



PRE-RESPONSE CONFERENCE

Performance Based Maintenance Services

RFP 40100-PBMC0001 REGION 3 NORTH

AND

RFP 40100-PBMC0002 REGION 3 SOUTH

SOLICITATION COORDINATOR

Daniel Leeson
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Agenda

- Notices
- Schedule of Events
- Overview of Solicitation process
- Overview of RFP Attachments & Evaluation Models
- Overview of Scope of Services
- Questions

Notice

- Scope overview will not cover all Scope items, and is only meant to be a brief overview
- Responses given here today cannot be considered binding or official until put into writing by the State
- Questions must be submitted in writing to the solicitation coordinator prior to the Written “Questions & Comments” Deadline to receive an official answer from the State. Deadline is on **November 2, 2023, at 2:00 p.m. CT.**
- Please make sure to read all solicitation documents including attachments.
- A respondent may not submit a response as the prime contractor and be a subcontractor in another’s response

Schedule of Events

- **Written “Questions & Comments” Deadline – November 2, 2023 @ 2:00 PM CT**
- State Response to Written Questions – November 9, 2023
- **Response Deadline – November 22, 2023**
- State Completion of Technical Responses – December 6, 2023
- **(State’s Discretion) Oral Presentations – December 11-13, 2023**
- State Opening & Scoring of Cost Proposals – December 15, 2023
- (State’s Discretion) Best and Final Offer (BAFO) Initiated – December 18, 2023
- **BAFO Recommendations by Respondent – December 26, 2023**
- State Response to BAFO – January 8, 2024
- **Response to BAFO – January 15, 2024**
- Notice of Intent to Award / Contract Sent for Signature – January 18, 2024
- **Contractor Signature and Payment and Performance Deadline – February 1, 2024**

Solicitation Process

- RFP Section 3 – Response Requirements
- 3.1 Response Form
 - General Qualifications and Experience
 - Mandatory Requirements (Section A)
 - Technical Qualifications, Experience & Approach (Section C)
 - Cost Proposal (Attachment 6.3)
- 3.2 Response Delivery Location
 - Daniel Leeson**
 - Department of Transportation**
 - J.K. Polk Bldg., 5th floor**
 - 505 Deaderick Street**
 - Nashville, TN 37243**

Solicitation Process

- RFP Section 3 - Response Requirements
- 3.1 Technical Response
 - A Technical Response should NOT exceed 50 pages in length
- 3.3 Response Prohibitions
 - Must not include alternate contract terms and conditions. If a response contains such terms and conditions, the State, at its sole discretion, may determine the response to be a non-responsive counteroffer and reject it.
 - Must not restrict the rights of the State or otherwise qualify the response
 - Must not provide alternative goods or services (i.e. services different from those requested and required in the RFP) unless expressly requested by the RFP.
 - Must not include cost proposals that involve any collusion among respondents
 - Must not include, for consideration in this procurement process or subsequent contract negotiations, incorrect information that the Respondent knew or should have known was materially incorrect;
 - Must not include more than one response, per Respondent, to each Region (North and South);
 - Must not include any information concerning costs (in specific dollars or numbers) associated with the Technical Response;
 - The State shall not consider a response from an individual who is, or within the past six (6) months has been, a State Employee.

Solicitation Process

- RFP Section 5 – Evaluation & Contract Award
- Proposals will be evaluated with the following point totals

EVALUATION CATEGORY	MAXIMUM POINTS POSSIBLE
Technical Qualifications, Experience & Approach (refer to RFP Attachment 6.2., Section C)	70%
Cost Proposal (refer to RFP Attachment 6.3.)	30%

RFP Attachments & Evaluation Models

- Attachment 6.1. Statement of Certification and Assurances must be signed without exception or qualification and **MUST** be signed by someone who has the legal authority to bind the Respondent.
 - If signed by someone other than the President or the Chief Executive Officer, you must attach evidence of the individual's authority to bind the Respondent
- Attachment 6.2. and Section 3.1.1.4 Response items
 - Column 1 – Response page numbers
 - Respondents complete
 - Immensely helpful to evaluators
 - General Qualifications & Experience Items (Section 3.1.1.4.)
 - Not scored. Per 5.2.1., Respondent may be deemed non-responsive or non-responsible, if State deems necessary

RFP Attachments & Evaluation Models

- Mandatory Requirement Items (Section A)
 - Eleven (11) items that will need to be addressed
 - Pass/Fail – All lines must pass to move onto technical evaluations
- Technical Qualifications, Experience and Approach Items (Section B – worth 70%)
 - Twelve (12) items, scored by each item against evaluation factors that reflect relative importance
 - Some items may require more detailed attention; please ensure that all aspects of these items are addressed
- Oral Presentations (At State's Discretion)
 - Allows Respondents to explain their technical proposal.
- Cost Proposal (Attachment 6.3.)
 - This Cost Proposal must be completed exactly as required

Cost Proposal

RESPONDENT LEGAL ENTITY NAME:			
Cost Item Description	Proposed Cost	State Use Only	
		Evaluation Factor	Evaluation Cost (cost x factor)
ROUTINE MAINTENANCE SERVICES	\$ / MO.	60	
MOBILIZATION (10% of first 12-month sum to be paid in 3 equal installments over the first 3 months)	\$	1	
****UNIT PRICE BIDS****	****	****	****
PERMANENT PAVEMENT REPAIR (TIER 2)	\$ / TON	1000	
PERMANENT PAVEMENT REPAIR (TIER 3)	\$ / TON	1000	
TIER 2 PATCHING CONCRETE PAVEMENT	\$ / SF	2000	
ADDITIONAL SWEEPING	\$ / SHOULDER MILE	250	
ADDITIONAL MOWING	\$ / CYCLE	5	
SPOT MOWING	\$ / ACRE	1000	
ADDITIONAL LITTER	\$ / CYCLE	5	
SPOT LITTER	\$ / C.L. MILE	100	
****PHASED MAINTENANCE SERVICES****	*****	*****	*****
UNPAVED SHOULDER DROPOFF	\$ / MO.	12	
MISC. DRAINAGE STRUCTURES	\$ / MO	6	
PAVED DITCH	\$ / MO	6	
GROUND SIGNS	\$ / MO	6	
INLETS	\$ / MO	6	
EVALUATION COST AMOUNT (sum of evaluation costs above):			
The Solicitation Coordinator shall use this sum and the formula below to calculate the Cost Proposal Score. Numbers rounded to two (2) places to the right of the decimal point shall be standard for calculations.			
$\frac{\text{lowest evaluation cost amount from all proposals}}{\text{evaluation cost amount being evaluated}}$		$\times 30$ (maximum section score)	= SCORE:



Limited Phased in Performance for Select Characteristics

- Baseline MQA assessment identified 5 characteristics not presently meeting minimum MQA score.
 - Unpaved shoulder drop-off (7/2025)
 - Misc. drainage structures (underdrain outlets) (1/2025)
 - Paved ditch (1/2025)
 - Ground signs (1/2025)
 - Inlets (1/2025)
- A separate per month pricing for each characteristic for first 6 to 12 months to meet min. standard.
- MQA scoring will be adjusted on those characteristics in the first 6 to 12 months

Contract Award Process

- There shall be two performance-based maintenance contracts awarded in TDOT Region 3. A single contractor cannot be awarded more than one contract in Region 3.

Region 3 North – Cheatham, Davidson, Montgomery, Robertson, and Sumner Counties



Region 3 South – Bedford, Cheatham, Dickson, Giles, Hickman, Humphreys, Marshall, Maury, Rutherford, Smith, Williamson, and Wilson Counties

Scope of Services Overview

- *Please review **ALL** Scope of Services*
- The State is seeking to contract for performance-based maintenance services to:
 - Perform all activities associated with highway, drainage, structures, roadside vegetation, traffic services, specialty items, emergency response, and incident management activities in accordance with the Contract, its Scope of Services, and the contract performance criteria detailed therein twenty-four (24) hours a day seven (7) days a week unless otherwise directed by Department.
 - These comprehensive maintenance services shall include the management and performance of maintenance and repair activities of the interstate highways including all ramps, collector/distributor ramps, and frontage roads, bridges, and all roadway appurtenances within the right of way

Scope of Services Overview cont.

- Contract Period
 - The Start Date for the work to be performed under this contract is ninety (90) days from the effective date of the Contract (“Start Date”).
 - This Contract will extend for a period of sixty (60) months after the Effective Date.
 - Renewal Options: At the discretion of the department, this Contract may be renewed for two (2) additional periods of twenty-four (24) months, contingent upon acceptable contract performance.
 - If the State decides to exercise renewal options, the State must notify the Contractor six (6) months in advance of renewal
 - Contractor must respond in writing at least four months prior to renewal date to accept

Clauses of Note

- Bid Bond
 - Bid bond equal to no less than 5% of the total amount of the cost proposal must be submitted with response
- Payment and Performance Bond
 - If awarded the Contract, Payment and Performance Bond must be submitted within ten (10) business days after notice of award in a sum equal to the first year's annual Contract amount
 - Annually thereafter, no later than thirty (30) days prior to the contract anniversary date, provide to the Department a Payment and Performance Bond on a form prescribed by the Department in a penal sum equal to the upcoming year's annual Contract amount
- Insurance
 - Within 10 business days after receipt of the Contract award, provide documentation evidencing all required insurance to the Department

Emergency Response and Third-Party Damage

- Response, inspection, repairs, and replacement required as a result of natural disaster, catastrophic or emergency response, collision to a TDOT asset will be considered part of the contract responsibilities.
- The Contractor will not receive any additional compensation from the Department except:
 - Qualifying FHWA funds the Department receives as a result of the Contractor seeking qualifying FHWA reimbursement. It is the Contractor's responsibility to provide all information needed to pursue such claims in a timely manner.
 - Pursuit of claims against the individual or entity which caused damages, or their insurers.
- Contractor will not be responsible for declared "Acts of Terrorism" beyond the reimbursable avenues listed above.

Emergency Response / Third-Party Damage Cap

- For an emergency repair or replacement activity of a single asset or group of contiguous assets resulting from a single incident the Contractor financial risk for such repair is capped at \$75,000.00 per repair and \$ 225,000 per contract year of the reasonable non-reimbursable cost.
- Any single-incident damage less than \$40,000 shall not be additive to the annual non-reimbursable cap.
- TDOT may, at the Department's discretion, either authorize the Contractor to proceed and agree to pay the additional estimated amount or stop the Contractor from doing any further work and contract out the remaining work to a separate Contractor, or elect to self-perform the remaining work, or any combination thereof.

Special Provision and Prescriptive Maintenance (added retroreflectivity criteria)

- Ground Signs
 - Separate contract in place to upgrade ground sign panels that do not meet retroreflectivity standard in compliance with Table 2A-3 of the 2009 MUTCD
 - To be completed by March 31, 2025.
 - The contractor will not be required to meet retroreflectivity standards in MQA for existing and new ground signs until April 1, 2025.
 - After April 1, 2025, all MQA ground sign standards including retroreflectivity shall be in effect with the scheduled MQA cycles.
 - The contractor is responsible for damaged signs beginning with the contract 'start date'. All other MQA criteria for signs other than retroreflectivity will be in effect on January 1, 2025.

Upcoming Corrections

27.4 Phased Performance Targets

Some MQA characteristics and elements do not currently meet the minimum performance target and require a work backlog to attain the minimum score. As a result, the contractor is not required to attain the minimum target score on **select characteristics** until a later calendar year. These **select characteristics** are clearly indicated in (Exhibit B, Tables 1-6) as a performance target followed by a calendar year in parentheses.

The contractor will provide separate pricing for the phased 'backlog' work in the Itemized unit prices for 'PHASED MAINTENANCE SERVICES' in Exhibit B.

Available Supplemental Data

<https://www.tn.gov/tdot/engineering-operations-division/pbmc.html>

- Region 3 Interstate Sign inventory and replacement list
- Industry Forum Power Point and sign in sheet
- Link to TDOT Materials and Tests QPL and Producer List
- **Link to MQA Baseline**
- GIS Map of Asset Inventory
- TDOT MQA Field Manual
- R3 Lane Blockage Summary

To Be Uploaded:

- GIS map of MQA sample sites with failure pictures
- Answers to questions submitted in writing by November 2, 2023, at 2:00 p.m. CT.
- Continue to check the above link for updates

Available Supplemental Data (cont.)

Power BI Desktop interface showing a report titled "Interstate Scores". The report includes a "Characteristics Summary" table and an "Elements Summary" table. The interface also shows navigation tabs at the bottom and a Windows taskbar at the very bottom.

Region: 3, Select Contract: All

Characteristics Summary

Element	Characteristic	Sections Passed	Sections Rated	Weight	Points Passed	Points Total	Characteristic Score
Drainage Structures	Curb and Gutter	9	9	0.000	0.000	0.0000	
	Inlets	45	72	0.040	1.800	2.8800	62.50%
	Miscellaneous Drainage Structures	20	85	0.020	0.400	1.7000	23.53%
	Pipes	33	47	0.140	4.620	6.5800	70.21%
Total		107	213		6.820	11.1600	61.11%
Paved Lanes	Paved Lanes - Asphalt	185	224	0.135	24.975	30.2400	82.59%
	Paved Lanes - Concrete	47	61	0.135	6.345	8.2350	77.05%
	Paved Shoulders (Rigid or Flexible)	229	247	0.030	6.870	7.4100	92.71%
Total		461	532		38.190	45.8850	83.23%
Roadside	Brush and Trees	240	264	0.075	18.000	19.8000	90.91%
	Control Access Fence	94	129	0.015	1.410	1.9350	72.87%
	Guardrail / Cable Rail / Concrete Barrier	112	173	0.060	6.720	10.3800	64.74%
	Impact Attenuators	15	15	0.000	0.000	0.0000	
	Noise Walls and Retaining Walls	8	8	0.000	0.000	0.0000	
Total		469	589		26.130	32.1150	81.36%
Traffic	Ground Signs & Overhead Signs	111	162	0.160	17.760	25.9200	68.52%
	Object Markers and Delineators	72	102	0.020	1.440	2.0400	70.59%
	Pavement Markings	248	256	0.000	0.000	0.0000	
	Words and Symbols	76	85	0.020	1.520	1.7000	89.41%
	Total		507	605		20.720	29.6600
Unpaved Shoulders and Ditches	Front / Back Slope	220	262	0.015	3.300	3.9300	83.97%
	Lateral and Outfall Ditches (Unpaved Ditches)	179	191	0.045	8.055	8.5950	93.72%
	Paved Ditches	18	52	0.015	0.270	0.7800	34.62%
	Unpaved Shoulder Edge	130	252	0.075	9.750	18.9000	51.59%
Total		547	757		21.375	32.2050	66.37%
Vegetation / Aesthetics	Graffiti	253	267	0.000	0.000	0.0000	
	Mowing	189	257	0.000	0.000	0.0000	
	Roadway Sweeping	221	228	0.000	0.000	0.0000	
	Turf Condition	258	258	0.000	0.000	0.0000	
Total		921	1010	0.000	0.000	0.0000	

Elements Summary

Element	Element Score
Drainage Structures	61.11
Paved Lanes	83.23
Roadside	81.36
Traffic	69.86
Unpaved Shoulders and Ditches	66.37

Region: 3, Total Score: 74.98

Total: 74.98

Notes:
 • Total score is calculated as the sum of Points Passed divided by the sum of Points Total.

Navigation tabs: Section Summaries, Characteristic Summaries, Failures Drilldown, Element Summaries, **Interstate Scores**, SR Scores



Available Supplemental Data (cont.)

MQASummaryActualDelivery20231011 - Power BI Desktop

Search

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Select Contract: All | Select County: All | Select Region: 3 | Ramp?: All | Interstate?: True | Select Element: All

MQA Characteristic Scores

Characteristic	Score (%)
Lateral and Outfall Ditches	93.72%
Paved Shoulders (Rigid or...)	92.71%
Brush and Trees	90.91%
Words and Symbols	89.41%
Front / Back Slope	83.97%
Paved Lanes - Asphalt	82.59%
Paved Lanes - Concrete	77.05%
Control Access Fence	72.87%
Object Markers and Delin...	70.59%
Pipes	70.21%
Ground Signs & Overhea...	68.52%
Guardrail / Cable Rail / Co...	64.74%
Inlets	62.50%
Unpaved Shoulder Edge	51.59%
Paved Ditches	34.62%
Miscellaneous Drainage S...	23.53%

MQA Characteristic Scores

MQA Criteria	Failed Sections	Total Sections Rated	% Failed
Blocked Ditches, Paved	28	52	53.85%
Blocked Ditches, Unpaved	6	191	3.14%
Brush and Trees Around Headwall	3	170	1.76%
Brush and Trees Hazard	2	264	0.76%
Brush and Trees Overhang	4	264	1.52%
Brush and Trees Sight Distance	0	264	0.00%
Brush and Trees Sight Obstruction-Pass-Fail	6	264	2.27%
Brush and Trees Vertical Clearance	5	264	1.89%
Concrete Barrier Damage	3	77	3.90%
Curb & Gutter Alignment	0	9	0.00%
Curb & Gutter Settlement	0	9	0.00%
Curb & Gutter Structural Damage	0	9	0.00%
Ditch Cracking, Paved	10	52	19.23%
Ditch Settling, Paved	10	52	19.23%
Erosion in Ditches, Paved	9	52	17.31%
Erosion in Ditches, Unpaved	6	191	3.14%
Exposed Base, Flexible	3	224	1.34%
Fence Compression	23	128	17.97%
Fence Opening	15	125	12.00%
Front & Back Slope Erosion	42	262	16.03%
Graffiti	14	267	5.24%

Notes:

- Apply filters as desired at the top of this page.
- Select a bar from the MQA Characteristic Scores chart on the left to see a detailed breakdown of failures by MQA Criteria in the table on the right.
- For each criteria, % Failed = Failed Sections / Total Sections Rated.

Section Summaries | **Characteristic Summaries** | Failures Drilldown | Element Summaries | Interstate Scores | SR Scores

Type here to search

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Available Supplemental Data (cont.)

MQASummaryActualDelivery20231011 - Power BI Desktop

Search

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Select Contract: All | Select County: All | Select Region: 3 | Ramp?: All | Interstate?: True | Element: Traffic

Number of Section Failures by Characteristic

MQA Characteristic	Number of Failures
Ground Signs & Overhead Signs	81
Object Markers and Delineators	34
Words and Symbols	9
Pavement Markings	8

MQA Characteristic Scores

MQA Characteristics and Criteria	Failed Sections	% of Failures	Total Sections Rated
Ground Signs & Overhead Signs			
Sign Installation, Lean	31	23.48%	157
Sign Visibility, 10% Damage	12	9.09%	160
Sign Installation, Bent	9	6.82%	156
Sign Installation, Hardware	8	6.06%	155
Sign Installation, Breakaway Support	7	5.30%	147
Sign Height, Shoulder	4	3.03%	144
Sign Visibility, Rotation	4	3.03%	159
Sign Installation, U-Channel	3	2.27%	44
Sign Visibility, Conveys Message	3	2.27%	160
Sign Height, Curb & Gutter	0	0.00%	29
Sign Visibility, Warning Lights	0	0.00%	20
Object Markers and Delineators			
Object Markers & Delineators, Missing	21	15.91%	101
Object Markers & Delineators, Leaning	13	9.85%	101
Words and Symbols			
Words and Symbols, Clear & Visible	9	6.82%	85
Pavement Markings			
Pavement Markings, Clear and Visible	8	6.06%	256

Notes:

- Apply filters as desired at the top of this page. Select the Element of interest for the Failure Drilldown.
- Select a bar from the MQA Characteristic Scores chart on the left to see a detailed breakdown of failures by MQA Criteria in the table on the right.
- % of Failures = Failed Sections / Sum of Failed Sections Column. (This calculation changes based on selection.)

Section Summaries | Characteristic Summaries | **Failures Drilldown** | Element Summaries | Interstate Scores | SR Scores



Questions

Solicitation Coordinator

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p. 615-332-1942

Questions & Comments Deadline **November 2, 2023, at 2:00 p.m. CT.**





Thank You!