



Victoria F. Sheehan
Commissioner

THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION



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William Cass, P.E.
Assistant Commissioner

Bureau of TSMO
January 11, 2018

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

The Department of Transportation requests placing this item on the Consent Calendar.

Authorize the Department of Transportation to amend Contract #2016-10, with Tilson Technology Management, Inc. (Vendor #265209), Portland, ME, by extending the completion date from May 30, 2018 to October 30, 2018 to continue designing and building the Advanced Transportation Management System (ATMS) on the Frederick E. Everett Turnpike (FEET), effective upon Governor and Council approval through October 30, 2018. The original contract was approved by Governor and Council on March 22, 2017, Item #23. Time extension only, no new funding.

EXPLANATION

The purpose of this contract amendment is to allow sufficient time to complete the Advanced Transportation Management System on the Frederick E. Everett Turnpike. The original schedule for this project anticipated a Governor and Council approval date of August 2016. Due to contract negotiations, the contract wasn't approved until March 2017. The requested time extension through October 30, 2018 will allow Construction to occur during the summer months of 2018.

The Amendment has been approved by the Attorney General as to form and execution. The Department of Information Technology (DoIT) has reviewed and approved the Amendment. Copies of the fully executed agreement are on file at the Secretary of State's Office and the Department of Administrative Services Office, and, subsequent to Governor and Council approval, will be on file at the Department of Transportation.

It is respectfully requested that this resolution be approved.

Sincerely,

William Cass for

Victoria F. Sheehan
Commissioner



**THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION**



*Victoria F. Sheehan
Commissioner*

*William Cass, P.E.
Assistant Commissioner*

January 9, 2018

Denis C. Goulet
Commissioner and Chief Information Officer
27 Hazen Drive
Concord, New Hampshire 03301

RE: FEET Advanced Transportation Management System (RFP) 2016-10 Contract Amendment

REQUESTED ACTION

It is requested that the Department of Transportation (NHDOT) amend the current contract with Tilson Technology Management, Inc. to extend the completion date from May 30, 2018 to October 30, 2018.

EXPLANATION

The purpose of this date extension is to allow sufficient time to complete the Advanced Transportation Management System on the Frederick E. Everett Turnpike. The original schedule for this project anticipated a Governor and Council approval date of August 2016. Due to contract negotiations, the contract wasn't approved until March 2017. This time extension will allow Construction to occur during the summer months of 2018.

CONTACT PERSON

Susan M. Klasen, PE
Administrator
New Hampshire Department of Transportation
110 Smokey Bear Blvd
Concord, NH 03301
Email: Susan.Klasen@dot.nh.gov
Tel: 603 271-6862

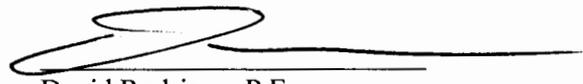
CERTIFICATION

The undersigned hereby certify that the information provided in this document and any attachments is complete and accurate, to the best of their knowledge, and that the alternatives to the solution defined in this document have been appropriately considered. Your timely consideration and endorsements is requested to meet publication deadlines.

Submitted by:


Gail E. Hambleton
IT Leader- Transportation
Department of Information Technology

Department Head Approval


David Rodrigue, P.E.
Director of Operations
Department of Transportation



Victoria F. Sheehan
Commissioner

THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION



William Cass, P.E.
Assistant Commissioner

January 31, 2018

Denis C. Goulet
Commissioner and Chief Information Officer
27 Hazen Drive
Concord, New Hampshire 03301

RE: FEET Advanced Transportation Management System (RFP) 2016-10 Contract Amendment

REQUESTED ACTION

It is requested that the Department of Transportation (NHDOT) amend the current contract with Tilson Technology Management, Inc. to extend the completion date from May 30, 2018 to October 30, 2018.

EXPLANATION

The purpose of this date extension is to allow sufficient time to complete the Advanced Transportation Management System on the Frederick E. Everett Turnpike. The original schedule for this project anticipated a Governor and Council approval date of August 2016. Due to contract negotiations, the contract wasn't approved until March 2017. This time extension will allow Construction to occur during the summer months of 2018.

CONTACT PERSON

Susan M. Klasen, PE
Administrator
New Hampshire Department of Transportation
110 Smokey Bear Blvd
Concord, NH 03301
Email: Susan.Klasen@dot.nh.gov
Tel: 603 271-6862

CERTIFICATION

The undersigned hereby certify that the information provided in this document and any attachments is complete and accurate, to the best of their knowledge, and that the alternatives to the solution defined in this document have been appropriately considered. Your timely consideration and endorsements is requested to meet publication deadlines.

Commissioner Approval

Victoria F. Sheehan
Commissioner
Department of Transportation



STATE OF NEW HAMPSHIRE
DEPARTMENT OF INFORMATION TECHNOLOGY

27 Hazen Dr., Concord, NH 03301
Fax: 603-271-1516 TDD Access: 1-800-735-2964
www.nh.gov/doit

Denis Goulet
Commissioner

February 1, 2018

Victoria F. Sheehan
Commissioner
State of New Hampshire
Department of Transportation
John O. Morton Bldg.
7 Hazen Drive
Concord, NH 03302-0483

Dear Commissioner Sheehan:

This letter represents formal notification that the Department of Information Technology (DoIT) has approved your agency's request to enter into a contract with Tilson Technology Management, Inc., of Portland, ME as described below and referenced as DoIT No. 2016-094A.

The purpose of this request is to extend the current contract to allow the continuation of construction of the Advanced Transportation Management System (ATMS) along the Frederick E. Everett Turnpike until completion.

There is no funding increase associated with this amendment. This amendment shall become effective upon Governor and Council approval through October 30, 2018.

A copy of this letter should accompany the submission to the Governor and Executive Council for approval.

Sincerely,

A handwritten signature in black ink, appearing to read "Denis Goulet", with a stylized flourish at the end.

Denis Goulet

DG/kaf
Contract 2016-094A

cc: Gail Hambleton

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THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION



Victoria F. Sheehan
Commissioner

William Cass, P.E.
Assistant Commissioner

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

February 6, 2017
Bureau of Transportation, Systems,
Management, and Operations (TSMO)

REQUESTED ACTION

Authorize the Department of Transportation to enter into a contract with Tilson Technology Management, Inc. (Vendor #267136) in the amount of \$4,225,966.31 to design, test, and build an Advanced Transportation Management System (ATMS) on the Frederick E. Everett Turnpike (FEET) from the Massachusetts Stateline in Nashua to the I-93 Exit 13 interchange in Concord within the Division of Operations effective upon Governor and Council approval. 100% Turnpike Funds.

Funding is available as follows for SFY 2017, and is contingent upon the availability and continued appropriation of funds for SFY 2018:

	<u>SFY 2017</u>	<u>SFY 2018</u>
04-96-96-961017-7507 Central NH Turnpike 046-500463 Eng Consultants Non-Benefits	\$415,000.00	\$3,810,966.31

EXPLANATION

The above referenced project involves engaging one Team to design and build an Advanced Transportation Management System (ATMS) on the Frederick E. Everett Turnpike (FEET) from the Massachusetts Stateline in Nashua to the I-93 Exit 13 interchange in Concord. This project includes new Intelligent Transportation System (ITS) field devices and a new wireless communications network connecting the field devices to the existing Transportation Management Center (TMC).

A Request For Proposal (RFP 2016-10) was developed using a procurement approach based on combined overall scoring of the technical proposal and cost proposal apportioned at 70% and 30%, respectively.

The Contract resulting from this RFP is a firm fixed price, which includes the following: systems engineering, design, permitting, construction, integration, and a 24-month maintenance period. The state has the sole discretion to extend the maintenance period for up to three additional 12-month periods. The Department of Information Technology (DoIT) reviewed and approved the RFP on February 25, 2016 prior to Vendor solicitation.

On March 2, 2016 the Department publicly advertised the subject RFP. The RFP stated that the Department has established an approximate budget for this project of between \$3.75 million and \$4 million. During the response period, the Department conducted a Vendor Conference for all Vendors who responded with intent to submit and entertained questions and/or inquiries from the Vendors. Proposals were received from the following Vendors in accordance with the requirements for submission, including the stipulated deadline of April 22, 2016:

VENDOR TEAM NAME

- Green Mountain Communications, Inc. (GMCI) Team;
- McCourt Construction (McCourt) Team; and,
- Tilson Technology Management, Inc. (Tilson) Team

Proposals from each Team were reviewed by the FEET RFP Selection Committee along with technical review support by the consulting firm Vanasse Hangen Brustlin (VHB). The Selection Committee was comprised of Bureau of Turnpikes Assistant Administrator, Bureau of Highway Design- Design Services Chief, Bureau of (TSMO) Project Manager, Bureau of TSMO Communications Supervisor, and DoIT IT Project Manager.

On June 8, 2016, the Selection Committee held interviews with the three Vendor Teams. Each Team conducted a presentation describing their Team, capabilities, and pertinent aspects of their proposal; provided answers to a specific set of questions targeting each proposal; and participated in an open question and answer period. Following the interviews, the Selection Committee met to discuss the Team interviews and to finalize the ratings of the Proposals.

The Selection Committee used the table below to rate the technical aspect of each proposal, taking into account the ATMS system design and technical aspects; the firm’s qualifications such as: project Team, capabilities, references, implementation, transition, and delivery approach. The technical aspect accounted for 70 of the total 100 maximum points. A minimum of 50 points were required, as specified in the RFP, for further consideration in the overall selection process. Proposals not receiving a technical score of 50 points or higher, in addition to being removed from further consideration, had the corresponding price proposal returned unopened to the applicable Vendor.

CATEGORIES	POINTS
TECHNICAL PROPOSAL with the following potential maximum scores for each Technical Proposal category;	70
<i>Project Need</i>	5
<i>Corporate Qualifications: Previous Experience</i>	10
<i>Management Summary: Key Personnel, Project Management, and Coordination</i>	20
<i>Work Plan: Technical Approach, Communication Systems, Innovation and Value Engineering, Ability to meet project schedule, System Maintenance, and Warranty Approach</i>	35
*PRICE PROPOSAL POTENTIAL MAXIMUM POINTS	30
TOTAL POTENTIAL MAXIMUM POINTS AWARDED	100

*The following formula was used to assign points for the price proposal: Vendor’s Price Score = (Lowest Proposed Price/Vendor’s Proposed Price) x 30.

Based on the above mentioned analysis, the Selection Committee identified two Teams with technical scores exceeding 50 points and worthy of consideration in the selection process. The McCourt Team did not achieve the minimum technical score. As such, based on the requirements in the RFP 2016-10, Section 4.4, the proposal submission was disqualified from further consideration, and the corresponding price proposal is to be returned unopened to McCourt.

The cost proposals were opened on June 9, 2016 following the oral presentations. Only cost proposals for the GMCI Team and the Tilson Team were opened because their technical scores exceeded the minimum technical score required to open the cost proposals.

The RFP included a list of the individual bid items on a bid items form included as Appendix E of the RFP. The bid items form was divided into nine sections that cumulatively made up the Total Base Cost for the proposal. A tenth section included the value engineering options and other optional bid items for the Department's consideration. Each of the first five sections included the individual items that made up the project sub-systems (Closed Circuit TV (CCTV), Dynamic Message Signs (DMS), Motor Vehicle Detection Systems (MVDS), existing equipment, and communications). The remaining four sections included project-wide items such as engineering, testing and integration, training, system maintenance, and warranty.

The following table outlines the Committee's technical scoring, each Team's base price proposal, corresponding price score, and total score:

Team	Technical Score (max. 70 points)	Base Cost	Total Price Score (max. 30 points)	Total Score
GMCI	52.4	\$5,166,517.00	29.5	81.9
McCourt	37	N/A	N/A	N/A
Tilson	63	\$5,076,594.06	30	93

Based on the Selection Committee proposal review and interview process, the committee has concluded that Tilson's proposal meets, and or exceeds, each of stated goals in the RFP.

The RFP states that the Department reserves the right, at its discretion, to make an award by item, by a part of an item, by groups of items, or by the total proposal in accordance with the Department's available budget. This statement provides the Department's justification to negotiate a final project cost with the highest scoring Team.

Given the submitted price proposal, negotiation and a reduction in the scope of the project was required to meet the budget. A strategy was developed which prioritized the ATMS devices/elements and identified those portions of the infrastructure that could be implemented by other means outside of this RFP.

The TSMO Project Manager met with the Attorney General's office on Tuesday, June 21, 2016 to review the RFP selection process and to receive concurrence on subsequent steps in the process. Based on that conversation, consistent with RFP 2016-10 Sections 3.17-Award and 4.5-Contractor Selection, an Intent to Award letter was sent to the Tilson Team.

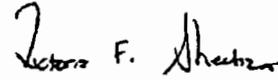
Accordingly, the Project Manager met with the Tilson Team to negotiate reductions in scope and cost. Based on these negotiations, Tilson reduced their pricing on August 11, 2016. The negotiated costs and reduction in scope included removing four CCTV, one DMS, and two MVDS. The final scope includes installing fourteen CCTV, five DMS, and thirteen MVDS. The overall project cost was reduced to \$4,225,966.31 based on these discussions.

This Contract has been approved by the Attorney General as to form and execution. The Department has verified that the necessary funds are available. Copies of the fully executed contract are on file at the Secretary of State's Office and the Department of Administrative Services, and subsequent to Governor and Council approval will be on file at the Department of Transportation.

Based on the scoring and above information, the Department requests approval to enter into a contract with Tilson Technology Management, Inc.

It is respectfully requested that this resolution be approved.

Sincerely,

Handwritten signature of Victoria F. Sheehan in black ink.

Victoria Sheehan
Commissioner

Attachment: Proposal Scoring summary

cc: C. Waszczuk
D. Rodrigue
M. Servetas
S. Klasen



STATE OF NEW HAMPSHIRE
DEPARTMENT OF INFORMATION TECHNOLOGY
27 Hazen Dr., Concord, NH 03301
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Denis Goulet
Commissioner

December 30, 2016

Victoria F. Sheehan
Commissioner
Department of Transportation
State of New Hampshire
John O. Morton Bldg.
7 Hazen Drive
Concord, NH 03302-0483

Dear Commissioner Sheehan:

This letter represents formal notification that the Department of Information Technology (DoIT) has approved your agency's request to enter into a contract with Tilson Technology Management, Inc., as described below and referenced as DoIT No. 2016-094.

The purpose of this contract is to design and build an Advanced Transportation Management System (ATMS) along the Frederick E. Everett Turnpike Corridor from the Massachusetts state line in Nashua to the I-93 Exit 13 interchange in Concord with additional work possible along the existing NHDOT fiber optic infrastructure. This project includes new Intelligent Transportation System (ITS) field devices and a new wireless communications network connecting the field devices to the existing NHDOT Transportation Management Center (TMC) in Concord.

The contract amount is \$4,225,966.31 effective upon Governor and Council approval through May 30, 2018.

A copy of this letter should accompany the submission to the Governor and Executive Council for approval.

Sincerely,

A handwritten signature in black ink, appearing to read "Denis Goulet", with a stylized flourish at the end.

Denis Goulet

DG/mh
Contract 2016-094

cc: Gail Hambleton

NHDOT Contract Template

Fill in the form below using one of the examples below that fit your contract type

Date Posted	Date	Responses	Contract	Vendors	Amount/Score	Contact Person
1/13/2017	4/22/2016 Submission Deadline	3 Proposals	RFP 2016-10 (FEET) Corridor Advanced Transportation Management System (ATMS)	Tilson Technology Management, Inc. Green Mountain Communications, Inc McCourt Construction	\$4,225,966.31 / 93 \$5,166,517.00 / 81.9 n/a	Susan Soucie 603-271-6862 Susan.Soucie@dot.nh.gov

STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION
Advanced Transportation Management System (ATMS)
Frederick E. Everett Turnpike Corridor (FEET)
RFP 2016-10
CONTRACT AMENDMENT A

WHEREAS, the Governor and Council approved an agreement between the New Hampshire Department of Transportation (NHDOT) and Tilson Technology Management, Inc. on March 22, 2017, Item #23 for the period of March 22, 2017 through May 30, 2018;

WHEREAS, the Vendor, Tilson Technology Management, Inc. and NHDOT have agreed to amend certain provisions of the agreement;

WHEREAS, Section 1.7 Completion Date, of the P-37 form is May 30, 2018 and NHDOT wishes to amend the date to October 30, 2018.

RESOLVED, that the agreement be amended as follows:

Section 1.7, Completion Date, of the P-37 form shall be amended to read October 30, 2018.

All other provisions of the agreement shall remain in effect.

STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION
Advanced Transportation Management System (ATMS)
Frederick E. Everett Turnpike Corridor (FEET)
RFP 2016-10
CONTRACT AMENDMENT A

IN WITNESS WHEREOF, the parties have hereunto set their hands as of the day and year first above written.

Joshua B. Broder
Joshua B. Broder, CEO
Tilson Technology Management, Inc.

Date: 1/8/18

Corporate Signature Notarized:

STATE of Maine
COUNTY of Cumberland

On this, the 8th day of January, 2018, before me, Nichole D. Stevens, the undersigned Officer Joshua B. Broder, personally appeared and acknowledged her/himself to be the CEO of Tilson Technology Management, Inc. a corporation, and that she/he, as such CEO being authorized to do so, executed the foregoing instrument for the purposes therein contained, by signing the name of the corporation by her/himself as CEO.

IN WITNESS WHEREOF I hereunto set my hand and official seal.

Nichole D. Stevens
Notary Public/~~Justice of the Peace~~

(SEAL)

My Commission Expires: January 14, 2018

NICHOLE D. STEVENS
Notary Public, Maine
My Commission Expires January 14, 2018

Department of Transportation

William J. Cass

Date: 1/22/18

William J. Cass, PE, Assistant Commissioner
State of New Hampshire Department of Transportation

Approved by the Attorney General (Form, Substance and Execution)

Allen B. Greenstein

Date: 1/26/18

State of New Hampshire, Department of Justice

Approved by NH Governor and Council

Date: _____

CERTIFICATE OF TILSON TECHNOLOGY MANAGEMENT, INC.

(Corporation Without Seal)

I, Lynne D. Houle, do hereby represent and certify that:

- (1) I am the Clerk of Tilson Technology Management, Inc., a Maine Corporation (the "Corporation").
- (2) I maintain and have custody of and am familiar with the minutes of the Corporation.
- (3) I am duly authorized to issue certificates with respect to the contents of such books.
- (4) The following statements are true and accurate based on the resolutions adopted by the Board of Directors of the Corporation via unanimous written consent in lieu of a meeting of the Board of Directors dated as of April 18, 2016, which written consent was duly adopted in accordance with Maine law and the Bylaws of the Corporation.
- (5) The signature of Joshua Broder, Chief Executive Officer of the Corporation, affixed to any contract, instrument or document shall bind the Corporation to the terms of such contract, instrument or document.
- (6) The foregoing signature authority has not been revoked, annulled or amended in any manner whatsoever, and remains in full force and effect as of the date hereof.
- (7) The Corporation has no seal.

IN WITNESS WHEREOF, I have hereunto set my hand as Clerk of the Corporation.

This document is dated the 8th day of January, 2018.

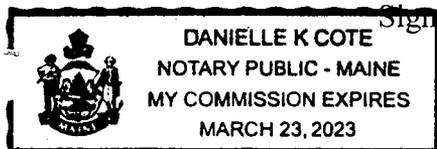


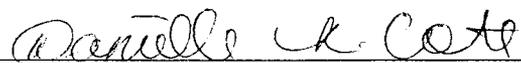
Lynne D. Houle, Clerk of Tilson Technology Management, Inc.

STATE OF MAINE,
COUNTY OF CUMBERLAND, ss.:

Personally appeared before me Lynne D. Houle, to me known to be the person described in and who executed the within and foregoing instrument, and acknowledged that she signed the same as her voluntary act and deed, for the uses and purposes therein mentioned.

Witness my hand and official seal hereto affixed.



Signed: 

Danielle K. Cote, Notary Public in and for the State of Maine
My commission expires March 23, 2023

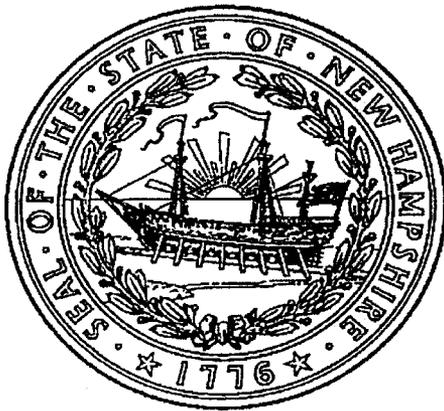
State of New Hampshire

Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that TILSON TECHNOLOGY MANAGEMENT, INC. is a Maine Profit Corporation registered to transact business in New Hampshire on December 02, 2015. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 735502



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 8th day of January A.D. 2018.

A handwritten signature in black ink, appearing to read "William M. Gardner".

William M. Gardner
Secretary of State

