

OFFICIAL TRANSCRIPT OF THE
MARYLAND DEPARTMENT OF TRANSPORTATION
MARYLAND TRANSIT ADMINISTRATION
PRE-BID MEETING
FOR
BUS - UNIFIED SYSTEM ARCHITECTURE (BUS-USA)
CONTRACT NO. MTA-1393

July 2, 2013

10:30 A.M.

Maryland Transit Administration
6 St. Paul Street, 7th Floor Conference
Baltimore, Maryland 21202

Agency:

Heidi J. Tarleton, MTA Procurement Officer
Chaunta Milford, MTA Procurement Specialist
Tammi Bolden, MTA Project Manager
Ed Herron, GL Comm, Senior Principle Engineer
Paula Cullings, Office of Fair Practices
Janet Ungerer, AECOM, MTA
Michael Johnson, GL Comm, MTA
Robert Odachowski, MTA
David Varner, Bus Maintenance
Karl Wheeler, Bus Maintenance
Jim Hoover, MTA

Participants:

Gayle Boone, PEMCCO
John Burke, Intelect
Ed O'Niell, Intelect
Ron Brunt, Intelect
Bryan Myers, Skyline
Tom Burgoon, Skyline
Marc Bandovy, In Motion
Ben Dvoracek, Trapeze
Dmitriy Vanchugov, Trapeze
Brian Frank, ISR
Youval Abenara, ISR
Bryan Cunningham, INIT
Casey Craft, Whiting Systems

Bob Ekay, Whiting Systems
Ken Mays, Whiting Systems
Robby Jones, Whiting Systems
Richard Curry, Levo Solutions
Sean Whiteman, Clever Devices
Ismail Dahel, Clever Devices
Justin Schumer, Sprint Nextel
Timothy Neid, Sprint Nextel
Steve Kronthal, Sprint Nextel
Mike Kuzmich, Xerox
John Leatherman, Xerox
Maria Waddy, Xerox
David Hill, GL Communications
Susshart Sidh, Capitol Strategies
Keith Winchester, March Network
Visay Regunath, System

Court Reporter:
Kenneth Smith
One Stop Legal
5623 Monroe Street
Hyattsville, MD 20784
(301) 379-6607

1 MS. TARLETON: All right. Good morning, everyone.
2 Welcome to the pre-bid conference for bid **MTA-1393, for BUS -**
3 **Unified System Architecture (BUS-USA)**. The contract term is for
4 three years. It's 100 percent State funded, and we have a MBE
5 participation goal of 19 percent (19%). I just wanted to throw
6 that out there at the beginning. We'll discuss that later on in
7 the presentation.

8 Make sure everyone has signed in, and if you have not
9 received the referenced drawings on a CD, please let me know. I
10 have some extra copies here.

11 My name is Heidi Tarleton. I am the Procurement
12 Officer for this solicitation, and I have also brought some
13 guests with me that I will ask them to introduce themselves.
14 And I will start with Ed.

15 MR. HERRON: Ed Herron. I work for GL Communications
16 in the radio shop as a Principle Engineer.

17 MS. UNGER: Janet Unger with AECOM. I'm the Program
18 Manager for this project working for Tammi Bolden.

19 MS. TARLETON: And Tammi Bolden is here to my left,
20 who is the Project Manager.

21 MS. BOLDEN: Tammi Bolden, Manager, Systems and
22 Equipment Engineering, and the overall Project Manager of the
23 project.

24 MS. TARLETON: And we have Ms. Paula Cullings from
25 Fair Practices.

1 MS. CULLINGS: Good morning. Paula Cullings, the
2 Director of Fair Practices. And let me introduce Rita
3 (phonetic) who is one of our new interns who will be working
4 with us.

5 MS. TARLETON: Okay. As you can see, this is being
6 recorded. So after the end of this meeting, we will have the
7 transcription produced in the next probably 10, 12 days and it
8 will be posted on eMaryland Marketplace and the MTA website.
9 Following this pre-bid conference we will have a short site
10 visit so that you guys can see what's involved in the project.

11 Any questions or inquiries regarding this bid
12 following this meeting must be submitted to me in writing by
13 email or by fax. And my email is provided in this solicitation
14 htarletonprocurementofficer@mta.md.gov.

15 If it becomes necessary to revise any part of this bid
16 or any additional information is necessary to enable the bidder
17 to make an adequate interpretation of the provisions of this
18 bid, an addendum to the bid will be issued and posted as well as
19 on eMaryland Marketplace and the MTA procurement website.

20 The closing date and the time of receipt of inquiries
21 and questions is **July 28th at 4:00 p.m.** So just a reminder that
22 any questions again after this meeting must be provided to me in
23 an email or a fax to the email that is provided in the
24 solicitation.

25 I just want to let you know, please don't contact any

1 other division for any information regarding this solicitation.
2 You should only be communicating with the Procurement Officer,
3 who is myself, or your bid could result in being disqualified
4 from further consideration for contract award.

5 Since that is really the basis of what is included in
6 the solicitation from my end, the procurement perspective. I'd
7 like to turn it over to Tammi Bolden so that she can give an
8 overview of the project.

9 MS. BOLDEN: Good morning. And it's great to see
10 everyone here. And I have to say that I'm really excited about
11 this BUS-USA project. As many of you know, that this has been
12 in the works for over two -- almost two years now. So it's
13 really nice to see that it's coming -- finally coming to
14 fruition.

15 As you guys may know, the MTA owns and operates a
16 fleet of about 800 buses. Those buses vary in configurations,
17 models, and in styles. And along with those buses, we have
18 various systems that are installed. We have the CAD AVL system,
19 a passenger counter, vehicle monitoring, voice announcements, a
20 CCTV system, and all of those different systems vary in
21 configurations. It varies in software and it also varies in
22 various difference -- in various hardware configurations on the
23 buses.

24 What the MTA is looking for, for this BUS-USA project
25 is to consolidate a single vendor solution that will provide us

1 with a CAD AVL system, voice announcements, vehicle monitoring,
2 passenger counters all through one central processing unit on
3 the bus, which will also interface to an In Motion router. And
4 we also are looking for an on-board bus video surveillance
5 system that will also interface to the In Motion router, as
6 well.

7 And there are also other interfaces on the bus where
8 we're looking for this central system to be interfaced with the
9 cubic farebox on the bus which will allow an operator to do a
10 single point log-on, simply putting in his ID number or swiping
11 his ID badge so that he will be logged onto all of the systems
12 on the buses. The system should also interface to the
13 designation sign systems on the bus and it also should interface
14 to all of the back end systems. We currently have a Trapeze
15 scheduling system of various components and modules from Trapeze
16 that this project will interface to, as well, such as the FX
17 system and the Trapeze Ops.

18 We have various options in this project, as well,
19 which is the yard management system. We also have an additional
20 50 buses that we are -- we have a piggyback contract right now,
21 so there will be a 50 bus option in the contract to install the
22 BUS-USA system components on, as well. We have an interface to
23 Maximo (phonetic), additional CCTV spares, extended warranty and
24 maintenance services, and we also have an option to include 28
25 supervisor vehicles.

1 So in a nutshell that's what the BUS-USA project is
2 about. And like Heidi said earlier, if you have any questions
3 beyond this meeting, please submit those questions to her in
4 writing.

5 And after this meeting we do have some buses available
6 for you to tour if you want to do a site visit because each bus
7 configuration is totally different. And the buses that we're
8 going to be implementing BUS-USA on are the 2002's through the
9 2013 series buses.

10 MS. TARLETON: Thank you, Tammi.

11 MS. BOLDEN: You're welcome.

12 MS. TARLETON: Again, I want to let you know that this
13 contract is 100 percent (100%) State funds and there is a 19
14 percent (19%) MBE participation goal. So I'd like to turn it
15 over to Paula Cullings to go over some information on the MBE.

16 MS. CULLINGS: Good morning, everyone.

17 ALL: Good morning.

18 MS. CULLINGS: I'm sure many of you have been with us
19 before, and you might be familiar, and if not, with the forms
20 that are in your solicitation.

21 The forms are the minority and disadvantaged documents
22 that you will respond. And I'd like to just state that you will
23 get an addendum. The forms that you see have been reconfigured
24 and they're not the correct forms by accident, by chance. But
25 they are the best forms for the sake of me going over. The same

1 information's there. It's just that they've been reformatted
2 and it's a legal document that has to stay the way it is with a
3 notation of MDOT's name at the lower right-hand corner of each
4 of the pages. The failure of that says it's not the proper
5 document, but the same information is present. Just let me go
6 through it very quickly because it is the same, but you're going
7 to be issued brand new forms.

8 Form A requires you to submit with the bid, at the
9 time of the bid, your commitment to 19 percent (19%), or you're
10 telling us something different. Something different says, 'I
11 can't make 19 percent (19%). I'm going to ask for a waiver for
12 a portion or all.' But that's the commitment that's on Page 1
13 of Form A.

14 Page 2 of Form A is your signature. Failure to send
15 that back, you're out. So I know many of you at the table today
16 are not the people that do these forms, but you need to let them
17 know what is important because it can cost you the bid. So Form
18 A comes back with your bid. That's your commitment.

19 Form B tells you how to fill it out, Form B, which
20 also comes back with your proposal or your bid. And actually
21 what you're doing in Form B is identifying who will be your MBE
22 participation firms. These firms shall be found only on the
23 MDOT directory. I'll give you that address, but it is in your
24 document and that's www.mdot.state.md.us. Very old one.

25 But there you will find the Minority and Disadvantaged

1 Business Directory. The Directory has 6,000 firms certified all
2 over the world. They're not all in Maryland, but they do all
3 kinds of things, and we're very confident that on this
4 particular solicitation there are ample firms to participate.
5 How they participate is up to you. You can use your own
6 creativity on what you shall have the MBE perform or to do.

7 Now when we set these goals we were aware of the fact
8 that you may possibly procure commodity equipment, goods from an
9 MBE and therefore we applied the 60 percent (60%) rule. That
10 simply means that if you buy equipment from an MBE or a
11 commodity or a supply that they do not manufacture because they
12 are a distributor, then you shall have only 60 percent (60%) of
13 what you spend with them towards your goal. So if you spend
14 \$10,000, 60 percent (60%) of what you spend can be counted
15 towards meeting your 19 percent (19%) goal. Is that clear?

16 There is a worksheet on the Section B to help you with
17 your math. Because if your math is different than our math and
18 you have not asked for a waiver for the difference because I'll
19 find it to be short, you don't get a chance to correct that,
20 either. So be very clear, whoever is filling this out, that you
21 convey to them the importance of the math calculations being
22 clear. But it is written here. It gives you the clues as you
23 move along, so it's not a surprise.

24 When you get to the columns where you do identify your
25 MBEs, the third column where you would put what percentage this

1 particular firm will do, it guides you to a 60 percent rule in
2 case it is a firm that is providing you a commodity, equipment,
3 or supplies. You may use as many of these pages, copy that you
4 need per firm. You will put in their name, their certification
5 number, and what percentage of work and/or dollar -- you don't
6 have to put both -- that you plan to spend with that particular
7 firm. These two items come with your bid as stated.

8 There's a Form C, and Form C asks you to tell us --
9 oh, excuse me. Before I go to C, there is a signature page to B
10 that says I affirm that what I wrote is so. That also must be
11 executed.

12 Form C is often reserved for the low responsible
13 responsive bidder to submit at a later date. However, if you
14 care to submit Form C, there's no penalty. We accept it. Form
15 C tells us how did you go about looking for your certified MBE
16 participants. If you say, "I went in the Directory", that's
17 fine. If you say, "I put an ad in the paper", give us a
18 clipping of it and whatever. If you say, "I did something
19 else", whatever you did has to be documented. That's good
20 faith. That shows us you took good faith to find these firms.

21 And finally, Form D is a form that you, the prime
22 bidder, will complete per company. What is a company going to
23 do for you? Is there a NAIC code associated with what they're
24 doing, or do you care to write out that "I'm exactly having this
25 done this way" verbally. However it may be, that's what's on

1 this document. You will sign it. You may fax it to your sub
2 for them to sign it. I will accept it as a faxed document, if
3 necessary. Again, you make as many copies per company that you
4 are utilizing to achieve the 19 percent (19%) goal.

5 Now, a few things I need to tell you about the
6 Directory. When you go in -- have all of you been to the
7 Directory at MDOT? Okay. Then you also recognize occasionally
8 you will see the word "graduated" or the letter "G" in front of
9 the firm's name or -- I'm sorry -- in front of a particular NAIC
10 code of that firm. That means the firm has graduated from that
11 NAIC code and that NAIC code only. All other NAIC codes that
12 are registered there, they are still certified as an MBE firm.
13 Where they have graduated, you cannot use them on this
14 solicitation. But all other goods and services that they are
15 listed for, you are able to utilize their services.

16 Now again, we say this is a State funded project.
17 Therefore the firms must be certified as MBE firms. They can be
18 MBE/DBE. That's fine. But if you come across a firm that's DBE
19 only, you cannot use them for this solicitation. So the firms
20 must be MBE and/or DBE together, but certainly they cannot be
21 just a DBE firm. And we have a few that are only DBEs and we
22 have a few that are only MBEs, and certainly you can use the
23 ones that are only MBEs.

24 If you have any problems understanding something about
25 the NAIC code or something about the goods and services of the

1 firm, I certainly hope that you engage them very early like you
2 would anyone else. Please do not put down folks' names and then
3 assume later you'll negotiate. You're to do all of this up
4 front like you would do any other portion of putting together
5 your bid.

6 But if there's some issues, you need to contact MDOT
7 directly. There sometimes are technical issues navigating the
8 Directory or something you're not clear about. That being said,
9 you may dial 410-865-1269. Whoever answers the phone can assist
10 you with any of that technical navigation. We don't want you to
11 lose time, miss time. This is not a question for Procurement.
12 Take it straight to MDOT and let them assist you.

13 You may want to know something about a firm you're not
14 finding, because the way they gave you their names it was in
15 acronyms, and the way they certified themselves was in the full
16 name of the company. So that may be a little quizzical. Ask
17 that of MDOT.

18 Now, anyone who is not certified today, they will not
19 get certified in time for this solicitation and we do not accept
20 firms that are pending. So you may talk to firms who say,
21 "Yeah. Yeah. My paperwork is in." But I believe this is due
22 September the 12th?

23 MS. TARLETON: Yes.

24 MS. CULLINGS: And if they're not certified on
25 September the 12th, you're out and they're out. So please be

1 very careful of that. Verify their certifications by the
2 Directory, and/or have the vendor provide you with what proves
3 that they are certified if you're in question of that.

4 So don't go out and get companies who are not
5 certified, the running of their certification, their process is
6 really not that fast. There are people every day going through
7 that system. And they're only going to take firms in the order
8 of the turn that they are received. So I just don't want you to
9 veer off. We have 6,000 firms. We know plenty are there and
10 available. So work with those that are already certified.

11 Now, waivers. It's quite possible in a healthy
12 economy that folks are very busy and they say, "No, thank you,"
13 or something else is going on in the manner that you do
14 business. However, we expect that the goals can be met. But
15 anything is possible. So when you check the box that says "Or"
16 on Form A, you will be asked when the time comes to submit your
17 waiver documentation.

18 And truth of the matter, it probably should come in
19 with your bid because you have all of this good information.
20 But you need to show us your good faith. What did you do to
21 find these firms that you're not able to utilize, and what is
22 your true justification and reasoning?

23 We don't expect that you would have gone out looking
24 for them September the 10th, two days before the bid is due.
25 And we don't expect that you would not have made some efforts

1 beyond 'I did a blast.' An email blast is not sufficient. That
2 could be one step, now that you follow it up. And did you have
3 conversation? What was going on?

4 It is not acceptable to say, 'Bob was too high, and
5 I'm just not putting him in my bid.' The State does not honor
6 that, so that's not a reason.

7 We will look at your individual requests for waiver,
8 but I will tell you that we will also look at those who were
9 able to meet the goals, and that will have a weighing factor, as
10 well. However, whatever you can do to package your need for
11 this waiver, your justification, your efforts, that is what's
12 required. We want all of you to be successful. We're not
13 telling you not to ask for a waiver if you need one. But
14 certainly, be very thorough and have a good reason and show us
15 the evidence of your efforts, which is known as "good faith."

16 At the time of the award or near that period of time,
17 you will be asked to submit an executed agreement between you
18 and each of your subcontractors. This agreement shall not look
19 like a telephone directory. It shall be very simple on what you
20 want them to do, how you want them to do it, what the penalty is
21 for their failure, the fact that the project has to continue,
22 and most of all, how shall they invoice you for payment
23 accordingly?

24 You will be required to report monthly how you have
25 paid these subs and the subs are required to report the monies

1 they receive. And that's how we determine that you are meeting
2 the goals or that you're not. That's one form of compliance.
3 I'm giving you all of this up front so you'll know what you're
4 in for down the road as it progresses.

5 You cannot switch vendors. You cannot put Tammi and I
6 on your bid and afterwards decide to drop us for some other
7 people. It is not allowed.

8 [Laughter]

9 MS. CULLINGS: Understand that now. That's why I say,
10 do not go in the Directory and scribble down a few names, never
11 talk to them, and when you do meet them, you find out, 'Woah.
12 They cannot give me what I need, so now I have to go get some
13 new people.' That's not going to happen. You're going to have
14 to keep those people. So be very clear about that.

15 You can add vendors on. That has nothing to do with
16 your goals, if you should need them. And certainly if you are
17 having any problems, we will address them for cure. And if it
18 cannot be cured, then you will be relieved to seek another sub.
19 But the problem with that is that you've already bid and you're
20 going to have to go to that sub and say, 'Look. This is all it
21 is. Take it or leave it' because you did not include their
22 pricing. So we hope that the first group of people you select
23 will ride with you throughout the process. But there's no
24 switching and baiting.

25 Now this is, again, State funded. Therefore if there

1 are MBEs in the room who plan to bid as a prime, you cannot use
2 yourself towards your goal. You shall do the same thing that
3 every other bidder is doing and that is to meet your goal with
4 other firms. You've heard this, but that's only applied to the
5 DBE program, not the State MBE program.

6 Also in your documents, you're going to see a Veteran
7 Business Enterprise, which is a half a percent. It's not half
8 of the 19, it is in addition to the 19. That is something that
9 is relatively new. For some of you who have been bidding us for
10 a while and have not seen it before. You should have a complete
11 package and if you don't, that would also be an addendum that
12 expresses to you how you navigate to find a veteran. They are
13 on the Veterans Administration, Veterans' Affairs site, and
14 there again, are all over the world doing a number of things.
15 We encourage you to consider that half a percent or more to a
16 veteran in the scheme of your allowances for subcontracting and
17 segmenting.

18 That being said, I think I've covered everything. Are
19 there any questions?

20 State your name and company.

21 MR. KUZMICH: Sure. My name is Mike Kuzmich with
22 Xerox. There was a breakdown of the categories within the MBE
23 content. How important is it that we meet those specific
24 content within each of those standards?

25 MS. CULLINGS: Oh, I'm sorry. I did not address

1 subgoals. Are we talking about the subgoals?

2 MR. KUZMICH: Yes.

3 MS. CULLINGS: Okay. That's a big deal. Okay. Seven
4 percent (7%) African American, two percent Latino/Hispanic
5 American (2%), and eight percent (8%) women-owned business.
6 That totals your 19 percent (19%). That is very important.
7 Forgive me. I missed that. When you go in the Directory, and
8 you put in a category -- let's just say you put in a category
9 for electric. Electrical contractors. The firms that will pop
10 up will be MBE firms. But in their profile it will say,
11 "female," and "African American." In the profile, it will say
12 "Latino." Some will say just "female." The just "female" is
13 normally Caucasian female. The other females have duly put
14 themselves in. And that's how you will determine the firms that
15 you are selecting.

16 Sometimes we have waived the subgoals because of the
17 nature of the procurement. But obviously, we have found
18 sufficient in each of these ethnic and general groups to select
19 from. If this becomes an issue for waiver content, then we will
20 take that up on a case-by-case basis because of any limitations
21 in a particular group.

22 So once again, in your document, you do have seven
23 percent (7%) African American. That could be female or male,
24 two percent (2%) Latino/Hispanic male or female, eight percent
25 (8%) women. And so, again, the women could be of ethnic groups

1 or not. And that's the goal that you would be hoping to
2 achieve. And of course, a half a percent or more from a veteran
3 that could be male or female. It doesn't matter.

4 So, yes. Thank you very much. That is most
5 important. The subgoals are to be met and if they're not, you
6 do need to express and explain what you found. If you find
7 these firms, however you find them, please save it, print it
8 out, because that's your evidence. And maybe they're not doing
9 exactly something that is in mind. We know that in the world of
10 IT and computers, people write vague things that they do and
11 maybe not the specific that you need. So we will address that
12 accordingly, if that should be an issue.

13 MR. KUZMICH: And -- and that math, the -- it totals
14 to 17 percent (17%)?

15 MS. TARLETON: That's correct.

16 MR. KUZMICH: Yeah, okay. So I just want to make
17 sure. I understand the 17 and the 19 -- the 19 percent (19%) is
18 the total --

19 MS. CULLINGS: That difference between 17 and 19% is
20 allowed for "Other."

21 MR. KUZMICH: Okay.

22 MS. CULLINGS: That's in the allowance --

23 MR. KUZMICH: Got it.

24 MS. CULLINGS: -- for "Other."

25 MR. KUZMICH: Thank you.

1 MS. CULLINGS: Yeah. We never bring it exactly to the
2 number because "Other" is equally involved.

3 MR. KUZMICH: Very good. Thanks.

4 MS. CULLINGS: Yeah. Anyone else?

5 [There was no response.]

6 MS. CULLINGS: Very good question. Thank you so much.

7 MR. KUZMICH: Sure.

8 MS. CULLINGS: Any other questions? Yes, sir?

9 MR. VANCHUGOV: Dmitriy Vanchugov with Trapeze. You
10 said --

11 REPORTER: Excuse me.

12 MR. VANCHUGOV: Yes?

13 REPORTER: State your name again, please?

14 MR. VANCHUGOV: Dmitriy Vanchugov.

15 REPORTER: Dmitriy.

16 MS. TARLETON: Go ahead.

17 MR. VANCHUGOV: You -- you mentioned that Form C is
18 something that can be submitted with --

19 MS. CULLINGS: A and B.

20 MR. VANCHUGOV: -- with award within 10 days, I believe
21 it says. Is Form D in the same category or --

22 MS. CULLINGS: -- If you care to send A through D with
23 your entire package, there's no penalty. We accept it.

24 However, it has been a practice that only the awardee would be
25 asked with the opportunity of time to provide C and D.

1 MR. VANCHUGOV: C and D?

2 MS. CULLINGS: But oftentimes when you're doing the
3 business, you're doing the business, and you have it and it's
4 done, and we do accept it. We just don't like to put extra
5 burdens unnecessarily for the stages in which it happens. We
6 cannot fully evaluate until we get Form D, technically speaking,
7 because we don't have a clue in Form D what you're having the
8 company do.

9 And there is a point to say "Commercial Useful
10 Function," called CUF. That person's firm must be able to do
11 something that's commercial useful function of the contract. So
12 you cannot say, 'Electrical company, I'm going to need you to
13 bring breakfast every morning. You're going to be the caterer.'
14 And put that down that they will be doing the catering to keep
15 everybody on the job. Then we would find that not a commercial
16 useful function, and that would come out. But I'm pretty sure
17 you guys are sharp. You've been doing this for a while.

18 But again, all questions goes to Procurement. But if
19 you have a question regarding your navigation of a waiver or
20 your calculation that's personal, regarding what a firm is
21 doing, then certainly you can reach our office directly because
22 that's an isolated situation for you. That's rare that we get
23 those, but there's always that time in which maybe something is
24 not for the good of all. But it's your own personal waging.

25 MS. TARLETON: I do want to mention about the MDOT

1 website. There is an Excel file on there of those 6,000 vendors
2 who are MBE/DBEs. It clearly says, "MBE/DBE." But when you
3 open up the file it does not distinguish which they are or if
4 they are both. So you would need to go to the next screen to
5 look further, or call the firm and find out.

6 MS. CULLINGS: I would really hope that you would go
7 to the category you're looking for.

8 MS. TARLETON: Absolutely.

9 MS. CULLINGS: Hit that button and get all the players
10 in that category or the NAIC code, if you know that because the
11 Excel can be very tricky and you really don't want to use that
12 as your way to seek firms out.

13 Are there any MBE firms here today? Okay. And if
14 you're not bidding as a prime, this is a great opportunity to
15 market what you understand about the solicitation and what you
16 can rate to others who are bidding. Thank you very much.

17 MS. TARLETON: Okay. That's pretty much our
18 presentation. We can open it up for other questions if you have
19 any. If you do, please state your name and the name of your
20 firm.

21 I'm sorry, Tammi. Do you have something?

22 MS. BOLDEN: Yeah. I just also wanted to add, Paula
23 said about the MBE companies are in the firm. I would also like
24 for some of the subs that are mentioned in the solicitation to
25 raise your hand for -- for the In Motion router. I believe we

1 have a representative from In Motion here. And then for the on-
2 board video surveillance system we have March Networks in the
3 room. And then, of course, we have our back end software
4 company, Trapeze, in the room. So I just wanted to -- to
5 highlight those vendors.

6 MS. TARLETON: So do you guys have any other
7 questions? Are you ready for the site visit?

8 MR. DAHEL: I got a question.

9 MS. TARLETON: Yes, sir.

10 MR. DAHEL: For your --

11 MS. TARLETON: Your name and company?

12 MR. DAHEL: Ismail Dahel, Clever Devices. For your
13 RTPI system that's being deployed right now, is the talk to
14 replace it at the end of this procurement or keep it and only
15 interface to it? That was not clear in the RFP.

16 MS. BOLDEN: More than likely, it will be a
17 replacement. But if there's a way that you can keep it up and
18 keep that system in place, then we will consider that, as well.

19 MR. DAHEL: Okay. Thank you.

20 MS. TARLETON: Okay. Anything else? All right.
21 Well, thank you all for coming. And again, I just want to
22 remind you that in the next 10 to 12 days we'll have these
23 minutes posted on the eMaryland Marketplace and the MTA website.

24 MS. BOLDEN: I'm sorry. Tammi Bolden. Was there an
25 interest of anyone here that wanted to take a look at any of the

1 buses?

2 PARTICIPANTS: Yes.

3 UNIDENTIFIED SPEAKER: Sure.

4 MS. BOLDEN: Okay.

5 (The pre-bid conference ended at 11:06 a.m.)

6 (There was a site visit immediately following the pre-bid)

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CERTIFICATE OF TRANSCRIBER

I, hereby, certify that the Maryland Department of Transportation, Maryland Transit Administration Pre-Proposal Conference for Contract No. MTA-1393 held at 6 St. Paul Street in Baltimore, Maryland on July 2, 2013 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 electronic sound recording of the conference as transcribed by me.

I further certify that I am neither an employee of MTA or relative to any party, herein, and that I have no interest in

the outcome of this Solicitation and subsequent award.

In witness whereof, I have affixed my signature this
17th day of July 2013.

By:

A handwritten signature in cursive script that reads "Lisa Campbell". The signature is written in a dark ink and is positioned above a horizontal line.

Lisa Campbell
Transcriber