REQUEST FOR QUALIFICATIONS

MPA CONTRACT NO. M560-S1, NEW TRUCK GATE PROCESSING FACILITIES EQUIPMENT AND TECHNOLOGY AT CONLEY CONTAINER TERMINAL,

700 SUMMER STREET,

SOUTH BOSTON, massachusetts

SUPPLEMENTAL INFORMATION PACKAGE
LEGAL NOTICE
REQUEST FOR QUALIFICATIONS

The MASSACHUSETTS PORT AUTHORITY (Authority) is soliciting an equipment supply vendor for MPA CONTRACT NO. M560-S1, NEW TRUCK GATE PROCESSING FACILITIES EQUIPMENT AND TECHNOLOGY, CONLEY TERMINAL, 700 SUMMER STREET, SOUTH BOSTON, MASSACHUSETTS. The Authority is seeking qualified vendors with experience in providing systems with proven technology for truck gate processing equipment and technology at Conley Container Terminal. The Vendor must be able to work closely with the Authority and other interested parties in order to provide such services in a timely and effective manner.

The vendor shall demonstrate experience in several areas including but not limited to acquisition and installation of new semi-automated and remotely-operated truck gates.

The selection shall involve the short-listing of one or more vendors based on an evaluation of the Information received in response to this solicitation. The Authority reserves the right to conduct interviews, issue a Request for Proposal or seek product demonstrations if it is deemed necessary or, based on the quality and responsiveness of the submittals; select a vendor or vendors for implementation of the New Truck Gate Processing Facilities for Conley Terminal.

A Supplemental Information Package will be available, on Wednesday May 15, 2019 on the Capital Bid Opportunities webpage of Massport http://www.massport.com/massport/business/bids-opportunities/capital-bids as an attachment to the original Legal Notice, and on COMMBUYS (www.commbuys.com) in the listings for this project. If you have problems finding it, please contact Susan Brace at Capital Programs SBrace@massport.com The Supplemental Information Package will provide detailed information about Scope of Work, Selection Criteria and Submission Requirements.

By responding to this solicitation, consultants agree to accept the terms and conditions of Massport’s standard work order agreement, a copy of the Authority’s standard agreement can be found on the Authority’s web page at http://www.massport.com/massport/business/capital-improvements/important-documents/. The Consultant shall specify in its cover letter that it has the ability to obtain requisite insurance coverage.

This submission, including the litigation and legal proceedings history in a separate sealed envelope as required shall be addressed to Houssam H. Sleiman, PE, CCM, FCMAA, NAC, Hon. D.Eng., Director of Capital Programs and Environmental Affairs and received no later than 12:00 Noon on Thursday June 6, 2019 at the Massachusetts Port Authority, Logan Office Center, One Harborside Drive, Suite 209S, Logan International Airport, East Boston, MA 02128-2909. Any submission which is not received in a timely manner shall be rejected by the Authority as non-responsive. Any information provided to the Authority in any Proposal or other written or oral communication between the Proposer and the Authority will not be, or deemed to have been, proprietary or confidential, although the Authority will use reasonable efforts not to disclose such information to persons who are not employees or consultants retained by the Authority except as may be required by M.G.L. c.66.

MASSACHUSETTS PORT AUTHORITY
JOHN P. PRANCKEVICIUS
ACTING CEO & EXECUTIVE DIRECTOR
**Scope of Work:**

The Authority is seeking qualified vendors with experience in providing systems with proven technology for truck gate processing equipment and technology at Conley Container Terminal. The Vendor must be able to work closely with the Authority and other interested parties in order to provide such services in a timely and effective manner.

The vendor shall demonstrate experience in several areas including but not limited to acquisition and installation of new semi-automated and remotely-operated truck gates.

**Background**

The Port of Boston’s Paul W. Conley Container Terminal (Conley Terminal) is owned and operated by the Massachusetts’ Port Authority (Massport), referred to from hereon in as “the Authority”. Conley Terminal, with the only deep-water access capable of serving large ships in the Port of Boston, plays a significant role in the regional economy by moving roughly one-third of New England cargo. Thirteen of the world’s top fifteen ocean carriers call on Conley, providing service on three major trade lanes, including Asia, Northern Europe and the Mediterranean. Key containerized cargos include Seafood, Beer/Wine, Footwear, Apparel, Furniture, Waste paper, and Scrap metal.

In 2018, Conley Terminal saw record-breaking growth with a 10% increase in container volume, setting a new record of more than 280,000 TEUs (twenty-foot equivalent units) shipped through the terminal with truck turn times averaging less than 40 minutes. Of the approximately 100 acres encompassed by Conley Terminal, approximately 60 acres are currently used for containerized cargo operations. An additional approximately 30 acres are set aside for reefers and equipment repair and storage. Conley Terminal currently features 1,950 ft. of continuous berth (berths 11-12). Located in South Boston, Conley Terminal moves New England’s goods to market with speed and efficiency, ensuring that the region’s 14 million consumers have the products they need, when they need them. Ongoing investments in equipment, dock improvements and a more than $310 million investment in dredging will ensure that Conley Terminal remains competitive in the future.

Massport has recently and is currently undertaking, a number of major infrastructure projects to modernize Conley Terminal, including, the Conley Terminal Dedicated Freight Corridor (CDFC) and Buffer Open Space Project; a new Berth 10; new refrigerated container racks; yard expansion; new container handling equipment; software and systems upgrades; and a number of other enhancements.

**Scope**

The New Truck Gate Processing Facilities Project provides for the design and construction of a new one-stage, completely remote operation that incorporates state-of-the-art gate processing technology to increase the terminal throughput and optimize traffic flow. It is anticipated that the new in-gate truck processing area will be located at the easternmost end of Conley Terminal. The proposed location is consistent with the current plan for long-range terminal expansion. In combination with the CDFC, the new gate areas will create an updated traffic pattern within the terminal. This new flow will have trucks entering and exiting from the western side of the terminal and flowing in a counter-clockwise pattern once inside the facility. The easterly placement of the one-stage in-gate allows for maximum truck queuing on the CDFC within the terminal footprint. This eliminates any truck congestion or noise on local neighborhood roads and improves access and quality of life for nearby residents.

The relocation of the in-gate from its current location also allows for maximization of container storage space on the terminal. Before exiting, the trucks will pass through the new out-gate area at the western end of the terminal. In addition to streamlining terminal traffic flow, the new in-gate and out-gate processing areas increase safety by separating terminal staff vehicles from trucks hauling containers. The new gate processing facilities will have additional security provisions to allow for increased safety and operational efficiency within the terminal. The new infrastructure and gate-processing configuration also
sets the stage for a future appointment system. This system would allow truckers to schedule pick-up and delivery of containers, providing a more evenly distributed traffic flow.

The Authority is seeking an advanced, proven, reliable, and flexible technology-based permanent solution to continuously process trucks entering and exiting Conley Terminal. It is envisioned that the gate vendor will provide a holistic system that includes, at a minimum, the following components:

- Gate pedestals (including all communication devices, printers, etc.).
- Cameras, OCRs, license plate readers, RFID readers, and other data capturing equipment.
- Remote trouble resolution
- Stop/Go lights and gate arms.
- All software to capture, process, and transmit the data to the Terminal Operating System.
- Working with the Authority’s engineering consultants to finalize the gate plan and structural supports.
- Integration of the above hardware into protective canopies/buildings (to be designed and installed by others).
- Commissioning, Testing, and Training on the system.

The Authority, at its sole discretion, may direct the vendor to produce weigh in motion scales from a specified vendor. At a minimum, the successful gate vendor shall include full integration of weigh in motion scales with its system.

The gate system shall enable future automation and implementation of new technology should the Authority desire, such as but not limited to Lidar for damage inspections.

The successful vendor will be capable of addressing the following:

- Evidence of repeat client satisfaction at numerous installations under similar conditions.
- Evidence of installations operating in all weather conditions typical to New England including rain, snow, wind, fog, salt exposure, and darkness. The system has to have an operating temperature range of -20°F to +160°F and have a proven track record of functioning in a harsh marine industrial environment.
- The system shall also have the capability to connect to third part systems, such as Tideworks’ Terminal and Gate Operating Systems and the future potential to connect to USCBP systems.
- The ability to implement a pre-booking or appointment system, whether through the vendor’s proprietary system or integration with an Authority-specific system.
- The system must be able to identify characters on multiple equipment types defined by the Authority. These are expected to be standard ISO containers, container chassis, and over the road trucks typically seen in terminal operations at US Ports.
- Image and data quality should not be impacted by vehicle caused vibration, ambient light or other external conditions normally expected in port operations.
- Remote hardware and software support shall be available 24 hours 7 days a week
- On-site support shall be available within 6 hours from notification by the owner of a condition requiring attention. The service contract will be negotiated separately.
The system shall allow for immediate notification of hardware or software failure.
The system shall be able to create log files and have functionality that will allow for e-mail and other alerts for errors detected.
All equipment and enclosures shall be NEMA rated and UL approved.
Only components and materials of the best commercial quality shall be used and the entire installation shall be warranted for two years.
The entire gate system shall be furnished, installed and maintained by one system contractor.
The work shall be done in accordance with all applicable codes and regulations.

This project is part of the larger Conley Terminal Intermodal Improvement and Modernization program, which is funded by a United States Department of Transportation (USDOT) 2016 FASTLANE grant. As such, all products furnished by the Vendor shall be compliant with “Buy America” provisions. It is expected that the gate system will be fully installed and running by December 31, 2020. Please see Figure 1, Updated Conley Terminal Master Plan showing new terminal layout along with new in-gate and out-gate concepts.

Evaluation Criteria:
The submission shall be evaluated on basis of:

1) Current level of experience and knowledge of the team for similar projects, particularly the Project Manager;
2) Location of Vendor’s project management team and equipment fabrication;
3) Project experience including:
   a. A summary of each project;
   b. The scope of work performed, such as number, type, and size of gates, the technology provided, and components/modules supplied;
   c. References for the projects indicating the project, the client name, client address, contact person’s name, current address and current telephone number, and role of the contact in the provided work;
   d. A brief process flow chart of in/out gate and where Vendor’s systems were used;
   e. The projects’ schedule and budget;
   f. Other parties involved, including the terminal/gate operating system provider, consulting engineer, port authority, and/or terminal operator;
   g. Any unusual or unique aspects of the project; and
   h. High-quality photographs.
4) Continuity of customer service/support beyond warranty;
5) Experience and expertise of sub-contractors;
6) Cost management and scheduling capabilities;
7) DBE affirmative action efforts, please indicate the proposed % of DBE participation;
8) Current level of work with the Authority, and past performance for the Authority, if any;
9) Experience with sustainable design concepts and resiliency;  
10) Project understanding and technical approach to this project;  
11) Ability to meet the desired criteria and functionality;  
12) Ability to comply with the USDOT’s Fastlane grant requirements, including Buy America provisions;  
13) Proven experience in delivering similar semi-automated, remotely-operated gate systems for marine terminals on the US, with a preference for East Coast facilities and those in environments with weather conditions similar to Boston, as verified by references;  
14) Technical leadership the industry for OCR technology as applied to containers, generator sets, chassis, tires, and license plates;  
15) Experience as a systems integrator, including requirements definition, design, design review, fabrication, installation, commissioning, training and on-going support;  
16) RFID experience in over-the-road vehicle identification systems;  
17) Off-the-shelf designs for gate pedestals with an ability to customize the design as necessary;  
18) Ability to and experience with communicating and integrating with Tideworks;  
19) Configurable work flow systems with queuing to human participants at one or more points;  
20) Customer service and support experience, methodology, and ability; and  
21) Financial stability and years of proven experience.

*The selection shall involve the short-listing of one or more vendors based on an evaluation of the Qualifications received in response to this solicitation. The Authority reserves the right to conduct interviews, issue a Request for Proposal or seek product demonstrations if it is deemed necessary or, based on the quality and responsiveness of the submittals, select a vendor or vendors for implementation of the New Truck Gate Processing Facilities for Conley Terminal.*

**Submissions Requirements:**

Each submission shall include a Statement of Qualifications that provides detailed information in response to the evaluation criteria set forth below and include Architect/Engineer & Related Services questionnaires SF 330 (www.gsa.gov/portal/forms/download/116486) with the appropriate number of Part IIs. DBE certification of the vendor shall be current at the time of submittal and the Vendor shall provide a copy of the DBE certification letter from the Supplier Diversity Office, formerly known as State Office of Minority and Women Business Assistance (SOMWBA) within its submittal.

The Consultant shall also provide an (1) original and eight (8) copies of litigation and legal proceedings information, **signed under the pains and penalties of perjury**, in a separate sealed envelope entitled “Litigation and Legal Proceedings”. See [http://www.massport.com/massport/business/capital-improvements/important-documents/](http://www.massport.com/massport/business/capital-improvements/important-documents/) for more details on litigation and legal proceedings history submittal requirements.

All individuals responsible for technical disciplines shall, upon commencement of the project, be registered Architects or Engineers, in that discipline, in the Commonwealth of Massachusetts.
The Authority may reject any application if any of the required information is not provided: Cover Letter, Litigation and Legal proceedings, and SF330 Part IIs for the Prime and every sub-vendor. Make sure that in the Cover Letter you mention the Litigation and Legal proceedings.

Submissions shall be printed on both sides of the sheet (8 1/2" x 11"), no acetate covers. An (1) original and eight (8) copies of a bound document AND one PDF version on a disc each limited to:

1) An SF 330 including the appropriate number of Part IIs,
2) Resumes of key individuals only each limited to one (1) page under SF 330, Section E,
3) No more than ten (10) projects each limited to one (1) page under SF 330, Section F,
4) No more than 3 sheets (6 pages) of information contained under SF 330 Section H addressing the evaluation items (except for the litigation and legal proceedings history), and
5) No more than 2 sheets (4 pages) of other relevant material not including a 2 page (max.) cover letter, SDO certification letters, covers, dividers, and other required information.
6) Project Approach: In addition to the SF 330 form the Vendor shall provide the following:
   a. Detailed information on a proposed technology-based solution to meet the needs stated above.
   b. Supporting documentation on any proposed specific technology as applied in similar or relevant context (e.g. capabilities, robustness, system architecture, maintenance requirements and costs) include results of any independent evaluation/application.
   c. Include technical approach for identifying modifications or threats to minimize false alerts.
   d. Provide estimated costs of all proposed equipment (hardware and software) costs, system configuration/setup, tune, testing and commission costs, all system licensing costs, operating/maintenance costs, and replacement/spare parts, staffing (life cycle cost) on a per-lane basis.
   e. A proposed detailed deployment schedule including product lead times, system configuration testing and commissioning times and logistics support to support the Authority’s project schedule detailed above.

7) Standard Drawings and Details: In addition to the SF 330 form the Vendor shall provide the following: standard drawings of all gate equipment as an appendix to the submittal. This should include plan views, sections, details, and general arrangements.

By responding to this solicitation, consultants agree to accept the terms and conditions of Massport’s standard work order agreement, a copy of the Authority’s standard agreement can be found on the Authority’s web page at [http://www.massport.com/massport/business/capital-improvements/important-documents/](http://www.massport.com/massport/business/capital-improvements/important-documents/). The Consultant shall specify in its cover letter that it has the ability to obtain requisite insurance coverage.
This submission, including the litigation and legal proceedings history in a separate sealed envelope as required shall be addressed to Houssam H. Sleiman, PE, CCM, FCMAA, NAC, Hon. D.Eng., Director of Capital Programs and Environmental Affairs and received no later than **12:00 Noon Thursday June 6, 2019** at the Massachusetts Port Authority, Logan Office Center, One Harborside Drive, Suite 209S, Logan International Airport, East Boston, MA 02128-2909. Any submission which is not received in a timely manner shall be rejected by the Authority as non-responsive. Any information provided to the Authority in any Proposal or other written or oral communication between the Proposer and the Authority will not be, or deemed to have been, proprietary or confidential, although the Authority will use reasonable efforts not to disclose such information to persons who are not employees or consultants retained by the Authority except as may be required by M.G.L. c.66.

The procurement process for these services will proceed according to the following anticipated schedule:

<table>
<thead>
<tr>
<th>EVENT</th>
<th>DATE/TIME</th>
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<tbody>
<tr>
<td>Solicitation: Release Date</td>
<td>Wednesday May 15, 2019</td>
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<tr>
<td>Supplemental Package Available</td>
<td>Wednesday May 15, 2019 Massport website</td>
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<tr>
<td>Deadline for submission of written questions</td>
<td>Tuesday May 21, 2019 at 5:00PM</td>
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<tr>
<td>Official answers published (Estimated)</td>
<td>Tuesday May 28, 2019</td>
</tr>
<tr>
<td>Solicitation: Close Date / Submission Deadline</td>
<td>Thursday June 6, 2019 at 12:00PM (noon)</td>
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Times are Eastern Time (US).

Questions may be sent via email to **CPBidQuestions@massport.com** subject to the deadline for receipt stated in the timetable above. *In the subject lines of your email, please reference the MPA Project Name and Number.* Questions and their responses will be posted on Capital Bid Opportunities webpage of Massport [http://www.massport.com/massport/business/bids-opportunities/capital-bids](http://www.massport.com/massport/business/bids-opportunities/capital-bids) as an attachment to the original Legal Notice and on COMMBUY (www.commbuys.com) in the listings for this project.

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