

OFFICIAL TRANSCRIPT OF THE
MARYLAND DEPARTMENT OF TRANSPORTATION
MARYLAND TRANSIT ADMINISTRATION
PRE-PROPOSAL MEETING
FOR
OPERATIONS MONITORING SERVICES

CONTRACT NO. MTA-1349

MARCH 08, 2012

10:00 A.M.

Maryland Transit Administration
6 St. Paul Street, 7th Floor Conference
Baltimore, Maryland 21230

Agency:

Gary Lockett, Procurement
Amanda Patten, Procurement
Joseph Johnson, Procurement
Kaitlyn Hynes, External Affairs
Joyce Callahan, Office of Service Oversight
Chanda Floyd, Service Quality
Paula Cullings, Office of Fair Practices
Michael Walk, Office of Performance Management

Participants:

Bill Ashton, TCC Software Solutions
Charles Motte, Angarai
Thomas Hewitt, Jr., Tindale-Oliver & Associates, Inc.
Don Kloehn, Tindale-Oliver & Associates, Inc.
Jim Burch, Kennedy Personnel Services
David Ott, The GBS Group
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1 MR. LOCKETT: Good morning, everyone.

2 PARTICIPANTS: Good morning.

3 MR. LOCKETT: Welcome to the Pre-proposal Conference
4 for Contract No. MTA 1349 entitled Operations Monitoring
5 Services. My name is Gary Lockett. I'm the Procurement Officer
6 for the Maryland Transit Administration. To my left is the
7 Contract Specialist, Amanda Patten. To my right is Joyce
8 Callahan. She is the Chief of Internal Compliance Department
9 and in the Transit Operations Division of MTA.

10 I want to remind everyone to sign in on the sign-in
11 sheet and that this meeting is being recorded. It's being
12 transcribed, so as we go through the process of discussing the
13 RFP, you'll be asked to give your name for the record, okay, and
14 then you can -- we'll answer your questions.

15 MS. CALLAHAN: Gary, I might have given you an old
16 card. I'm in the Office of Service Oversight --

17 MR. LOCKETT: Okay.

18 MS. CALLAHAN: -- is my --

19 MR. LOCKETT: Okay.

20 We also want to remind everyone that any questions
21 regarding this RFP following today's conference must be directed
22 to my attention in writing by fax or via e-mail. Also, only the
23 responses or answers to inquiries received from the Procurement
24 Officer represent the official position of the MTA concerning
25 this Solicitation. Discussions with other MTA personnel

1 regarding this RFP could result in your firm being disqualified
2 from further consideration for contract award.

3 In addition, if it becomes necessary to revise any
4 part of the RFP or if additional information is necessary to
5 enable the Offeror to make an adequate interpretation of the
6 provisions of this RFP, an addendum to the RFP will be issued
7 and provided to each firm.

8 I'll now, briefly, summarize some key areas of the RFP
9 for your attention.

10 Under Section I., Part III., Purpose, the Maryland
11 Transit Administration is seeking professional services in
12 support of the MTA's Operation's Monitoring Program and
13 provision of on-call operation's monitoring services in support
14 of MTA's fixed routes. That's bus, Light Rail, METRO, and MARC
15 modes. Monitoring shall include American with Disabilities,
16 stop and station monitoring for compliance, as well as on-call
17 criteria to be assigned by the MTA.

18 Also, under Section I, and it's Part V, the Inquiries.
19 The closing date and time for receipt of written questions or
20 inquiries is **March 22nd, 2012**, by **4 p.m.** You may submit your
21 questions by fax, e-mail, or regular mail, but they must be in
22 writing. In that same section under Part V., the Submission
23 Deadline. The deadline for submission of sealed technical and
24 financial proposals is **2 p.m.** Eastern Time on **April 10th, 2012**,
25 and it should come to the Procurement Office at the address

1 listed in Section I.

2 Also, in Section I, we -- the use eMaryland
3 Marketplace is an electronic commerce system administered by the
4 Maryland Department of General Services. Registration in this
5 system is free and will provide a means for your business to
6 receive e-mail notifications of up-coming contracting
7 opportunities in specific areas of interest and expertise. This
8 means that all such information is, immediately, available to
9 subscribers to eMaryland Marketplace. Because of the instant
10 access afforded by eMaryland Marketplace, it is recommended that
11 all Offerors interested in doing business with Maryland state
12 agencies subscribe to that system that -- and for more
13 information on eMaryland Marketplace registration, you can visit
14 their Web site, and it's listed in the Solicitation. A
15 contractor must be registered on eMaryland Marketplace in order
16 to receive a contract award and, again, the registration is
17 free.

18 Section I., Part DD. I'm going to talk a little bit
19 about the Minority Business Enterprise Program, but our
20 director, the Office of Fair Practice is here. Her name is
21 Paula Cullings, and she will give a presentation as soon as I
22 finish -- complete. Okay? So, any questions about that --

23 Minority business enterprises are encouraged to
24 respond to this Solicitation Notice. It is the goal of the MTA
25 that the minority business enterprises participate in all

1 projects. The MTA, hereby, notifies all offerors that in regard
2 to any contract entered into pursuant to this RFP, MBE
3 subcontractors would not be subject to discrimination on basis
4 of race, color, sex, or national origin in consideration for an
5 award.

6 There has been an overall MBE subcontract
7 participation goal of twenty-five percent (25%) set for this
8 contract.

9 And, all bidders or Offerors must submit with their
10 bid a fully executed copy of their Certification, MBE
11 Utilization and Fair Solicitation Affidavit. These forms are
12 located in Attachment 4 in this Solicitation. And, again, Ms.
13 Cullings will go over those in detail in a few minutes.

14 And, there's also an MBE Participation Schedule,
15 that's Form B. And, for failure to submit Form A and Form B
16 with this offer, with your technical offer, will result in the
17 offer -- offer as technical proposal being deemed not reasonably
18 susceptible for award. Again, all MBE forms must be certified
19 by the Maryland Department of Transportation at the time of
20 technical proposal submittal. No other certifications will be
21 accepted. Keep in mind this process takes an average of six
22 months (6) to get a company certified.

23 By submitting a response to this RFP, the Offeror
24 agrees that as a minimum this percentage of contract's price
25 will be low -- allocated to the MBEs; that's that twenty-five

1 percent (25%) I'm speaking of.

2 Questions or concerns regarding the MBE requirements
3 of this Solicitation must be raised before the receipt of
4 technical proposals.

5 A current directory of MBEs is available through,
6 again, the Maryland Department of Transportation, and it's the
7 Office of Minority Enterprise, and that's in P.O. Box 541 and
8 that's in Hanover, Maryland. The phone number is 410-865-1269,
9 and it's also available online at www.mdot.state.maryland.us.
10 And, this information is going to be put it an amendment into
11 your Solicitation. Okay, but I'm not sure if it's showing up in
12 here.

13 On Page ii. in the beginning, there's a Key
14 Information Sheet in the front of the Solicitation. Now, this
15 is an estimated schedule of the remaining activities regarding
16 this procurement, leading up to contract award and Notice to
17 Proceed. And, we'll make every effort to try to meet those
18 scheduled deadlines, but again, this is like a tentative
19 schedule.

20 Section II. outlines the Scope of Services. That's on
21 page 15. This section, it's a detailed description of what the
22 MTA is looking for in this RFP when you submit proposals,
23 technically priced proposals.

24 Now, on page 19 is the Proposal Format. You're
25 reminded to adhere to the format outlined in the RFP and

1 respond, accordingly. And, remember to mark the original
2 technical proposal as "Original." This section also contains
3 information regarding the documents that must be included in
4 order to submit a responsive proposal.

5 Section IV. deals -- and that's on page 28 -- deals
6 with the Evaluation Criteria. Now, this section represents a
7 detailed description of the evaluation and selection process for
8 the RFP, including the evaluation criteria listed in order of
9 importance. Okay.

10 I'm going to now open the floor to Ms. Cullings for a
11 presentation.

12 MS. CULLINGS: Good morning, everyone.

13 PARTICIPANTS: Good morning.

14 MS. CULLINGS: Couple corrections, Gary, in what you
15 have given out for the information on MDOT.

16 MR. LOCKETT: Okay.

17 MS. CULLINGS: You would only use the Web site --
18 there is no printed hard copy of the directory you can go pick
19 up, so --

20 MR. LOCKETT: Okay.

21 MS. CULLINGS: -- work is put on that Web site hourly,
22 daily as people become certified so it's the most up-to-date and
23 current. And so, if you go to the MDOT Web site, that's where
24 you will identify who you're looking for. We have over 4,000
25 certified MBEs and DBEs.

1 This particular contract is an MBE contract, which
2 means anyone who is certified as MBE/DBE, they're fine to use.
3 Anyone who is certified as an MBE only, they're fine to use.
4 But, if you come across a company that is DBE only, they can't
5 be utilized on this particular contract.

6 Now, what we want you to understand is that while it
7 is a twenty-five percent (25%) goal over the entire three-year
8 (3) period, this contract has subgoals. So, on your Form A, I
9 don't know, Gary, if you have preprinted it, but it has seven
10 percent (7%) African American, four percent (4%) Asian American,
11 and twelve percent (12%) women-owned business. So, I'm going to
12 pass this around because this is what it should look like if it
13 was preprinted. And, if it wasn't, these are the goals. So, we
14 will send out an amendment, Gary, that will look like this
15 because this is an MBE subcontract. So, the numbers are in
16 there, in your printed --

17 MR. LOCKETT: Not the pre-numbers.

18 MS. CULLINGS: Okay.

19 MR. LOCKETT: Not the pre-numbers.

20 MS. CULLINGS: The pre-numbers need to be there --

21 -MR. LOCKETT: Okay.

22 MS. CULLINGS: -- because that's the only thing that's
23 going to help you know what you're trying to do. So, let me
24 pass this around so you can see.

25 Form A is the form that you will send back with your

1 proposal committing to the goals of twenty-five percent (25%)
2 when you check off the top. If you're thinking of something
3 different because you've taken a look at the directory and
4 somebody is not available or whatever the case may be, then
5 obviously, you're checking the second box and you're telling us
6 what it is you're proposing. We're confident in what we're
7 asking you that it can be achieved. You must sign page 2.
8 Failure to sign page 2, you're out. So, I know many of you that
9 come to the pre-bid meetings are never the people that do the
10 paperwork, so make it known to those who do it, failure to sign
11 page 2, you're out. And, we have lost -- low participate --
12 we've lost responsible companies whose prices were low who
13 failed to sign, it went out the door, there's no second chance.
14 That's very important.

15 Form B, which is a schedule part, starts out with a
16 worksheet, directions and a worksheet. We don't need your
17 worksheet back. That's for you because the calculations are
18 very important and you need to be sure that those calculations
19 are accurate. If we calculate it differently and it's below the
20 mark and you did not ask for a waiver for the difference, you
21 don't get a second bite; you're out. So, it's very important
22 that you understand what you're calculating.

23 But in Form B, Column 1 asks you for the bidder's name
24 or the subcontractor's name, the minority subcontractor's name
25 in Column 1. In Column 2, you now can check off that they are

1 African American, they're Asian, or they're women. Those are
2 the three subgoals that you are achieving. And, you will know
3 all of this when you pull up their profile on the MDOT Web site
4 through the directory. So, you'll know everything you need to
5 know about that company.

6 And then, of course, Column 3 is your opportunity to
7 put in the percentage that you're going to offer this firm.
8 Now, there is a section on 3.2 of this very form that informs
9 you that if you're procuring supplies from the company,
10 commodities or products, that company is a distributor. So,
11 therefore, you're only allowed sixty percent (60%) of what you
12 spend with that firm to come towards your goal. So, if you're
13 going to spend a thousand dollars (\$1,000) on office supplies,
14 only sixty percent (60%) of what you've spent can go towards
15 your goal. That's why it's important to do your calculations
16 and do them well so that you have adhered to the rules and you
17 have made the grade, accordingly.

18 You may make as many copies of this form as you need
19 per firms that you are going to utilize in this Solicitation,
20 but the final page, again, will be a signature page and that's
21 important. So, failure to do that could be a big problem
22 because now we don't know that you're committed to what you
23 said. So, please pass that on. Make sure whoever's doing the
24 paperwork will take care of that.

25 The awardee or those -- or is this multiple award or

1 one single?

2 MR. LOCKETT: It's one.

3 MS. CULLINGS: Okay.

4 MR. LOCKETT: One.

5 MS. CULLINGS: So, the awardee will be notified
6 accordingly, and you will be submitting Form C and D. However,
7 if everyone wants to submit Form C and D they can do so with
8 their bid. We're not going to score you improper, and we'll
9 accept it. But, C and D is important that we know on C how did
10 you solicit your minority owned businesses. It's fine to say,
11 "Hey, I went to the directory and I found who I needed and we
12 made a commitment, or I hosted an event, or I ran an add in the
13 paper." Whatever that is, that goes on Form C.

14 Form D is your final commitment. Now, you've listed
15 the folks that are going to participate with you. And so, now,
16 you will prepare one form per company. You will complete the
17 form. You will sign it, fill it out, and you can fax it to that
18 sub for them to review it and sign it, and they can fax it back
19 and we will accept it in that manner. If you can get it some
20 other way, that's fine, but we try to minimize your efforts of
21 running all over town to get a signature, so that's why we will
22 accept it in a faxed format.

23 This is the commitment where you're saying this is
24 what -- who I am, what I'm bidding on, my MBE is going to do
25 this. This is where you can write in, specifically, what will

1 they do, a description of the work, and that description should
2 mirror their profile in the directory. So, if in the directory
3 they did not say that they can also cater, and you would like
4 for them to cater because they say they can, that's not going to
5 be acceptable because they did not come back to MDOT and
6 increase their listing of things they do. So, stick with the
7 profile the way it's written as to the goods and services they
8 offer, and make certain that what you're getting from them is
9 the same.

10 If they are not an employment agency, then you would
11 not be using a service company to loan you people to do a task.
12 That's what employment agencies who are minority do. Other
13 companies that provide a service we would expect that they are
14 providing the full service or a portion of the service you want,
15 in-house and directly, not giving out people to do it off of
16 their business. So, Form D is your execution that this is so.

17 Before you get a -- well, during the time that you may
18 get a Notice to Proceed, you are required to have an agreement
19 between you and each sub, signed and executed, to my office.
20 That agreement is just a very simple format. It doesn't have to
21 be a directory or a large contract document. We're looking to
22 make sure that you have assured this firm what it is they're to
23 do, when they may start, if it's something about timing,
24 scheduling, their failure to be where they need to be, and what
25 that means because you are liable as the prime; and finally, how

1 shall they invoice you, accordingly. It is anticipated that
2 often times primes will say to a sub, "Well, I haven't been paid
3 so, you can't get paid." We encourage you to put forth your
4 invoices, but we also know there are companies who drag on doing
5 that. That's not an excuse not to pay the sub. Once you've
6 acquired the services and goods of anyone that's a
7 subcontractor, they're due to be paid in a timely manner that
8 you all agreed. So, if you tell them net thirty (30) and it is
9 written net thirty (30), if we never pay you, you have taken
10 ownership of what they offered you and you have to pay them.
11 Case in point, when you buy lumber, if you want to keep your
12 account good with Pikesville Lumber, you're going to pay them
13 whether you've been paid from your customer or not. You must
14 treat your MBE subcontractors the same way. So, get your
15 invoices in timely for yourself and also for the purpose of
16 being able to pay your subs.

17 There is a law, a legislation, that says five (5) days
18 after you have been paid from us is the limit in which you
19 should be paying your subs. So, you can't hold them out beyond
20 that point.

21 If you have any concerns after you're into the
22 contract, the company you selected as an MBE, there may be some
23 issues, you need to bring them to us right away. You cannot
24 just remove one company, pick up another company during the
25 course of this three-year (3) without the justification. So, it

1 needs to come back to our office if you're going to do any
2 modifications. But, you cannot bring these people on today and
3 later decide to do something different. It's expected that who
4 you engage, today, will be who will be able to hang out with you
5 for the next three (3) years. Certainly, companies go out of
6 business, they change their models, they may no longer do this
7 or that, and that's your justification to trade them off so that
8 you meet your goals. But, not just because somebody, recently,
9 you met has a better price and they just became certified. That
10 would not be allowed. I just want to make that clear.

11 We want you to be successful. We want you to win on
12 the merits of everything you bring, and we don't want the MBE
13 portion to be anything to hamper you. So, we're here to help to
14 make sure that you get all of the information you need. Any
15 assistance we can give you, we're here to do that. Now, all
16 questions have been told to be directed to the procurement
17 officer regarding your procurement technical proposal. However,
18 if you're having some understandings and misunderstandings in
19 your MBE business, that is sometimes proprietary because it's
20 about what you're trying to do in getting your figures and facts
21 together; therefore, you can contact us, directly, so we can
22 help you. If you're having technical issues with the directory,
23 take that to MDOT. The phone number you were given, 410-865-
24 1269, that's who you would talk to if something is not right or
25 navigations or whatever.

1 There's one other item to be aware of when you're in
2 the directory, and that is sometimes there may be a "G" letter
3 in front of a NAIC code of a firm's capabilities. That "G"
4 represents the fact that they've graduated from just that NAIC
5 code, but they're certified for all these other things. So,
6 just be aware of that, that they may have graduated from just
7 that one NAIC code and they're no longer an MBE for that type of
8 service, but all the other things that they're listed for is
9 acceptable. So just, you know, be aware of that.

10 As stated earlier, it's a long process for
11 certification, so we really say to you whoever's not certified
12 today, by today, it's not likely that their going to make it in
13 time for the solicitation, unless you have something from MDOT
14 that says, "Oh, yes, we're about to do whatever," if you're in
15 search. So, the idea is that it's not likely you can ask
16 someone tomorrow, today, go out and get your papers done, it
17 would never happen in the amount of time in this particular
18 case.

19 Waivers. Certainly, there is a opportunity to request
20 a waiver, but that would require you to show good faith by what
21 efforts have you made for you to come to this decision, who all
22 turned you down, and what was your efforts in trying to get this
23 category versus another. So, we look at the bidders who were
24 able to meet the goals against those who are asking for a
25 waiver. So, it's not always that because you asked for a waiver

1 it's going to be granted, but you do have the right to ask for a
2 waiver if you're finding difficulty, and that's where you
3 probably need to talk to us before you submit if you're having
4 some problems in that area so we can give you the kind of
5 guidance that we hope would either give you the approval or give
6 you some suggestions of what you might do to meet those goals.
7 The State of Maryland is very serious about the MBE program, the
8 DBE program, and the efforts that we take to come up with the
9 number is just not out of the air. It's about finding out what
10 items are segmentable at the time this writing is done, and
11 based on that, are those people well represented in the
12 directory, and perhaps they are in Maryland. That's an
13 emphasis, but they could be all over the place depending on what
14 it is.

15 So, we feel confident that it can happen, but
16 certainly, anything is possible. You may call these folks and
17 they say, "Look, business is so good, I don't have time. No
18 thank you." Then ask them for a document, and so you do need to
19 have a pretty large volume of people who said that for it to be
20 so granted.

21 I think I've covered everything. Has everyone
22 utilized the MBE program before? So, you're kind of familiar.
23 Any questions?

24 State your name and --

25 MR. MOTTE: My name is Charles Mott. I'm with

1 Angarai. If an MBE is priming this opportunity, does that --
2 does their MBE status count toward the 25 percent?

3 MS. CULLINGS: No. As an MBE program, all bidders are
4 on the same level no matter who they are and all must bring the
5 same to the table. The DBE program is different. It's federal
6 and, therefore, the federal DBE person bidding as a prime does
7 not have to subcontract, or better yet, they can use themselves
8 in portions to the goals, but that's not the case with the MBE.
9 So, you do have to segment some of the business, like anyone
10 else at the table.

11 Now, you can offer yourself as a MBE prime to others
12 to be a sub and still bid as a prime, but obviously, there's
13 proprietary things that you and them would have to discern that
14 can be because you don't want too much information, either of
15 you, to your own competition in some way, but you do have the
16 right to avail yourself to everyone at the table, there's no
17 exclusitivity (sic), no one can say to you, "You can only sub
18 with me." You can sub to everybody and you can bid as a prime,
19 and so that's an option that's there, but of course, it has to
20 be received by those who say okay.

21 MR. LOCKETT: And, before you open up the floor
22 totally to questions, I want -- I would also like to mention
23 some more things.

24 MS. CALLAHAN: Well, are there any more MBE --

25 MS. CULLINGS: Yeah --

1 MS. CALLAHAN: -- questions?

2 MS. CULLINGS: Yeah, are there anymore MBE questions?

3 [There were no further MBE questions.]

4 Well, good luck, everyone.

5 MS. CALLAHAN: Thank you, Paula.

6 MS. CULLINGS: Okay.

7 MS. CALLAHAN: I just wanted to say that in Gary's
8 opening statement, he said it was for a fixed route and, as you
9 know, our MARC is our commuter service, so it's rail. So, it's
10 the fixed route service leads to add bus, Light Rail and our
11 subway system as the fixed route. And in addition, we will have
12 some monitoring to do with -- in regards to MARC, our commuter
13 rail.

14 MR. LOCKETT: And, earlier, I mentioned on page ii,
15 the Key Information Summary Sheet, that merely lists from this
16 pre-proposal the Solicitation date through the closing date and
17 time for the proposals to be submitted, but on page 1, there is
18 a procurement schedule that carries it forward all the way to
19 our anticipated approval from the Board of Public Works, and
20 that's the schedule I was referencing, procurement schedule, and
21 that's the one that's also tentative, it could change. Okay?
22 But, approximately, this amount of time is required to get this
23 contract awarded and approved by the Board.

24 So now, I'll open up the floor for questions.

25 MR. KLOEHN: Don Koehn, Tindale-Oliver. A couple of

1 questions.

2 Are the forms, other than DB -- MBE forms that we have
3 to provide, do the subs have to fill out all the other forms
4 that the prime has to fill out?

5 MS. CULLINGS: No.

6 MR. LOCKETT: No.

7 MR. KLOEHN: No? Okay.

8 MR. LOCKETT: No, they don't.

9 MR. KLOEHN: On Page 18, Item 11 of the RFP it calls
10 for the proposer to provide one -- at least one vehicle. And,
11 I'm curious as to what MTA's intentions are for that vehicle.

12 MS. CALLAHAN: Do you want me to answer?

13 MR. LOCKETT: Uh-huh.

14 MS. CALLAHAN: Okay. The reason that the vehicle we
15 have in there is that, currently, most of our monitoring
16 services use the fixed route service to get to their assignments
17 or away from their assignments. Now, in -- we are asking for
18 24-7 monitoring and there are some lines and routes that have a
19 long trip return or a long time in between runs, so we're asking
20 for a supervisor to have a vehicle available to fill those gaps.

21 MR. KLOEHN: So, as a follow-up question, if a
22 proposer were to offer an alternative to that way of thinking,
23 would that be acceptable?

24 MR. LOCKETT: We -- that one, we need to consider.
25 You should put that in writing --

1 MS. CALLAHAN: Yes. You should put it in writing.

2 MR. LOCKETT: -- so she can -- so we can go back --

3 MR. KLOEHN: Okay. Thank you.

4 MR. LOCKETT: -- and consult about that. Put them --
5 yeah, put both of your questions in writing, you know, the first
6 part and the second part.

7 MR. KLOEHN: Okay.

8 MR. LOCKETT: Okay.

9 MR. KLOEHN: Thank you. Thank you.

10 MR. LOCKETT: Thank you. Anymore questions?

11 MR. MOTTE: Charles Mott from Angarai.

12 There was mention of a third party that's, currently,
13 performing similar services. Are -- can they bid on this, and
14 who are they?

15 MR. LOCKETT: I'm not aware of that. I'll have to
16 investigate further about that.

17 MR. MOTTE: Okay.

18 UNIDENTIFIED SPEAKER: Which one?

19 MR. LOCKETT: The third party.

20 MS. CULLINGS: The third party? Is there a third
21 party --

22 MR. MOTTE: -- It was under page 16, Scope of Work.
23 In the second paragraph it indicates, "Has evolved from a small
24 group part-time anonymous monitors riding this bus system to a
25 much expanded suite of professional services."

1 MS. CALLAHAN: Oh, we currently have an
2 incumbent who is doing monitoring services, not specific to
3 these specifications, but we, currently, have someone doing
4 monitoring services.

5 MR. MOTTE: So, it's a different scope of work, in
6 other words?

7 MS. CALLHAN: Yeah.

8 MR. MOTTE: Oh, okay.

9 MR. LOCKETT: Anymore questions?

10 MR. KLOEHN: One minor question, I'm sorry.

11 MR. LOCKETT: Go ahead.

12 MR. KLOEHN: Will we get a copy of the attendance
13 sheet?

14 REPORTER: Name, again? Your name?

15 MR. KLOEHN: Don Kloehn, I'm sorry.

16 Will we get a copy of the attendance sheet for this
17 meeting?

18 MS. CULLINGS: Yeah, we can do that.

19 MR. LOCKETT: Yes. You will get the attendance sheet
20 and a transcript from this meeting --

21 MR. KLOEHN: Okay.

22 MR. LOCKETT: -- today.

23 MR. KLOEHN: Thank you.

24 MR. LOCKETT: It will be posted on our Web site.

25 MS. PATTEN: The transcript won't be posted today, but

1 it will soon?

2 MR. LOCKETT: Not today, right.

3 MS. PATTEN: If you would like a copy of the
4 attendance sheet, you can also e-mail Gary Lockett and we can
5 make sure we get that e-mailed to you.

6 MR. KLOEHN: All right. Thank you.

7 MR. LOCKETT: Anything -- more questions?

8 I want to --

9 MR. ASHTON: -- Well -

10 MR. LOCKETT: Okay.

11 MR. ASHTON: -- an awkward question.

12 REPORTER: Your name?

13 MR. ASHTON: Bill Ashton with TCC Software Solutions.
14 I know we're a business enterprise company.

15 Is there an estimated value of the contract, plus or
16 minus 20 percent?

17 MR. LOCKETT: No. No. We don't give out the
18 estimated value. I can -- I'll have to think about that, and
19 you can put that in writing.

20 MS. CULLINGS: Put that in writing.

21 MR. LOCKETT: Put that in writing, yeah.

22 MR. ASHTON: And, if there is an incumbent the -- you
23 know, who is it and what's the value of that contract.

24 MR. LOCKETT: Put those in writing.

25 MR. ASHTON: Okay.

1 MR. LOCKETT: Okay.

2 MS. CULLINGS: I'd like to answer something. The
3 gentleman asked could the incumbent bid, again? This is a free
4 enterprise system --

5 MR. LOCKETT: Yeah.

6 MS. CULLINGS: -- there's no reason why they would
7 not. The scope of work was different that they're doing
8 currently, and they have the right to look at this and bid like
9 anything. We have never restricted any bidder, unless they were
10 disbarred. So, there's no such thing as because they're the
11 incumbent can they bid. It's up to them. Yeah. And, anything
12 you're looking for that's public information, I suggest you work
13 very early to get it because it takes time and there is a fee
14 involved, but certain things are, publicly, available to know,
15 but if you're looking for documents, things of that nature.

16 MR. LOCKETT: And, again, that information can come --
17 it can come through me via e-mail in an e-mail request, you
18 know, for your information.

19 All right. Are there any other questions?

20 Okay. I'm going to -- well, I'd like to thank
21 everyone for coming here and thank you for showing interest in
22 bidding and doing business with MTA. Thank you very much.

23 MR. LOCKETT: All right.

24 The time is 10:41. Okay.

25 (PRE-PROPOSAL CONFERENCE WAS CONCLUDED)

CERTIFICATE OF TRANSCRIBER

I, hereby, certify that the Maryland Department of Transportation, Maryland Transit Administration pre-proposal meeting for Contract No. MTA-1349 held on 6 St. Paul Street in Baltimore, Maryland on March 08, 2012 was recorded by means of electronic sound recording.

I further certify that, to the best of my knowledge, that the foregoing pages represent a complete and accurate transcript of the duplicated electronic sound recording of the proceedings as transcribed by me.

I further certify that I am neither a relative to nor an employee of any MTA employee, herein, and that I have no interest in the outcome of this solicitation.

In witness whereof, I have affixed my signature this 20th day of March, 2012.

By: 

Lisa P. Campbell
Transcriber