

NORTHWEST CORRIDOR EXPRESS

RFQ Question and Answer Matrix (Issued July 3, 2012)

Questions submitted from June 11, 2012 at 8:00 am (EDT) to June 22, 2012 at 2:00 pm (EDT)

No.	Issue	Section	Question / Comment	GDOT Response
1.	Section 2.8.5	Toll Collection System	How will SRTA procure toll collection system as part of the existing contract for I-85? Will SRTA a new RFP for this scope, or will SRTA procure it as part of the existing contract for I-85?	SRTA will procure a Toll System Integrator that will be responsible for the installation and testing of toll collection equipment. The Developer will be responsible for providing support infrastructure, communications, and power required for the toll systems. The details will be outlined in the RFP.
2.	Sections 2.8.5 and 3.3	Toll Collection System	How the Toll Collection System, ITS and reversible gate system for the managed lanes will be procured by SRTA? The schedule of these procurement and if the details of these scope are available now?	The Developer will be responsible for the procurement of ITS and reversible gate system, miscellaneous appurtenances and services, and the coordination required to provide a fully functional reversible tolled managed lane system. SRTA will procure services and systems necessary for the Toll System Integrator and GDOT will procure services and systems necessary for the Traffic Management System Integrator.
3.	Section 4	Proposal Submittal Requirements	Please clarify the RFQ requirement regarding the number of separate binders to be submitted for Volume 1, versus the separation of sections within Volume 1 with tabbed dividers.	E.2.1 revised to provide that Volume 1 will be separated in sections with four (4) tab dividers in each binder. Ten binders total. See Addendum No.1.
4.	Exhibit B	RIDs	When will the project documents described in Exhibit B be made available on the procurement website?	The reference documents have been posted to the following location: http://myfiles.dot.ga.gov/nwc/
5.	Project Financing	Project Funding	Is the project fully funded? Have all of the funds been secured? When is the anticipated project start date? When is the ROW acquisition expected to begin?	GDOT has identified the necessary funding resources and is seeking developer financing to bridge timing considerations. The timing and availability of the project funding will be addressed in the RFP.

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				The anticipated project start date is November 2013. ROW acquisition is expected to begin Fall, 2012.
6.	Section 5.2 (e)	Lead Contractor Qualification	Section 5.2 (e) (ii) states that the Lead Contractor's transportation infrastructure projects must have achieved final design in the last seven years. Is "design" correct?	Language will be changed to "completed construction" instead of "achieved final design". See Addendum No. 1.
7.	Exhibit E	Page Limit	Exhibit E, Section E.1 states that Respondents shall "separate each section with a tabbed divider." For sections that have a page limitation, will the tabbed divider be counted as a page?	No, tabbed divider pages will not count against the respective page limitation as long as they do not have any content incorporated into same.
8.	Exhibit E	Financial and Confidential Information Included in Proposal	Exhibit E, Section E.2.1 states that confidential and proprietary information must be placed in Volume 2. In Section E.2.1.2 (a) it states that financial statements, except to the extent they are confidential and therefore are included in Volume 2, are to be included in Volume 1. The second paragraph of this subsection states that financial statements shall be provided in separate notebooks but it makes no distinction between confidential or non-confidential. Are financial statements that are <u>not</u> confidential to be placed in a notebook separate from the financial section of Volume 1 <u>and</u> Volume 2? Please clarify.	Non-confidential financial documentation shall be included in Volume 1, Tab 2. All confidential documentation shall be included in Volume 2.
9.	Section E.2.1.3	Lead Design Engineer Qualification	Section E.2.1.3 (iv) of Exhibit E states that the individual proposed for the lead design engineer shall be an employee of the Lead Engineering Firm. We agree that the lead design engineer must have the delegated authority to manage and direct the activities of the design team and that part of that authority stems from being an employee of the Lead Engineering Firm; however,	The Lead Designer does not have to be an employee of the Lead Engineering Firm. See Addendum No. 1.

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			<p>even if the Lead Engineering Firm has numerous individuals qualified and ready for assignment as the lead design engineer, the most qualified individual may be an employee of a dedicated subconsultant on the design team. Provided there is clear and contractual authority from the Respondent (Developer) and the Lead Engineering Firm ensuring appropriate authority, will an individual, meeting or exceeding the minimum qualifications but not employed by the Lead Engineering Firm, be deemed responsive and acceptable?</p>	
10.	RFQ	Pre-qual Certificates	Do we need to provide pre-qualification certificates for lead designer and design subconsultants in the Statement of Qualifications?	No.
11.	RFQ	Proposal Format	Can we use 11x17 paper for the exhibits in Volume 1, Section 4 – Project Management Plan?	Yes, as long as it is an Organizational Chart for the PMP.
12.	RFQ	Non-Participating Partners Financial Information Requirements	Can you confirm that financial statements, credit rating and parent company support letters are required from Non-Participating partners, specifically the lead designer?	That is correct.
13.	Section 4 & Exhibit E	Proposal Submittal Requirement	Please confirm the Respondent is required to submit one single binder for Volume 1 with tabbed dividers to separate each of the four sections required in Volume 1.	Please see response #3. See Addendum No.1.
14.	Exhibit E	Format of Financial Statements	To be clear, please confirm the Respondent can choose to submit all of its financial statement material strictly electronically (e.g., CD or DVD), with no printed hard copy material in a separate notebook.	Yes, Financial Statements may be submitted electronically with no printed hard copies. Other financial materials shall be submitted as required by hard copy.

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15.	Exhibit E	ROW	RFQ § 2.7, Right of Way Acquisition, indicates that if GDOT determines that additional Right of Way will be required, the cost of this RoW acquisition will be at the developers expense. Please clarify the meaning of this statement. Will a clear definition of RoW to be acquired by provided prior to financial proposal? What will be the limits of the Developers liability for RoW acquisition, if any?	<p>A clear description of the ROW which GDOT and SRTA anticipate will be required for the Project will be provided in the RFP. GDOT and SRTA will be responsible for acquiring the ROW identified in the RFP (including all related costs and expenses).</p> <p>If Developer determines that additional ROW is required for the Project (including ROW as a result of such Developer's ATCs), such ROW will be acquired at the cost and expense of Developer.</p>
16.	Exhibit E	Evaluation Criteria – DBE Participation	RFQ § 2.9.3, DBE and Local Labor Policy, indicates that GDOT has adopted federal policy for DBE participation. Please clarify if GDOT will require a DBE goal or requirement for DBE participation. Would such DBE participation be evaluated as part of the SOQ? What, if any, is the DBE requirement?	<p>Yes, GDOT will require a DBE goal. Additional details will be provided in the RFP.</p> <p>The DBE participation will not be evaluated as part of the Request for Qualifications process.</p>
17.	Exhibit E	Lead Contractor Prequalification	RFQ § 3.4, PreQualification Requirements, indicates that the Lead Contractor must satisfy the RFP requirements for Lead Contract Pre-Qualification prior to the RFP response. In order to avoid a situation where a shortlisted Lead Contractor cannot meet pre-qualification requirements set forth in the RFP, can the Department clarify requirements for Lead Contractor prequalification at this stage?	The requirements for Lead Contractor prequalification will be specified in the RFP and will be in accordance with GDOT normal prequalification procedures.
18.	Exhibit E	Utilize Financial as a Major Non-Participating Member	The RFQ does not make provision for the inclusion and evaluation of "financial" team members, such as affiliated concessionaire firms that specialize in project financing. Typically the financial aspect of project finance is handled by such companies. Can the Respondent include in	No.

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			their teaming structure for evaluation by GDOT, as a “Major Non-Participating Member”, an affiliated firm specialized in project finance, and utilize that members experience and qualifications to satisfy the requirements of Exhibit E2.1.2(f)&(g)?	
19.	Exhibit E	Proposal Submittal Requirements	Exhibit E, § E.2.1 Volume 1 – “Respondents shall submit each section of volume 1 in a separate binder in order to facilitate the evaluation process.” Please confirm respondents are to submit four binders for just Volume 1 or shall separate with tabs the four sections within one binder for Volume 1?	Please see response #3. See Addendum No.1.
20.	Exhibit E	Electronic Submittal Requirement	Exhibit E, § E.2.1.2 Financial – “Respondents are encouraged to submit financial statements electronically and to avoid large and unwieldy notebooks to the extent possible.” Please confirm financial statement can be submitted ONLY in electronic format; hard copy is not required. If so, what is the method to submit electronically?	Please see response #14.
21.	Exhibit E	Additional Information Regarding Liability, Insurance, Bonds and Letter of Credit	RFQ § 2.9.2 states that Developer must: (a) assume liabilities; (b) provide bonds or letters of credit; and (c) insurance coverage. Developer may also be responsible for providing: (a) parent guarantees; (b) statements of joint and several liability; and (c) warranties. These are all critical components and any additional information the Department can provide would be extremely helpful to ensure that all Proposers can meet these requirements.	Additional details will be provided in the RFP.
22.	Exhibit E	Reduction of P&P Bonds to \$250M	Exhibit E § E.2.1.2(d) states that Developer must provide a performance bond and payment bond of at least \$350M each. Alternatively, Developer may	Bonding requirement will remain at \$350M.

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			provide a letter of credit of at least \$350M. These amounts seem excessive, can GDOT consider a limit of \$250M.	
23.	Exhibit E	GDOT's Reserved Rights	Section 7 includes a list of GDOT's reserved rights. Together they enable GDOT to change just about any aspect of the Project it wishes without notice. Notably, subpart (o) permits GDOT to forgo issuing a notice to proceed even after the DBF Agreement is signed. Please clarify the intent of this section.	Once executed the DBF Agreement will supersede the RFQ and RFP documents. Absent a Developer breach (or a delay due to additional approvals necessitated by a Developer's ATC) it is not anticipated that GDOT/SRTA would forgo issuing a scheduled notice to proceed after the DBF Agreement is signed.
24.	Exhibit E	Prequalification	RFQ § 3.4 of the RFQ provides a list of prequalification requirements. Is demonstration of GDOT prequalification in the Area Classes listed in Section 3.4 of the RFQ to be satisfied upon submittal of SOQ? Or are these prequalification classes meant to be satisfied as part of the RFP response?	Satisfaction of the pre-qualification requirements for Area Classes will be a condition in the RFP for submitting a compliant and responsive Proposal. The prequalification requirements do not need to be satisfied upon submittal of the SOQ.
25.	Exhibit E	Project Funding	Will the \$500M of funding from public sources be available upfront from day one? Or will they be made available pursuant to a payment curve that will define the maximum amount of public funds available during the construction period?	Timing of the public funds sources will be addressed in the RFP. Funds will be made available pursuant to a funds availability curve that will define the maximum amount of public funds available during each year of the construction period.
26.	Project Financing	Private Contribution	What are GDOT views in regards to the time which the private "gap" financing must kick-in?	GDOT and SRTA will address in the RFP.
27.	Project Financing	Project Funding / Private Financing	Is it expected that the sources of funds for the payments to the Developer come pro-rata from public funds, TIFIA and private financing? Or can the "gap" financing kick-in once public funds and TIFIA have been exhausted?	Please see response #26 above.
28.	TIFIA	Project Funding	Will TIFIA be an additional source of funds during the construction period additional to GDOT's	The TIFIA loan will be in addition to the approximately

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			\$500M of funding from public sources, or will the TIFIA loan be used to finance public subsidy injected by GDOT in the project?	\$500 million of funding from other public sources.
29.	TIFIA	Project Funding	Is GDOT intent to provide a stand alone curve to define how and when the TIFIA funds would be available? Or will this curve be given as a whole for TIFIA and GDOT's public sources?	The funds availability curve will focus on the aggregate amount of all funds available to GDOT and SRTA for the Project during the construction period. TIFIA funding will not be specifically broken out. Please also see response #25 above.
30.	TIFIA	Project Funding	What is the approach in regards to TIFIA? Will the private developer negotiate with the USDOT in order to close the TIFIA loan or GDOT will?	GDOT and SRTA are responsible for preparing and submitting the TIFIA application and SRTA will obtain the TIFIA loan. The private developer will not be involved in the TIFIA loan process as SRTA is expected to be the borrower.
31.	TIFIA	Project Funding	Whose risk will it be to reach TIFIA financial close?	Please see response #30.
32.	TIFIA	Project Funding	Whose risk will it be for any fluctuation in the final amount of the TIFIA loan the project finally gets?	Please see response #30. This will be a GDOT/SRTA risk.
33.	TIFIA	Project Funding	Will the TIFIA loan be injected in the project the same way as the private financing, so the Developer will bear TIFIA repayment risk if the construction is delayed?	Please see response #26.
34.	TIFIA	Project Funding	Will the Developer have a contractual relationship with TIFIA?	No. Please see response #30.
35.	Project Financing	Repayment of Private Contribution	What is the envisioned profile and tenure of repayment of such outstanding debt? (i.e. bullet payment after X years of final acceptance of the completed project, monthly payments during X years, etc)	While the exact details will be finalized in the RFP, it is anticipated that SRTA will make bullet payment(s) on or shortly after final acceptance.

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36.	Project Financing	Repayment of Private Contribution	When do GDOT/SRTA anticipate reaching financial close of their revenue bonds and GARVEE bonds to pay off the “gap” financing?	GARVEE bonds will be issued prior to final acceptance.
37.	Project Financing	Repayment of Private Contribution	The private financing will be repaid by toll revenue bonds and/or GARVEE Bonds issued by SRTA. In the first case, what happens if due to the lack of traffic there are not revenue bonds available? In summary, to whom will the Developer have recourse to if the private financing is not repaid at completion?	It is anticipated that SRTA will issue bonds, the proceeds of which will be used to repay the private financing. Developer will not bear traffic and revenue risk.
38.	RFP	RFP Scoring Criteria	Please clarify what will be the RFP scoring criteria?	RFP scoring criteria will be provided in the RFP.
39.	RFP	RFP Scoring Criteria	Will Proposers be scored according to the amount of public funds requested from GDOT? How will that be made, according to the NPV of the public funds requested?	The exact pricing submittal and scoring mechanism will be specified in the RFP.