

VENDOR QUESTIONS AND ANSWERS

1. Please confirm vendor is responsible for obtaining registered owner information for violating vehicles.

ANSWER: Yes

2. Can we include an exhibit outlining Trade Secrets and/or Proprietary Information that extends beyond the space included on the Proposal Form?

ANSWER: Yes

3. Please confirm that proof of insurance is not required with the proposal. If yes, where should offerors provide the required proof of insurance?

ANSWER: Proof of insurance submittal required for award, not at the proposal stage.

4. Of the existing red light locations, if applicable, will the awarded vendor be allowed to utilize any of the existing infrastructure?

ANSWER: The Photo Red Light cameras are owned by the current contractor (Verra Mobility), the County's expectation is that a new vendor would be responsible for furnishing the new equipment as described in the RFP. Equipment will remain the property of the new contractor.

5. Both References and Exceptions are labeled as Section 6. Can we assign Exceptions to Section 7 and then Cost Proposal as Section 8?

ANSWER: Yes

6. Of the 10 systems, is the County looking to have a combination of portable camera units and fixed speed deployments? If so, can the County please identify how many of each portable camera units and fixed speed deployments are required?

ANSWER: The County would prefer an all-mobile solution for photo speed, but willing to entertain other options.

7. Requirement: A detailed continuity of services plan and timeline of how your company would transition services from the current provider Vendor. Question: Could the County please identify what services must be transitioned? For example: does the data from the existing vendor need to be migrated to a new vendor's system? Is the new vendor expected to accept payment on violations issued by the existing vendor? Does the new vendor need to send notices on violations issued by the existing vendor?

ANSWER: Contracts will overlap to allow time for new system to seamlessly come online.

8. Will Arlington County confirm that responses to the Scope of Services requirements in RFP Section IV should be addressed in Proposal Section 5 in response to the detailed plan and methodology to provide the services described in this solicitation? If not, in which proposal section should the Scope of Services specifically be addressed?

ANSWER: Yes

9. Could the County please provide the mailed violations per month for calendar years 2019 through 2022 for the existing red light camera locations

ANSWER:

	Violations per month			
	2019	2020	2021	2022
Jan	1191	1181	535	823
Feb	1179	1122	442	895
March	1644	901	653	1064
April	1539	494	713	1128
May	1639	699	743	1193
June	1583	797	739	1366
July	1528	912	1125	1119
August	1777	659	843	880
Sept	1683	620	739	920
Oct	1638	721	1027	1350
Nov	1471	548	792	1127
Dec	1268	462	900	1113
Annual Total	18140	9116	9251	12978
Monthly Ave	1512	760	771	1082

10. If the existing equipment is not owned by the County, to be fair and equitable across vendors, would the county consider requiring all new equipment from all vendors?

ANSWER: As long as the equipment meets the requirements set forth in the solicitation, existing equipment may remain in place. If equipment proposed by another offeror significantly exceeds capabilities of existing equipment the offeror’s proposal will be scored high in the methodology category.

11. The Speed Violation Enforcement table includes price options only for “permanently mounted cameras”. If the County desires that some portion of the requested ten (10) units be portable camera units, will the County please provide an updated Cost Proposal that allows vendors to price both the portable and fixed units?

ANSWER: Updated Cost Proposal now attached.

12. Appendix D and E were mentioned in the RFP but not included. Can the County please send this?

ANSWER: Appendix D is now attached, and Appendix E is below under Question #32.

13. RFP Requirement: VI. Contract Terms and Conditions 28 4. CONTRACT TERM Time is of the essence. The Work will commence on _____, 20____ and must be completed no later than _____20 ____ ("Initial Contract Term"), subject to any modifications provided in the Contract Documents. Upon satisfactory performance by the Contractor the County may, through issuance of a bilateral Notice of Renewal, authorize continuation of the Agreement under the same contract prices for not more than _____ additional 12-month periods, from _____, 20____ to _____, 20____ (each a "Subsequent Contract Term"). The Initial Contract Term and any Subsequent Contract Term(s) are together the "Contract Term". Question: What is Arlington County's anticipated contract term for the Red Light & Speed Enforcement System RFP (e.g., 3 year term, 5 year term, with renewal terms, etc.)

ANSWER: This can be negotiated, but generally our contracts have 1 base-year with 4 optional years.

14. RFP Requirement: V. Proposal Requirements - The Offeror's proposal must address the Proposal Submittal Elements below, in the order listed, and must not exceed the stated page limitations. The proposal must be on 8 ½" x 11" paper, single-spaced, and the type size must not be less than 10-point. Question: RFP Section 7. Proposal Submittal Elements does not appear to include page limitations on any of the listed sections. Please clarify which, if any, portions are considered page limited in responses.

ANSWER: No Page limits

15. RFP Requirement: V. Proposal Requirements - The Offeror's proposal must address the Proposal Submittal Elements below, in the order listed, and must not exceed the stated page limitations. The proposal must be on 8 ½" x 11" paper, single-spaced, and the type size must not be less than 10-point. Question: Please confirm that the 10-point font restriction applies only to response body text, and that limited portions of the response such as headers and footers, requirement text, and text on applicable state licenses, graphics, etc. are not restricted as long as they are readable.

ANSWER: Confirmed

16. RFP Requirement - 7. Proposal Submittal Elements, 3. Firm Qualifications, c. - c. Indicate the number of years your firm has been performing services similar to those requested in this RFP.

Submit as attachments proof of company contracts for such services Question: Please clarify what type of documents should be attached to meet the proof of company contracts requirement.

ANSWER: Provide a list of jurisdiction serviced and year of service.

17. RFP Requirement: 16, Collections 19 The contractor shall be responsible for all collection activities, including utilization of collection agencies for collection of overdue payments. Question: Please clarify what collection activities the contractor shall be responsible for beyond the mailing of first and second notices and collection of payments.

ANSWER: The Treasurer's Office is currently the collection agency for photo red light and we envision handling the photo speed violations the same way. With the current process the unpaid violations are assigned to the Treasurer's Office for collection 120 days after the violation date. Once violations are assigned for collection payments should be directed to the Treasurer's office and not accepted by the vendor.

18. RFP Requirement: 7. Proposal Submittal Elements, 6. References, 6. Exceptions 25 6. REFERENCES: A minimum of three references, preferably public sector/government organizations, where the firm is currently under contract. Include the following: a. Name of organization b. Years when the firm has served the organization c. Name, title, email address, phone, and facsimile of a contact for the organization familiar with the firm's performance 6. EXCEPTIONS TO THE COUNTY'S NON-MANDATORY CONTRACT TERMS AND CONDITIONS, if any Two unrelated sections within the "Proposal Submittal Elements" section are both numbered as subsection "6." Question: Please confirm that the Exceptions subsection should be treated as a separate section and not fall under the "References" heading. (e.g., Section 6 – References, Section 7 – Exceptions to Non-Mandatory Contract Terms and Conditions, 8 Cost Proposal.)

ANSWER: Answered above in question #5.

19. RFP Requirement: Equipment (Applicable to both systems) - 4.a. xviii. Photo-SPEED shall include distance beyond the speed limit marker. • Speed detection shall occur in both directions of travel simultaneously. Question: Speed detection shall occur in both directions of travel simultaneously. • Is this a requirement of (1) one system to be able to capture events in both directions of traffic? (Bi-directional capturing of violations) Will two (2) systems be allowed, each capturing in one direction of traffic simultaneously?

ANSWER: Yes

20. The County requested "proof of company contracts" with clients for similar services performed elsewhere. Given that expansive client lists are trade secret, will the County accept viewing such contracts upon request as opposed to vendors providing contract copies with submission?

Alternatively, does the County have a different definition of what qualifies as "proof of company contracts" that vendors should consider submitting?

ANSWER: Redacted info is okay.

21. Are any of Arlington's roads maintained by VDOT, and if so, what percentage? Are the remainder managed directly by the County?

ANSWER: Yes, about 20% of roadway centerline miles in Arlington are owned and operated by VDOT. This mileage includes major interstates (I-66 / I-395) and a few major arterials (Arlington Blvd/Route 50, Langston Blvd/Route 29, and Glebe Rd). The majority (~65%) of centerline roadway miles in the County are owned and operated by Arlington County, while the remaining 15% are owned and operated by the Federal Govt, MWAA, or NPS. We will generally consider placing cameras only on County- or VDOT-operated roadways/intersections.

22. Is a secondary collections vendor in use for red light violations today? If so: • Who is the current vendor? • At what point in the lifecycle is the violation assigned to the secondary collections vendor? • What are the 90-day, 1 year and 2 year collection rates for debt assigned to the secondary collections vendor?

ANSWER: The Treasurer's office is used to collections of red light violations currently. Violations are transferred to collections 55 days after the second notice due date which is 60 days after the event, so 115 days total.

23. What are the County's monthly estimates for how many violations will be issued at the speed enforcement locations?

ANSWER: We currently do not have data to support such an estimate, as we would need to further identify which roadways the cameras would be placed and collect data to gauge a percentage of vehicles going 10mph+ the speed limit. One could draw comparisons with peer jurisdictions with school zone speed camera programs to gauge an estimate.

24. Virginia law allows for speed violations to be issued with a fine up to \$100. At what fine amount will the County issue?

ANSWER: Per the County ordinance, the proposed civil penalty for a speed camera citation in Arlington is \$50.

25. The price form does not currently accommodate options for the secondary collections scope of work. Given that secondary collections work relies heavily on assignment volumes, which are variable, would the County consider revising the price form to allow vendors the opportunity to offer pricing specific to the requested secondary collections scope of work?

ANSWER: Refer to the updated cost proposal attachment.

26. Could the County please provide the number of camera knockdowns for the existing red light locations in the last two years?

ANSWER: No cameras have been knocked down in any incident in the past two years.

27. Could the County please provide the current contract with the existing vendor for the Photo-RED program?

ANSWER: We ride a contract from the City of Falls Church which can be obtained by visiting [Vendor Registry](#).

28. Section 1 Contract Documents of the Contract Terms and Conditions notes the following: "Where the terms and provisions of this Agreement vary from the terms and provisions of the other Contract Documents, the terms and provisions of this Agreement will prevail over the other Contract Documents, and the remaining Contract Documents will be complementary to each other. If there are any conflicts, the most stringent terms or provisions will prevail." The first sentence indicates that the Agreement shall prevail in case of conflict, whereas the second sentence seems to oppose that and indicates that the most stringent terms shall prevail. Could the County please confirm that the terms and provisions of the Agreement shall prevail over other Contract Documents in case of conflicts?

ANSWER: Yes

29. In regards to the requirement stating, "Speed detection shall occur in both directions of travel simultaneously" - is it the County's intent to have a portable camera for each direction of travel on the road so both directions are enforced at the same time?

ANSWER: Yes, however, we are open to any proposal.

30. Requirement Attachment A Cost Proposal pg. 49 2. One-Time Infrastructure Fee to Establish Connection for a permanently mounted camera Question: Please verify if you would like for bidders to provide a one-time lump sum cost for site construction and infrastructure for cameras in the initial rollout, which would include the cost of the camera?

ANSWER: Please refer to the updated Cost Proposal sheet.

31. Requirement: Attachment A Cost Proposal pg.49 - 4. Infrastructure Fee to Establish Connection for a Permanently Mounted Camera Question: Is the intention to pay for Construction as a one-time lump sum payment, and then pay for the cameras on a per month, per camera basis?
Requirement: Attachment A Cost Proposal pg.49 - 4. Infrastructure Fee to Establish Connection for a Permanently Mounted Camera Question: Is the intention to pay for Construction as a one-time lump sum payment, and then pay for the cameras on a per month, per camera basis?

ANSWER: Please refer to the updated Cost Proposal sheet.

32. IV. Scope of Services, B. Specific Requirements, 1. Site Analysis (Photo-Red) pg.10 - 1. Site Analysis (Photo-RED): The contractor will review current and historical camera placement and assist the County in determining the optimal placement of camera locations (See List in Appendix E). Question: Appendix E does not appear to have been included in the RFP. Please clarify.

ANSWER: Appendix E is the list below.

- NB N. Glebe Road at N. Fairfax Drive
- NB N. Lynn Street at EB Langston Boulevard
- WB Washington Boulevard at Langston Boulevard
- SB Fort Myer Drive at WB Langston Boulevard
- EB Columbia Pike at S. George Mason Drive
- NB Richmond Highway at 23rd Street S.
- SB Richmond Highway at 23rd Street S. (through traffic)
- Richmond Highway at 23rd Street S. left hand turn lane
- EB Columbia Pike at S. Glebe Road
- WB Columbia Pike at S. Glebe Road
- NB N. Glebe Road at Washington Boulevard
- WB Langston Boulevard at N. George Mason Drive

33. Requirement: IV. Scope of Services, 2. Site Analysis (Photo-Speed) pg. 11 - Location selections should address roadway configuration, cross traffic concerns, and volume of students. See Appendix D for school names, location, hours of operation, etc. Question: Appendix D does not appear to have been included in the RFP. Please clarify.

ANSWER: Appendix D is now included

34. Requirement: Proposal Form pg. 51 - OFFEROR MUST SUBMIT: ONE ELECTRONIC COMPLETE SIGNED PROPOSAL THAT INCLUDES AS ITS FIRST PAGE THIS PROPOSAL FORM. Question: Please confirm that bidders are permitted to include items/pages such as a cover, title page, table of contents, etc. before the completed proposal form as long as the form falls immediately within the first section of responses.

ANSWER: Confirmed