



# **Interoperability Hub Request for Proposals**

*March 8, 2011*

*JJ Eden, President*  
*[www.tollinterop.org](http://www.tollinterop.org)*

# Tolling Trends

*A Memory of the Past?*

- Open Road Tolling (ORT) introduced high-way speed electronic payment methods with a cash option
- Since the 1990's, ORT payments have increased significantly but have remained capped at about 75%
- Cash collection = Interoperability



# Tolling Evolution

*Adapting to Changing Times*

- **Today's Society**

- **Next Generation Customers:** Cash use continues to shrink in the under 40 age group
- **Mobile Funds:** Today's technology, i.e. cell phones, allow for electronic funds exchange
- **Connectivity:** Combined billing efforts are becoming more popular
- **Convenience:** Immediate results / payment are in demand



# Tolling Evolution

*Adapting to Changing Times*

- **Dwindling Federal and State Funds**
  - Gas taxes no longer support current transportation infrastructure
  - Hybrid and electric cars are creating a gas-tax financial dilemma
- **Demanding Environmentally-Friendly Approaches**
  - Less right-of-way / smaller footprint equates to less environmental impacts and less land acquisitions



# Tolling Evolution

*Moving towards All Electronic Tolling*

- **All Electronic Tolling (AET)**
  - Highway speed RFID system with video backup,  
*NO CASH COLLECTION*
  - Smaller footprint
  - Less expensive installations
  - First US Installation in Texas
  - Eight authorities have installed/are installing and over nine authorities are studying AET
  - Rapidly becoming the universal norm



# The Tolling Evolution

*Moving towards All Electronic Tolling*

- **Issues with advancing to AET:**
  - Cash collection was interoperability – without it, interoperable needs are different
  - Current RFID programs do not allow for full national interoperability
  - New dual-protocol tags and readers may allow for partial / regional interoperability
  - The definition of ‘violator’ has changed dramatically



# All Electronic Tolling

*Lack of National Interoperability*

- **Limited regional interoperability exists today**

- E-ZPass, SunPass, TxTag, FastTrack

- Limited by technological differences

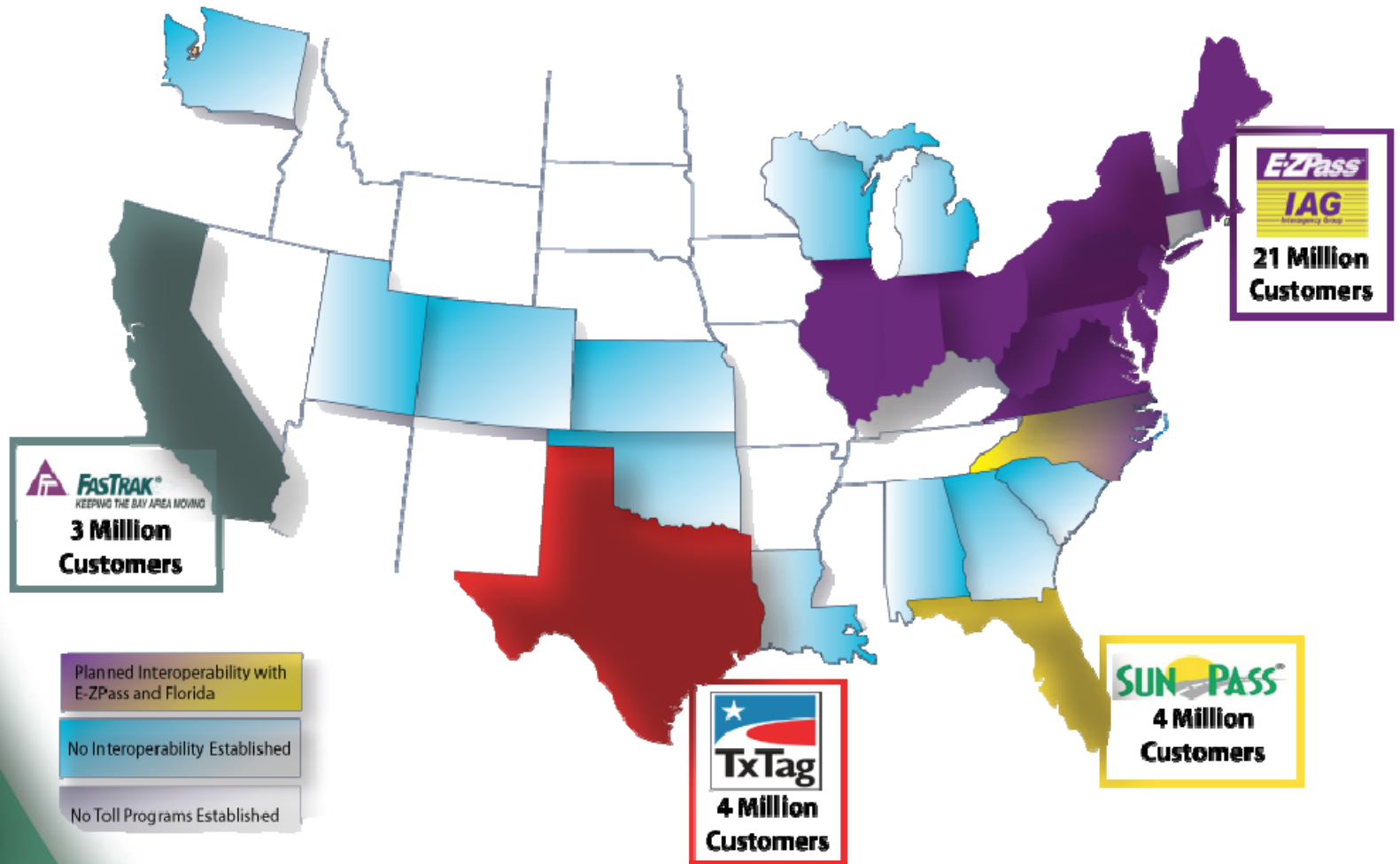
- Restrictions in current business rules and some state statutes

- Federal government is pushing forward on a legislative interoperability mandate



# All Electronic Tolling

*Lack of National Interoperability*



# All Electronic Tolling

*Facing the Challenges*

## Three Major Opportunities with AET:

1. Achieve interoperability with common technology
2. Leverage accurate current customer information via license plate image
3. Enforce tolls across state lines



# Alliance for Toll Interoperability

- **Incorporated as Non-profit Association in 2008:**

- **Members:**

- Over 40 participating toll agencies, representing 24 states and three countries
- Experienced toll operations professionals
- Trade organization partners



30 Active Members  
9 Pending Members  
Updated January 2010

# Who & What is ATI?

- **Establish Practical Solutions for Interoperability:**
  - Focus on data exchange through standard business rules, *not new technology*
  - Interface with various technologies in use today and planned for tomorrow
  - Deploy proven approaches
- **Drive Change**
  - Stop following and re-acting
  - Drive technology, don't adapt
- **Open the lines of communication**
  - Agency to agency
  - Trade organizations
  - *We must work together to make interoperability a reality!*





# **Interoperability Hub Request for Proposals**

*March 8, 2011*

*J.R. Fenske, Dir. of Memberships & Programs*  
*[www.tollinterop.org](http://www.tollinterop.org)*

# Interoperability RFI

- **October 2009: ATI issued an RFI**
  - Generalized issues with advancing to AET
  - Suggested plausible fixes
  - Asked for innovation
- **February 2010: RFI Presentations**
  - ACS
  - BancPass
  - ETC
  - FIS (Fidelity)
  - Highway Toll Administration
  - Kapsch / First Data



# Interoperability HUB RFP

PRINCIPAL RFP INFORMATION	
<b>RFP Title</b>	Interoperability HUB
<b>RFP Issuing Organization</b>	Alliance for Toll Interoperability (herein referred to as ATI)
<b>RFP Issuing Date</b>	Tuesday, March 1, 2011
<b>Proposal Due - Date</b>	
	Monday, May 2, 2011
<b>Proposal Due - Time</b>	5:00 PM EST
<b>Proposal Submittal Location</b>	5400 Glenwood Avenue, Suite 400, Raleigh, NC 27612
<b>RFP Contact Person</b>	
	J.R. Fenske, Alliance for Toll Interoperability
<b>Contact Address</b>	5400 Glenwood Avenue, Suite 400, Raleigh, NC 27612
<b>Contact Phone Number</b>	919-510-4374
<b>Contact E-Mail Address</b>	<a href="mailto:jr.fenske@tollinterop.org">jr.fenske@tollinterop.org</a>
<b>Information Web Site</b>	<a href="http://tollinterop.org/docs/view/C14">http://tollinterop.org/docs/view/C14</a>



# Interoperability HUB RFP

- **Part I: Interoperability Network Pilot Program (INPP)**
  - At least 3 proposers selected to implement INPP with up to 9 agencies
  - Pilot will run 3 months with option to extend an additional 3 months
  - Exchange and match of license plate data only
- **Part II: HUB Operator Selection**
  - INPP participants submit Final Synopsis and Pricing
  - At least 1 Proposer selected for final HUB operations, with the option to select multiple vendors



# Interoperability HUB RFP

## *Part I: INPP*

INPP SCHEDULE		
Action	Responsible Party	Date
Issue RFP	ATI	March 1, 2011
Pre-Bid Meeting	ATI	March 8, 2011
Question Submittal Period - Open	Proposers	March 8, 2011
Question Submittal Period -Closed	ATI	March 25, 2011
Post Questions/Answers/Addendums to questions on RFP Information Website	ATI	April 1, 2011
Proposals Due	Proposers	May 2, 2011, 5:00 p.m. EST
Oral Presentations if deemed necessary by Selection Committee	ATI/Proposers	Week of June 13, 2011
Final Selection, Announcement of Operator(s), and Contract Award	ATI	June 20, 2011
Negotiations Begin	ATI/Winning Proposer(s)	June 22, 2011
Protest Deadline	Proposers	June 30, 2011
Notice to Proceed	ATI	July 8, 2011
Kickoff Meeting with Operator(s), Participating Members and Companies	ATI/Winning Proposer(s)	July 11, 2011
Begin INPP	Winning Proposer(s)	August 1, 2011*
End INPP	ATI/Winning Proposer(s)	November 1, 2011*
Provide Schedule and Final Submittal Details for Part II – Hub Operator Selection	ATI	November 30, 2011**



# Interoperability HUB RFP

## *Part I: INPP*

- **Objectives**

- Select at least 3 Proposers to demonstrate the functionality of a Pilot Hub
  - License plate data matching to existing toll account
- Provide ATI members the opportunity to test Hub system within their current operations
- Determine solutions to potential operating issues
- Identify performance parameters for final Hub operations
- Minimize unessential business rules / operating procedures for toll operators



# Interoperability HUB RFP

## Part I: INPP

- **INPP Concept**
  - Participating ATI Member Agencies

INPP PARTICIPATING ATI MEMBER AGENCIES*	
<b>Colorado</b> – E-470	<b>Florida</b> – Florida’s Turnpike Enterprise
<b>California</b> – Transportation Corridor Agencies	<b>Maryland</b> – Maryland Transportation Authority
<b>Oklahoma</b> – Oklahoma Turnpike Authority	<b>Texas</b> – North Texas Tollway Authority
<b>Washington</b> – Washington DOT	

*\*Listed participants are provided the right to withdraw from the INPP prior to the start of the INPP if it is in the best interest of the agency. Should an INPP participant withdraw, a different agency may participate in its place. INPP participants (ATI Members) must be permitted by applicable state laws and agency regulations to participate in the no-cost Pilot Program.*



# Interoperability HUB RFP

## *Part I: INPP*

- **INPP Concept**

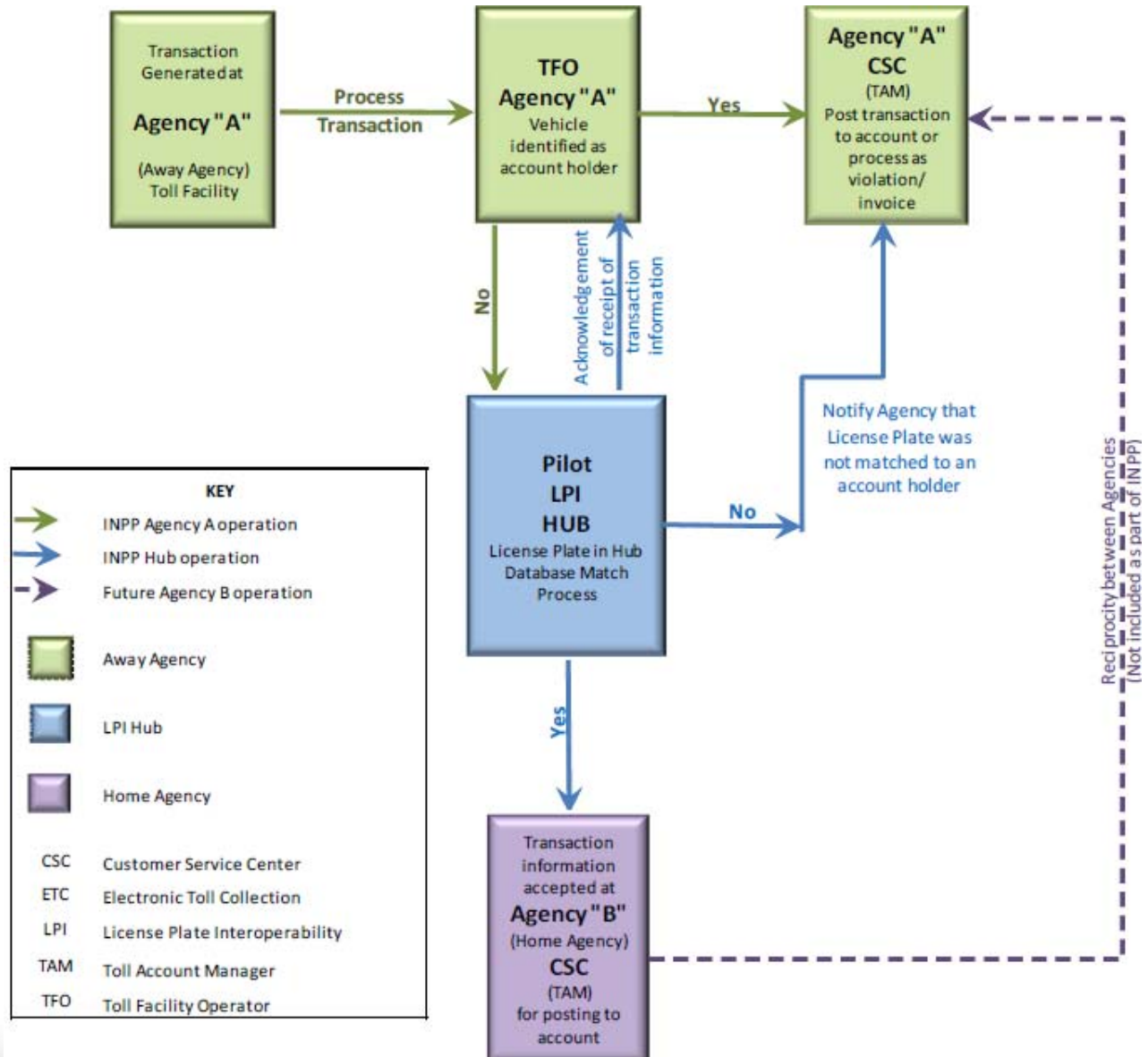
- Transaction Creation

- Participating Toll Facility Operators (TFOs) process transactions as currently established in their back office procedures
- Unmatched toll transactions are forwarded to the PHOs **only if** TFO is unable to match the information in its current database
- Transaction from TFO to PHO will include: License Plate Number, State and Type, as well as Date, Time, Location, Vehicle Class, and internal processing information
- TFO is responsible for ensuring the accuracy of the license plate, and transaction and rate setting
- No funds will be exchanged during the INPP



# Interoperability HUB RFP

## Part I: INPP



# License Plate Interoperable HUB

- Expected Pilot Program Outcome:



# Interoperability HUB RFP

## *Part II: HUB Operator*

- **Final Selection**

- Only participants of the INPP permitted to submit
- Final submittal criteria will be provided to the PHOs during the INPP
  - Final Synopsis (overview of INPP)
  - Pricing
  - BAFO option
- PHOs may provide detail on additional services for final HUB operations, i.e. violations processing, account and fleet management, etc.



# License Plate Interoperable HUB

- Potential Long-Term Outcome:





# Questions?

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