



Metro

Los Angeles County
Metropolitan Transportation Authority

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**OPERATIONS COMMITTEE
JULY 15, 2010**

SUBJECT: SMART CARDS

ACTION: AWARD CONTRACT FOR SMART CARDS

RECOMMENDATION

Authorize the Chief Executive Officer to award a 36-month, indefinite delivery/indefinite quantity, firm fixed price contract under Bid Number 10-0009 to the following lowest responsive and responsible bidders to supply regional TAP cards for LACMTA and Municipal Operators for an amount not to exceed \$19,009,954 inclusive of sales tax and two one-year options to Gemalto for total contract value of \$1,535,959; to eAccess, LLC for a total contract value of \$10,584,301; to Electronic Data Magnetics, Inc. for a total contract value of \$6,282,090; and to Paragon Identification for a total contract value of \$468,974.

RATIONALE

As Los Angeles quickly gains dominance in the United States as the largest bus-based smart card system in operation, and the nation's largest regional program that transacts over 15 million TAP boardings per month with monthly fare media sales that currently exceed \$8 million loaded onto TAP cards, the region needs card replenishment for Metro and Municipal participants. Over 1.6 million cards have been distributed over the last 4 years since TAP began its steady implementation and migration of paper fare products onto smart cards. This contract action will enable Metro and participating Municipal Operators to complete the conversion of all of their paper products to TAP and to launch Metro's stored value debit card as the final piece of implementing the Universal Fare System (UFS). It will enable the region to further expand and fully enhance fare collection by maximizing the use of this automated fare system.

TAP smart cards are needed for personalized Senior, Disabled, College, Student, and Institutional (Colleges and employer) program customers, and for regular adult fare, non-personalized cardholders. In addition, ASI, Inc. requires special cards that has dual purposes as both a TAP card to board fixed route service on TAP-enabled systems, and as a personalized identification card on other operators for visual inspection to confirm eligibility.

In the past, alternatives such as disposable “paper” smart cards were cost prohibitive to justify its consideration for limited uses such as day passes, one-way rail tickets and interagency transfers. Moreover, Municipal Operators and local service providers who have not chosen to participate in TAP have argued that visual inspection of products such as the regional EZ Transit Pass requires non-TAP substitutes. This procurement was fashioned to address these concerns and to further ensure that the TAP system is flexible and accommodating to differing fare policies, fare structures and tariff regulations among all of its participants and also, address transit agencies who are not intending to implement TAP. This procurement will further accommodate the current Board Motion to consider the expansion of the regional EZ Transit Pass as a Daily and Weekly fare instrument.

The Request for Bids was issued with the purposes of maximizing open competition within a large field of smart card suppliers to get the best pricing for all potential usage of smart cards in Los Angeles County over the next 3 years. As the recommendation states, these suppliers will be resourced for products as fare and tariff rules change, or as new products are introduced, including the availability of day passes to be sold on board buses for the convenience of infrequent riders and tourists who may not possess a permanent, plastic smart card.

The regional TAP program has been in full revenue production that began in 2006 and has successfully converted over seventy-five percent (75%) of Metro full fare and reduced fare passes to TAP cards by installing TAP sales devices at 500 retail pass sales outlets and Metro / Municipal Operator Customer Centers. In addition, participating Municipal Operators (Antelope Valley Transit, Culver City, Foothill Transit, Gardena Bus Lines, Montebello Bus Lines, Norwalk Transit, and Santa Clarita Transit) have transitioned from paper tickets or have implemented their stored value debit card onto TAP. This current card procurement will ensure that Metro and remaining TAP participants such as Gardena (in process) and LADOT (to convert) has sufficient quantities of TAP cards to complete the migration of the remaining paper media passes to smart cards and allow for the future addition of Metro’s stored value on TAP to penetrate cash fare patrons that represent about 50% of our ridership.

Smart cards (similar to bank issued credit/debit cards) have a shelf life of 3 years. Other reduced fare cards may be set to expire earlier based upon the eligibility of the customer (i.e. college student smart cards expire at the end of each semester; Metro dependent badges expire when they reach maximum age, etc.) Therefore, this procurement is to also address the aging of the first cards issued over 3 years ago.

This is a “needs-based” contract in which LACMTA has no obligation or commitment to order all of the Tap cards in the quantities identified in the recommendation. The bid quantities are estimates only, with deliveries to be ordered and released as required. As mentioned, this Request for Bids maximized pricing by ensuring that large fields of qualified bidders were pricing cards in volumes that permitted economies in scale. Both

the limited use and regular plastic smart cards are priced well below industry norms seen to date in the United States.

Tap Cards will be purchased, maintained in inventory and managed by Material Management. As the TAP cards are issued, the appropriate budget project numbers and accounts are charged.

FINANCIAL IMPACT

The funding of \$3,000,000 for contactless smart cards is included in the FY2011 budget in Regional TAP operating budget project 300016 under Line Item 50499 Materials and Supplies account. Since this is a multi-year contract, the cost center manager and Communications will be accountable for budgeting the cost in future fiscal years.

The cost of the smart cards is partially offset with the \$2 fee for the regular fare, blue TAP cards and replacement fees for TAP cards. Future policy decisions for fees on the limited use smart cards may offset most, if not all, of the cost of these cards and entice customers to secure regular, plastic TAP cards for everyday use.

ALTERNATIVES CONSIDERED

The current procurement allows Metro to leverage the established inventory procurement and storage system to purchase the smart cards necessary to complete the conversion of the paper fare media to electronic fare media and to replace expired, lost, or stolen TAP cards. The alternatives considered are as follows:

1. Discontinue the conversion of regional fare media to TAP, decide not to award the contract, and revert back to use of paper fare media. This approach is not recommended since this is the most cost-prohibitive approach to fare collection. The existence of dual paper and TAP systems means the maintenance of the obsolete Fare Media Reconciliation System (FARMERS) that will need to be operated and sustained as long as paper fare media continues to exist in at Metro. Since the current \$2.00 TAP card fee and potentiality of leveraging limited use smart cards can off-set the cost of the smart card fare media, the alternative to maintain paper is not advised.

Moreover, the numbers of small hand-held devices for LASD fare inspectors and uniformed officers have increased so that they will all carry this "cell phone" inspection device. The expansion of the fare inspection protocols with the smaller devices will be rendered useless if paper media requiring visual inspection is necessary. Also, with the completion of Metro Rail gates paper one-way tickets and rail day passes plus 25% of existing paper media means the loss of ridership data.

Another benefit from TAP fare media sales has been the electronic sweeps that have ensured sales revenues to be automatically collected from the 500 sales

outlets and vendors each week. This is in contrast to the one-month delay in financial recovery with paper fare media reconciliation that was necessary to account for unsold paper passes that were distributed to the retailers. Any current paper fare media still being sold by Metro outlets and customer centers (including student passes and corporate sales by employers and EZ passes) means a one-month latency to post sales revenues since unsold passes must be manually counted and reconciled. Any delay in procuring the necessary TAP cards will in turn, delay the conversion of these last remaining fare products and enabling a more timely financial posting of fare media sales.

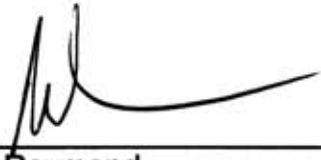
In addition, it would result in confusion with customers – some with paper, others with TAP and the need for Municipal Operators who have already converted to TAP to identify other solutions for their fare media.

2. Procure reduced quantities of the smart card types that are included in this procurement. This approach is not recommended since it would eliminate the benefit of volume discounts, and result in the need to rebid the cards at potentially higher costs. It would also delay the conversion of Municipal Operators, preclude the introduction of day passes sold on buses, and will prevent the consideration of regional EZ Transit Monthly, and potential Day and Weekly passes onto TAP.

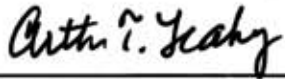
ATTACHMENTS

- A. Procurement Summary
 - A-1. Procurement History
 - A-2. List of Subcontractors
- B. Bid Tabulation
- C. DEOD Memo DBE Anticipated Level of Participation

Prepared By: T. Allen, Procurement Planning Administrator
Matthew Raymond, Chief Communications Officer



Matthew Raymond
Chief Communications Officer



Arthur T. Leahy
Chief Executive Officer

**BOARD REPORT ATTACHMENT A
PROCUREMENT SUMMARY**

TAP (SMART) CARD

1.	Contract Number: 10-0009		
2.	Recommended Vendor: Gemalto, Inc., 9442 Capital of TX HWY North, Suite 400, Austin, TX 78759 eAccess, LLC 4285 Ponderosa Avenue, M/S 2-1 San Diego, CA 92123 Electronic Data Magnetics, Inc., 210 Old Thomasville Road, High Point, NC 27260 Paragon Identification SAS, 18410 Argent Sur Sauldre, France B 431 815 588		
3.	Cost/Price Analysis Information:		
	Bid/Proposed Price: \$19,009,954	Recommended Amount: \$19,009,954	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Type: Fixed Price		
5.	Procurement Dates:		
	A. Issued: 9/09/09		
	B. Advertised: 9/11/09		
	C. Pre-bid Conference: N/A		
	D. Proposals/Bids Due: 3/17/10		
	E. Pre-Qualification Completed: N/A		
	F. Conflict of Interest Form Submitted to Ethics: Yes		
6.	Small Business Participation:		
	A. Bid/Proposal Goal: 0% No goal recommended	Date Small Business Evaluation Completed: July 30, 2009	
	B. Small Business Commitment: 0% No DBE Anticipated Level of Participation (DALP) was recommended.		
7.	Invitation for Bid/Request for Proposal Data:		
	Notifications Sent: 67	Bids/Proposals Picked up: 67	Bids/Proposals Received: 10
8.	Evaluation Information: Award based on item by item evaluation - not total bid.		
	A. <u>Bidders/Proposers Names:</u> eAccess, LLC AskinTag (Bid 1) AskinTag (Bid 2) All Safe Technologies Confidex Electronic Data Magnetics, Inc. Giesecke & Devirent America Paragon Identification Magnadata USA Gemalto	<u>Bid/Proposal Amount:</u> \$19,147,369.13 \$28,181,709.26 \$ 8,831,867.85 \$ 2,266,866.25 \$ 5,333,850.00 \$19,079,655.57 \$12,563,274.56 \$21,796,612.03 \$ 7,412,652,19 \$ 1,674,588.82	<u>Best and Final Offer Amount:</u> N/A
	B. Evaluation Methodology: Selection of the lowest responsive, responsible bidder.		

9.	Protest Information:	
	A. Protest Period End Date: 4/21/10	
	B. Protest Receipt Date: N/A	
	C. Disposition of Protest Date: N/A	
10.	Contract Administrator: Tanya Allen	Telephone Number: 213/922-1018
11.	Project Manager: Jane Matsumoto	Telephone Number: 213/922-3045

BOARD REPORT ATTACHMENT A-1 PROCUREMENT HISTORY

TAP (SMART) CARD

A. Background on Contractor

The responsive and responsible low bidder, Gemalto, Inc., located in Austin, TX has been in the business of software application through design, production and distribution of tap cards since 2007. Gemalto, Inc. has distributed tap cards to other agencies, including Boston Transit, Paris Francis Metro system, London UK Light Rail and Tramlink and other transit agencies. Gemalto has no past experience with Metro.

The responsive and responsible low bidder, eAccess, LLC located in San Diego, CA has been in the business of distribution of tap cards since 2007. eAccess, LLC has distributed tap cards to other agencies including, Sistema de Tren Urbano Electrico de Guadalajara, Mexico and Jamica Urban Transit company Limited, Jamaica and other transit agencies. In the past, eAccess, LLC has provided satisfactory service and delivery of tap cards.

The responsive and responsible low bidder, Electronic Data Magnetics, Inc., located in High Point, NC has been in the business of software application through design, production and distribution of tap cards since 1983. Electronic Data Magnetics Inc. has distributed fare media tap cards specializing in magnetic stripe and RFID documents to other agencies, including MDTA (Miami Dade Transit Authority, MARTA (Metropolitan Atlanta Rapid Transit Authority), Chicago Transit Authority and other transit agencies. Electronic Data Magnetics has no past experience with Metro.

The responsive and responsible low bidder, Paragon Identification SAS, located in Argent Sur Sauldre, France has been in the business of tickets for mass transit global supplies, cards and personalization of tap cards since 1964. Paragon Identification SAS has distributed tap cards to other agencies, including Houston Metro Via ACS US and Montreal Metro and other transit agencies. Paragon Identification SAS has no past experience with Metro.

B. Procurement Background

Evaluations of samples were received from 10 bidders based on the technical specifications from the TAP Card department. All samples were conditionally approved.

The Diversity and Economic Opportunity Department did not recommend a Disadvantaged Business Enterprise Anticipated Levels of Participation (DALP) for this procurement

C. Evaluation Criteria

Technical review and selection of the lowest responsive, responsible bidder.

- Bidder #1** eAccess, LLC. in the amount of \$19,147,369 is in full compliance to the technical specifications for line items 3a, 12 and 13. eAccess did not meet the Buy America requirements on all other items bid.
- Bidder #2** ASKinTAG Bid 1 in the amount of \$28,181,709 offered an alternative encapsulation technology for line items 1, 2, 5, 6, 9, and 11 that had not been approved under this IFB. Further testing and review would have to be performed in order to qualify ASKinTAG for a future procurement.
- Bidder #3** ASKinTAG Bid 2 in the amount of \$8,831,868 offered an alternative encapsulation technology for line items 1, 2, 5, 6, 9, and 11 that had not been approved under this IFB. Further testing and review would have to be performed in order to qualify ASKinTAG for a future procurement. ASKinTAG's Bid 2 was for foreign made cards and tickets which do not meet the Buy America requirements.
- Bidder #4** All Safe Technologies in the amount of \$2,266,886 did not provide complete technical information necessary to determine compliance with the technical requirements.
- Bidder #5** Confidex in the amount of \$5,333,850 is in full compliance to the technical specifications, but did not meet the Buy America requirements.
- Bidder #6** Electronic Data Magnetics, Inc. in the amount of \$19,079,656 is in full compliance to the technical specifications. Electronic Data Magnetics was responsive to the Buy America requirements for line items 3a, 3b, 12, and 13; but did not meet the Buy America requirements for the other items bid.
- Bidder #7** Giesecke & Devirent America in the amount of \$12,563,275 was non responsive to the Warranty and Buy America requirements for line items 3b, 12, and 13.
- Bidder #8** Paragon Identification in the amount of \$21,796,612 is in full compliance to the technical specifications. Paragon Identification did not meet the Buy America requirements. However, only two bids were received, both foreign made. A Buy America waiver will be requested from FTA.

Bidder #9 **Magnadata USA in the amount of \$7,412,652 is in full compliance to the technical specifications. However, Magnadata did not meet the Buy America requirements.**

Bidder #10 **Gemalto, Inc. in the amount of \$1,674,589 is in full compliance to the technical specifications and bid requirements.**

D. Cost/Price Analysis Explanation of Variances

The recommended bid price of \$19,009,954 has been determined to be fair and reasonable based upon adequate price competition and selection of the lowest responsive and responsible bidders.

**BOARD REPORT ATTACHMENT A-2
LIST OF SUBCONTRACTORS**

TAP (SMART) CARD

<u>PRIME CONTRACTOR</u>	<u>DBE Commitment</u>	<u>Other Subcontractors</u>
Gemalto, Inc.	0 %	None
eAccess, LLC	0 %	None
Electronic Data Magnetix, Inc.	0 %	None
Paragon Identification SAS	0 %	None

ATTACHMENT B
LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY BID TABULATION
Bid No: 100009 Tap (Smart) Cards

Bids Out: 09/09/09 Total 67
 Bids Opened: 03/17/10 Total 10
 Advertisement Date(s): 09/11/09
 Newspaper: Daily News

Item No.	MTA Part No.	Description	Est. Qty	Unit	eAccess, LLC		ASKinTag Bid 1		ASKinTag Bid 2		All Safe Technologies		Confidex	
					Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
12 MONTH														
1	182075	Tap Cards –Blue Photo	42,500	EA	0.6680	\$28,390.00	0.7100	\$30,175.00	0.6700	\$28,475.00	0.8500	\$36,125.00	no bid	\$0.00
2	182076	Tap Cards –Blue Photo	522,500	EA	0.6680	\$349,030.00	0.7100	\$370,975.00	0.6700	\$350,075.00	0.8500	\$444,125.00	no bid	\$0.00
3a	182807	Tap Cards – Blue Ticket Kovio	20,000,000	EA	0.1539	\$3,078,000.00	0.2900	\$5,800,000.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
3b	TBD	Tap Cards – Blue Ticket MiFare UL	12,000,000	EA	0.1580	\$1,896,000.00	0.1850	\$2,220,000.00	0.1720	\$2,064,000.00	no bid	\$0.00	0.1350	\$1,620,000.00
4	182277	TAP - Paper Mifare, 1k blue temporary	162,500	EA	0.5690	\$92,462.50	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
5	182073	Tap Cards –Orange Photo	67,500	EA	0.6680	\$45,090.00	0.7100	\$47,925.00	0.6700	\$45,225.00	0.8500	\$57,375.00	no bid	\$0.00
6	182074	Tap Cards –Orange No Photo	50,000	EA	0.6680	\$33,400.00	0.7100	\$35,500.00	0.6700	\$33,500.00	0.8500	\$42,500.00	no bid	\$0.00
7	182279	TAP - Paper 1k, Sr/Dis-temp, orange temporary	50,000	EA	0.5699	\$28,495.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
8	182280	TAP - Paper 1k, Student-Temporary, Orange Temporary	25,000	EA	0.5699	\$14,247.50	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
9	182806	Tap Cards – ASI	65,000	EA	0.6680	\$43,420.00	0.7100	\$46,150.00	0.6700	\$43,550.00	0.8500	\$55,250.00	no bid	\$0.00
10	182808	Tap Cards – Special	50,000	EA	0.5699	\$28,495.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
11	182077	Tap Cards – White	62,500	EA	0.6680	\$41,750.00	0.7100	\$44,375.00	0.6700	\$41,875.00	0.8500	\$53,125.00	no bid	\$0.00
12	TBD	Tap – Monthly Ticket MiFare UL (graphics change each month)	432,500	EA	0.1580	\$68,335.00	0.1850	\$80,012.50	0.1720	\$74,390.00	no bid	\$0.00	no bid	\$0.00
13	TBD	Tap – EZ Ticket MiFare UL (Blank Front)*	432,500	EA	0.1580	\$68,335.00	0.1850	\$80,012.50	0.1720	\$74,390.00	no bid	\$0.00	no bid	\$0.00
12 Month Subtotal						\$5,815,450.00		\$8,755,125.00		\$2,755,480.00		\$688,500.00		\$1,620,000.00

ATTACHMENT B
LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY BID TABULATION
Bid No: 100009 Tap (Smart) Cards

Item No.	Description	Est. Qty	Unit	eAccess, LLC		ASKinTag Bid 1		ASKinTag Bid 2		All Safe Technologies		Confidex	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
OPTION 1													
1	182075 Tap Cards –Blue Photo	42,500	EA	0.6680	\$28,390.00	0.6800	\$28,900.00	0.6500	\$27,625.00	0.8500	\$36,125.00	no bid	\$0.00
2	182076 Tap Cards –Blue Photo	522,500	EA	0.6680	\$349,030.00	0.6800	\$355,300.00	0.6500	\$339,625.00	0.8500	\$444,125.00	no bid	\$0.00
3a	182807 Tap Cards – Blue Ticket Kovio	20,000,000	EA	0.1539	\$3,078,000.00	0.2840	\$5,680,000.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
3b	TBD Tap Cards – Blue Ticket MiFare UL	12,000,000	EA	0.1580	\$1,896,000.00	0.1810	\$2,172,000.00	0.1680	\$2,016,000.00	no bid	\$0.00	0.1350	\$1,620,000.00
4	182277 TAP - Paper Mifare, 1k blue temporary	162,500	EA	0.5690	\$92,462.50	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
5	182073 Tap Cards –Orange Photo	67,500	EA	0.6680	\$45,090.00	0.6800	\$45,900.00	0.6500	\$43,875.00	0.8500	\$57,375.00	no bid	\$0.00
6	182074 Tap Cards –Orange No Photo	50,000	EA	0.6680	\$33,400.00	0.6800	\$34,000.00	0.6500	\$32,500.00	0.8500	\$42,500.00	no bid	\$0.00
7	182279 TAP - Paper 1k, Sr/Dis-temp, orange temporary	50,000	EA	0.5699	\$28,495.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
8	182280 TAP - Paper 1k, Student-Temporary, Orange Temporary	25,000	EA	0.5699	\$14,247.50	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
9	182806 Tap Cards – ASI	65,000	EA	0.6680	\$43,420.00	0.6800	\$44,200.00	0.6500	\$42,250.00	0.8500	\$55,250.00	no bid	\$0.00
10	182808 Tap Cards – Special	50,000	EA	0.5699	\$28,495.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
11	182077 Tap Cards – White	62,500	EA	0.6680	\$41,750.00	0.6800	\$42,500.00	0.6500	\$40,625.00	0.8500	\$53,125.00	no bid	\$0.00
12	TBD Tap – Monthly Ticket MiFare UL (graphics change each month)	432,500	EA	0.1580	\$68,335.00	0.1810	\$78,282.50	0.1680	\$72,660.00	no bid	\$0.00	no bid	\$0.00
13	TBD Tap – EZ Ticket MiFare UL (Blank Front)*	432,500	EA	0.1580	\$68,335.00	0.1810	\$78,282.50	0.1680	\$72,660.00	no bid	\$0.00	no bid	\$0.00
Option 1 Subtotal					\$5,815,450.00		\$8,559,365.00		\$2,687,820.00		\$688,500.00		\$1,620,000.00

ATTACHMENT B
LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY BID TABULATION
Bid No: 100009 Tap (Smart) Cards

Item No.	Description	Est. Qty	Unit	eAccess, LLC		ASKinTag Bid 1		ASKinTag Bid 2		All Safe Technologies		Confidex	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
OPTION 2													
1	182075 Tap Cards –Blue Photo	42,500	EA	0.6680	\$28,390.00	0.6500	\$27,625.00	0.6100	\$25,925.00	0.8500	\$36,125.00	no bid	\$0.00
2	182076 Tap Cards –Blue Photo	522,500	EA	0.6680	\$349,030.00	0.6500	\$339,625.00	0.6100	\$318,725.00	0.8500	\$444,125.00	no bid	\$0.00
3a	182807 Tap Cards – Blue Ticket Kovio	20,000,000	EA	0.1539	\$3,078,000.00	0.2780	\$5,560,000.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
3b	TBD Tap Cards – Blue Ticket MiFare UL	12,000,000	EA	0.1580	\$1,896,000.00	0.1770	\$2,124,000.00	0.1640	\$1,968,000.00	no bid	\$0.00	0.1350	\$1,620,000.00
4	182277 TAP - Paper MiFare, 1k blue temporary	162,500	EA	0.5690	\$92,462.50	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
5	182073 Tap Cards –Orange Photo	67,500	EA	0.6680	\$45,090.00	0.6500	\$43,875.00	0.6100	\$41,175.00	0.8500	\$57,375.00	no bid	\$0.00
6	182074 Tap Cards –Orange No Photo	50,000	EA	0.6680	\$33,400.00	0.6500	\$32,500.00	0.6100	\$30,500.00	0.8500	\$42,500.00	no bid	\$0.00
7	182279 TAP - Paper 1k, Sr/Dis-temp, orange temporary	50,000	EA	0.5699	\$28,495.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
8	182280 TAP - Paper 1k, Student-Temporary, Orange Temporary	25,000	EA	0.5699	\$14,247.50	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
9	182806 Tap Cards – ASI	65,000	EA	0.6680	\$43,420.00	0.6500	\$42,250.00	0.6100	\$39,650.00	0.8500	\$55,250.00	no bid	\$0.00
10	182808 Tap Cards – Special	50,000	EA	0.5699	\$28,495.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00	no bid	\$0.00
11	182077 Tap Cards – White	62,500	EA	0.6680	\$41,750.00	0.6500	\$40,625.00	0.6100	\$38,125.00	0.8500	\$53,125.00	no bid	\$0.00
12	TBD Tap – Monthly Ticket MiFare UL (graphics change each month)	432,500	EA	0.1580	\$68,335.00	0.1770	\$76,552.50	0.1640	\$70,930.00	no bid	\$0.00	no bid	\$0.00
13	TBD Tap – EZ Ticket MiFare UL (Blank Front)*	432,500	EA	0.1580	\$68,335.00	0.1770	\$76,552.50	0.1640	\$70,930.00	no bid	\$0.00	no bid	\$0.00
Option 2 Subtotal					\$5,815,450.00		\$8,363,605.00		\$2,603,960.00		\$688,500.00		\$1,620,000.00

ATTACHMENT B
LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY BID TABULATION
Bid No: 100009 Tap (Smart) Cards

	eAccess, LLC	ASKinTag Bid 1	ASKinTag Bid 2	All Safe Technologies	Confidex
Base 12 month Total	\$5,815,450.00	\$8,755,125.00	\$2,755,480.00	\$688,500.00	\$1,620,000.00
Option 1 Total	\$5,815,450.00	\$8,559,365.00	\$2,687,820.00	\$688,500.00	\$1,620,000.00
Option 2 Total	\$5,815,450.00	\$8,363,605.00	\$2,603,960.00	\$688,500.00	\$1,620,000.00
Subtotal 12 Month Plus Options	\$17,446,350.00	\$25,678,095.00	\$8,047,260.00	\$2,065,500.00	\$4,860,000.00
Sales Tax (9.75%)	\$1,701,019.13	\$2,503,614.26	\$784,607.85	\$201,386.25	\$473,850.00
Grand Total	\$19,147,369.13	\$28,181,709.26	\$8,831,867.85	\$2,266,886.25	\$5,333,850.00

ATTACHMENT B
LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY BID TABULATION
Bid No: 100009 Tap (Smart) Cards

Bids Out: 09/09/09 Total 67
 Bids Opened: 03/17/10 Total 10
 Advertisement Date(s): 09/11/09
 Newspaper: Daily News

Item No.	MTA Part No.	Description	Est. Qty	Unit	Electronic Data Magnetics, Inc.		Giesecke & Devrient America		Paragon Identification		Magnadata USA		Gemalto Inc.	
					Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
12 MONTH														
1	182075	Tap Cards –Blue Photo	42,500	EA	\$0.7029	\$29,873.25	\$0.9700	\$41,225.00	no bid	\$0.00	no bid	\$0.00	\$0.6521	\$27,714.25
2	182076	Tap Cards –Blue Photo	522,500	EA	\$0.7029	\$367,265.25	\$0.9700	\$506,825.00	no bid	\$0.00	no bid	\$0.00	\$0.6205	\$324,211.25
3a	182807	Tap Cards – Blue Ticket Kovio	20,000,000	EA	\$0.1590	\$3,180,000.00	no bid	\$0.00	\$0.2295	\$4,590,000.00	no bid	\$0.00	no bid	\$0.00
3b	TBD	Tap Cards – Blue Ticket MiFare UL	12,000,000	EA	\$0.1590	\$1,908,000.00	\$0.2300	\$2,760,000.00	\$0.1595	\$1,914,000.00	\$0.1750	\$2,100,000.00	no bid	\$0.00
4	182277	TAP - Paper Mifare, 1k blue temporary	162,500	EA	no bid	\$0.00	no bid	\$0.00	\$0.5080	\$82,550.00	no bid	\$0.00	no bid	\$0.00
5	182073	Tap Cards –Orange Photo	67,500	EA	\$0.7029	\$47,445.75	\$0.9700	\$65,475.00	no bid	\$0.00	no bid	\$0.00	\$0.6511	\$43,949.25
6	182074	Tap Cards –Orange No Photo	50,000	EA	\$0.7029	\$35,145.00	\$0.9700	\$48,500.00	no bid	\$0.00	no bid	\$0.00	\$0.6517	\$32,585.00
7	182279	TAP - Paper 1k, Sr/Dis-temp, orange temporary	50,000	EA	no bid	\$0.00	no bid	\$0.00	\$0.5080	\$25,400.00	no bid	\$0.00	no bid	\$0.00
8	182280	TAP - Paper 1k, Student-Temporary, Orange Temporary	25,000	EA	no bid	\$0.00	no bid	\$0.00	\$0.5080	\$12,700.00	no bid	\$0.00	no bid	\$0.00
9	182806	Tap Cards – ASI	65,000	EA	\$0.7029	\$45,688.50	\$0.9700	\$63,050.00	no bid	\$0.00	no bid	\$0.00	\$0.6511	\$42,321.50
10	182808	Tap Cards – Special	50,000	EA	no bid	\$0.00	no bid	\$0.00	\$0.5080	\$25,400.00	no bid	\$0.00	no bid	\$0.00
11	182077	Tap Cards – White	62,500	EA	\$0.7029	\$43,931.25	\$0.9700	\$60,825.00	no bid	\$0.00	no bid	\$0.00	\$0.6512	\$40,700.00
12	TBD	Tap – Monthly Ticket MiFare UL (graphics change each month)	432,500	EA	\$0.1590	\$68,767.50	\$0.2300	\$99,475.00	\$0.1595	\$68,983.75	\$0.1750	\$75,687.50	no bid	\$0.00
13	TBD	Tap – EZ Ticket MiFare UL (Blank Front)*	432,500	EA	\$0.1590	\$68,767.50	\$0.2300	\$99,475.00	\$0.1595	\$68,983.75	\$0.1750	\$75,687.50	no bid	\$0.00
12 Month Subtotal						\$5,794,884.00		\$3,744,650.00		\$6,788,017.50		\$2,251,375.00		\$511,481.25

ATTACHMENT B
LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY BID TABULATION
Bid No: 100009 Tap (Smart) Cards

Item No.	Description	Est. Qty	Unit	Electronic Data Magnetics, Inc.		Giesecke & Devrient America		Paragon Identification		Magnadata USA		Gemalto Inc.	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
OPTION 1													
1	182075 Tap Cards –Blue Photo	42,500	EA	\$0.7029	\$29,873.25	\$0.9750	\$41,437.50	no bid	\$0.00	no bid	\$0.00	\$0.6471	\$27,501.75
2	182076 Tap Cards –Blue Photo	522,500	EA	\$0.7029	\$367,265.25	\$0.9750	\$509,437.50	no bid	\$0.00	no bid	\$0.00	\$0.6150	\$321,337.50
3a	182807 Tap Cards – Blue Ticket Kovio	20,000,000	EA	\$0.1590	\$3,180,000.00	no bid	\$0.00	\$0.2245	\$4,490,000.00	no bid	\$0.00	no bid	\$0.00
3b	TBD Tap Cards – Blue Ticket MiFare UL	12,000,000	EA	\$0.1590	\$1,908,000.00	\$0.2350	\$2,820,000.00	\$0.1545	\$1,854,000.00	\$0.1750	\$2,100,000.00	no bid	\$0.00
4	182277 TAP - Paper Mifare, 1k blue temporary	162,500	EA	no bid	\$0.00	no bid	\$0.00	\$0.4970	\$80,762.50	no bid	\$0.00	no bid	\$0.00
5	182073 Tap Cards –Orange Photo	67,500	EA	\$0.7029	\$47,445.75	\$0.9750	\$65,812.50	no bid	\$0.00	no bid	\$0.00	\$0.6461	\$43,611.75
6	182074 Tap Cards –Orange No Photo	50,000	EA	\$0.7029	\$35,145.00	\$0.9750	\$48,750.00	no bid	\$0.00	no bid	\$0.00	\$0.6467	\$32,335.00
7	182279 TAP - Paper 1k, Sr/Dis-temp, orange temporary	50,000	EA	no bid	\$0.00	no bid	\$0.00	\$0.4970	\$24,850.00	no bid	\$0.00	no bid	\$0.00
8	182280 TAP - Paper 1k, Student-Temporary, Orange Temporary	25,000	EA	no bid	\$0.00	no bid	\$0.00	\$0.4970	\$12,425.00	no bid	\$0.00	no bid	\$0.00
9	182806 Tap Cards – ASI	65,000	EA	\$0.7029	\$45,688.50	\$0.9750	\$63,375.00	no bid	\$0.00	no bid	\$0.00	\$0.6461	\$41,996.50
10	182808 Tap Cards – Special	50,000	EA	no bid	\$0.00	no bid	\$0.00	\$0.4970	\$24,850.00	no bid	\$0.00	no bid	\$0.00
11	182077 Tap Cards – White	62,500	EA	\$0.7029	\$43,931.25	\$0.9750	\$60,937.50	no bid	\$0.00	no bid	\$0.00	\$0.6462	\$40,387.50
12	TBD Tap – Monthly Ticket MiFare UL (graphics change each month)	432,500	EA	\$0.1590	\$68,767.50	\$0.2350	\$101,637.50	\$0.1545	\$66,821.25	\$0.1750	\$75,687.50	no bid	\$0.00
13	TBD Tap – EZ Ticket MiFare UL (Blank Front)*	432,500	EA	\$0.1590	\$68,767.50	\$0.2350	\$101,637.50	\$0.1545	\$66,821.25	\$0.1750	\$75,687.50	no bid	\$0.00
Option 1 Subtotal					\$5,794,884.00		\$3,813,025.00		\$6,620,530.00		\$2,251,375.00		\$507,170.00

ATTACHMENT B
LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY BID TABULATION
Bid No: 100009 Tap (Smart) Cards

Item No.	Description	Est. Qty	Unit	Electronic Data Magnetics, Inc.		Giesecke & Devrient America		Paragon Identification		Magnadata USA		Gemalto Inc.	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
OPTION 2													
1	182075 Tap Cards –Blue Photo	42,500	EA	\$0.7029	\$29,873.25	\$0.9900	\$42,075.00	no bid	\$0.00	no bid	\$0.00	\$0.6471	\$27,501.75
2	182076 Tap Cards –Blue Photo	522,500	EA	\$0.7029	\$367,265.25	\$0.9900	\$517,275.00	no bid	\$0.00	no bid	\$0.00	\$0.6150	\$321,337.50
3a	182807 Tap Cards – Blue Ticket Kovio	20,000,000	EA	\$0.1590	\$3,180,000.00	no bid	\$0.00	\$0.2195	\$4,390,000.00	no bid	\$0.00	no bid	\$0.00
3b	TBD Tap Cards – Blue Ticket MiFare UL	12,000,000	EA	\$0.1590	\$1,908,000.00	\$0.2400	\$2,880,000.00	\$0.1495	\$1,794,000.00	\$0.1750	\$2,100,000.00	no bid	\$0.00
4	182277 TAP - Paper Mifare, 1k blue temporary	162,500	EA	no bid	\$0.00	no bid	\$0.00	\$0.4813	\$78,211.25	no bid	\$0.00	no bid	\$0.00
5	182073 Tap Cards –Orange Photo	67,500	EA	\$0.7029	\$47,445.75	\$0.9900	\$66,825.00	no bid	\$0.00	no bid	\$0.00	\$0.6461	\$43,611.75
6	182074 Tap Cards –Orange No Photo	50,000	EA	\$0.7029	\$35,145.00	\$0.9900	\$49,500.00	no bid	\$0.00	no bid	\$0.00	\$0.6467	\$32,335.00
7	182279 TAP - Paper 1k, Sr/Dis-temp, orange temporary	50,000	EA	no bid	\$0.00	no bid	\$0.00	\$0.4813	\$24,065.00	no bid	\$0.00	no bid	\$0.00
8	182280 TAP - Paper 1k, Student-Temporary, Orange Temporary	25,000	EA	no bid	\$0.00	no bid	\$0.00	\$0.4813	\$12,032.50	no bid	\$0.00	no bid	\$0.00
9	182806 Tap Cards – ASI	65,000	EA	\$0.7029	\$45,688.50	\$0.9900	\$64,350.00	no bid	\$0.00	no bid	\$0.00	\$0.6461	\$41,996.50
10	182808 Tap Cards – Special	50,000	EA	no bid	\$0.00	no bid	\$0.00	\$0.4813	\$24,065.00	no bid	\$0.00	no bid	\$0.00
11	182077 Tap Cards – White	62,500	EA	\$0.7029	\$43,931.25	\$0.9900	\$61,875.00	no bid	\$0.00	no bid	\$0.00	\$0.6462	\$40,387.50
12	TBD Tap – Monthly Ticket MiFare UL (graphics change each month)	432,500	EA	\$0.1590	\$68,767.50	\$0.2400	\$103,800.00	\$0.1495	\$64,658.75	\$0.1750	\$75,687.50	no bid	\$0.00
13	TBD Tap – EZ Ticket MiFare UL (Blank Front)*	432,500	EA	\$0.1590	\$68,767.50	\$0.2400	\$103,800.00	\$0.1495	\$64,658.75	\$0.1750	\$75,687.50	no bid	\$0.00
Option 2 Subtotal					\$5,794,884.00		\$3,889,500.00		\$6,451,691.25		\$2,251,375.00		\$507,170.00

ATTACHMENT B
LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY BID TABULATION
Bid No: 100009 Tap (Smart) Cards

	Electronic Data Magnetics, Inc.	Giesecke & Devrient America	Paragon Identification	Magnadata USA	Gemalto Inc.
Base 12 month Total	\$5,794,884.00	\$3,744,650.00	\$6,788,017.50	\$2,251,375.00	\$511,481.25
Option 1 Total	\$5,794,884.00	\$3,813,025.00	\$6,620,530.00	\$2,251,375.00	\$507,170.00
Option 2 Total	\$5,794,884.00	\$3,889,500.00	\$6,451,691.25	\$2,251,375.00	\$507,170.00
Subtotal 12 Month Plus Options	\$17,384,652.00	\$11,447,175.00	\$19,860,238.75	\$6,754,125.00	\$1,525,821.25
Sales Tax (9.75%)	\$1,695,003.57	\$1,116,099.56	\$1,936,373.28	\$658,527.19	\$148,767.57
Grand Total	\$19,079,655.57	\$12,563,274.56	\$21,796,612.03	\$7,412,652.19	\$1,674,588.82

I hereby certify _____ as being the lowest responsive, responsible bidder and recommend the award to them for total price, including sales tax, of \$_____.

Date

Signature



Metro

Interoffice Memo

Date	July 30, 2009
To	TANYA ALLEN PROCUREMENT PLANNING ADMINISTRATOR
From	VIOLETA AGUILOS <i>VJA</i> CONTRACT COMPLIANCE OFFICER
Subject	DBE ANTICIPATED LEVEL OF PARTICIPATION (DALP) GOAL MEMO FOR REQ. # 10-6330-002 BUS - TAP CARDS

The Diversity & Economic Opportunity Department (DEOD) does not recommend a Disadvantaged Business Enterprises Anticipated Levels of Participation (DALP) for this Master Agreement procurement to purchase tap cards for fare media.

DBE Participation

The no DALP recommendation is based on the following:

1. DEOD explored subcontracting possibilities and determined that no opportunities for subcontracting were apparent.
2. Pursuant to the DBE Programs, however, if the awardee utilizes the services of subcontractors, they are encouraged to afford maximum opportunities to DBEs in available subcontractor and supply services areas.
3. Although a DALP has not been established for this project, Metro will continue to encourage bidders/proposers to outreach to and utilize DBE firms on Metro's federal-assisted contracts, should potential DBE prime or subcontract opportunities become available.

Overall Goal

Metro is required to strive to meet its overall goal. DALP participation listed for this contract, when deemed eligible for credit, will be counted as race-neutral DBE participation towards Metro's overall DBE goal.

Please forward a copy of the Notice of Contract Award to me at mail stop 99-13-2. I will represent Contract Compliance on this project and can be reached at ext. 2-2639.

Thank you.

cc: Tashai Smith
Catherine Kaminski
File