, will the existing poles be removed?</p>	<p>Yes, the poles are owned by the current vendor and it is likely that new poles will need to be placed to accommodate differences in technology. The current vendor is responsible for removing the existing equipment.</p>

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Q #	Question	Answer
1	In Section 2 (System Overview), a sentence reads as follows: "The Vendor's responsibilities include, but are not limited to the following: "processing all citations and sending out all Delaware State/Municipal Police approved citations, to all unresponsive owners and those whose registration has been flagged This is somewhat confusing. Perhaps some language is omitted?	Section 2 (System Overview) page 5, 5th bullet under "The Vendor's responsibilities include, but are not limited to the following:", should read as follows: • processing and sending out all Delaware State/Municipal Police approved Red Light violations, as well as sending appropriate notices to all unresponsive owners and to those whose registrations have been flagged by the DMV.