NEW YORK STATE DEPARTMENT OF TRANSPORTATION
Request for Information (RFI #2020-03)
‘Development of a Request for Proposals (RFP) for a Statewide Mobility Services Program’

QUESTIONS AND ANSWERS

RFI responses are due no later than 2:00 PM on September 21, 2020. E-Mail RFI responses to alfred.hasenkopf@dot.ny.gov.

Answers to questions have been posted to: https://www.dot.ny.gov/portal/page/portal/doing-business/opportunities/consult-opportunities. All interested parties notified via e-mail regarding release of the RFI’s Q&A. Please submit any additional questions regarding this RFI to alfred.hasenkopf@dot.ny.gov.

**GENERAL:**

**Question #1:** What NYSDOT department is managing this RFI? What NYSDOT department is managing the reporting of Climate Leadership and Community Protection Act (CLCPA) KPIs/Benchmarks? What State department is overseeing/managing the CLCPA?

**Answer:** NYSDOT’s Policy & Planning Division is leading this RFI effort. The CLCPA implementation and planning is being led by an Executive-level Council with representation by NYSDOT, NYSDEC, NYSERDA and others. This RFI deals with a portion of NYSDOT’s program efforts to realize the GHG reduction goals of CLCPA pertaining to improved mobility, demand management and efficient transportation operations.

**Question #2:** Will NYSDOT accept responses to this RFI from a team of two firms that will ultimately want to respond to the RFP for this project?

**Answer:** Yes.

**Question #3:** Are firms required to submit a response to the RFI in order to be eligible to respond to the future RFP?

**Answer:** No.

**Question #4:** Does the 20-page limit include the two-page cover letter, meaning 18 pages + 2 page cover letter? Alternatively, is the cover letter in addition to the 20-page limit, allowing 22 total pages for submission?

**Answer:** The answer to this question is: 20 + 2 = 22 total page limit (two page cover letter limit plus a 20 page response limit). Responses which marginally exceed 22 total pages will still be considered.

**Question #5:** Do you happen to know the estimated funding source, or budget for this project? If so, has funding for an RFP been secured? What is the source of funding for the new contract? Does funding currently exist for future RFP(s) resulting from this RFI? What is the source of that funding? Can the NYSDOT provide the most recent program progress reports and a detailed program budget?

**Answer:** NYSDOT prefers not to release budget information advance of advertising competitive RFPs. State and federal funds will be involved in the resulting...
contract(s). NYSDOT’s latest 511NY Rideshare Annual 2018-2019 Report, which provides context for recent NYSDOT efforts, has been posted to the RFI’s webpage (listed above). Note that the intent of this RFI is to explore new opportunities, changes in the marketplace for travel and mobility services to inform potential changes in a future mobility program. Thus, the current ATDM Program effort may not represent the future direction of the program structure, approach or level of effort.

**Question #6:** Is this a new requirement? Or is there an incumbent vendor providing these services? If there is an incumbent, would you be able to provide the contract number, vendor name, and term of the contract? The RFI references a “consultant” throughout the body, so has NYSDOT already selected a consultant selected, and if not, how will NYSDOT go about selecting a consultant?

**Answer:** The Mobility Program envisioned is intended to maintain a number of existing services and strategies that have been historically provided under the ATDM Program. The purpose of this RFI is to understand the potential to adopt new or different approaches that are available in the changing marketplace that will enhance our ability to realize the nation-leading goals of GHG reduction contained in the CLCPA. The incumbent consultant is ICF Incorporated LLC, retained under contract number C031290 which expires 6/30/2021. ICF was selected via a best value RFP process.

**Question #7:** Is the expected scope of work in any way a continuation or recompete of similar work activities or consultant services previously undertaken at NYSDOT? If so, can you please provide details of related work completed to date?

**Answer:** As noted in response to question 5 and 6 NYSDOT has yet to make a definitive decision, some degree ongoing contracted activities may continue under a new contract. The responses to this RFI will assist NYSDOT in defining new program structure, approaches, strategies and services. Also, please see the released progress summary report.

**Question #8:** Does NYS DOT have an estimated timeline in mind for this project?

**Answer:** Yes, since the current contract ends 6/30/2012.

**Question #9:** Will the information gathered by the RFI process be made available to those that respond?

**Answer:** The information gathered via the RFI process will be used as input to developing – and will be reflected in - the RFP that is subsequently released.

**Question #10:** Is there a timeline for an RFP to be released? If not, what steps are expected to make a decision on releasing an RFP?

**Answer:** Not at this time. The next steps entail gathering information then consideration of the information gathered.

**Question #11:** What are the anticipated DBE goals for the RFP?

**Answer:** That information is not available at this time. NYSDOT’s current corporate DBE goal is 12.53%, which may vary annually.
**Question #12:** Does NYSDOT intend to issue multiple RFPs or a single RFP for the Statewide Mobility Services Program?

**Answer:** No decision has been made at this time regarding the number of RFPs to be released.

**Question #13:** What are the goals of the program?

**Answer:** The program is envisioned to continue and expand on goals of NYSDOT’s existing ATDM Program “to improve mobility, accessibility, system optimization and quality of life by improving alternatives to driving alone, effectively promoting and supporting these alternatives and reducing reliance on single occupant vehicle travel.” The purpose of this RFI is to seek input on additional, modified or broader goals that a Statewide Mobility Program should consider. The CLCPA goals for GHG reduction are consistent with existing goals. However, NYSDOT seeks input on how goals and objectives for a Mobility program can effectively support the ambitious goals of the CLCPA.

**Question #14:** What types of activities or measures does NYSDOT envision that the program will implement? For example: a. Regulatory design, e.g. policy framework or roadmap; b. Funding or other support for pilot demonstrations; c. Incentives and/or grants e.g. NYSERDA’s former program Charge to Work NY point of sale incentives or NYTVIP vouchers; d. Outreach and dialogue with industry or local/regional agencies; e. Other?

**Answer:** This RFI seeks input from responders regarding structure, approaches, strategies and services that can effectively assist in meeting the goals of a Statewide Mobility Program. Insights on the applicability of the items mentioned in this question are welcome in responses.

**Question #15:** How does NYSDOT define mobility services in the context of this program? For example: mobility operators, Mobility as a Service (MaaS), Software as a Service (SaaS), demand-responsive transit, all of the above, or other?

**Answer:** NYSDOT does not apply a strict definition of these concepts. Many of these concepts are operating in different regions or market settings in New York. The intent of this RFI is to gain insights from responses regarding how these concepts can most efficiently and effectively be applied in the many market contexts for travel in New York State to achieve the objectives of a Statewide Mobility Program.

**Question #16:** Will NYSDOT consider including freight and cargo as priority area in addition to passenger trips?

**Answer:** Yes.

**Question #17:** In addition to reducing GHG emissions, VMT, and improving the efficiency of the transit network, are there any other key performance indicators NYSDOT can identify to guide responses at this time?

**Answer:** NYSDOT is seeking this type of information from knowledgeable respondents. The intent of this RFI is to gain insights from responses regarding performance indicators, beyond those listed, that may effectively guide New York State in achieving the objectives of a Statewide Mobility Program.
**Question #18:** What criteria will be used to define and prioritize measures to support equity? Or perhaps is NYSDOT seeking feedback on this?

**Answer:** NYSDOT is seeking this type of information from knowledgeable respondents. The intent of this RFI is to gain insights from responses regarding effective approaches to support equity in a Statewide Mobility Program.

**Question #19:** NYSDOT’s past practice on TDM procurement was not to require inclusion of this type of work on the winning firm’s CONR 386. If selected for this non-engineering work, will the winning firm be required to count this selection on their CONR 386 Form as their most recent designation? If selected for this non-engineering work, will the winning firm be required to report the workload on their CONR 386 Form?

**Answer:** NYSDOT’s current practice on non-engineering contract awards is not to require inclusion of this type of work on the winning firm’s CONR 386.

**Question #20:** Is there any way the procurement department/or the DOT and their operations is being impacted or anticipated to be impacted by the current coronavirus pandemic?

**Answer:** NYSDOT is unable to address this question at this time, as such impacts are still being assessed.

**Question #21:** Page 2 of the RFI states that information submitted in response to this RFI is not generally considered confidential or proprietary. Could NYSDOT confirm if RFI responses will be sealed from public disclosure until after the proposed future RFP for a Statewide Mobility Services Program has been solicited and awarded?

**Answer:** NYSDOT’s practice is generally not to publicly release received RFI responses, since consideration of such information does not directly lead to a contract or a procurement decision. RFI responders are instructed to clearly identify which specific information in their RFI response is considered to be confidential and why release of such information ought to be shielded from public disclosure.

**Question #22:** What are the primary goals of the Statewide Mobility Services Program (e.g. reduced congestion, increase in public transit ridership, reduction of single occupant vehicles)?

**Answer:** Each of the goals listed in this question apply to the envisioned program. The purpose if this RFI is to seek input on additional, modified or broader goals that a Statewide Mobility Program should consider. The CLCPA goals for GHG reduction are consistent with existing goals. However, NYSDOT seeks input on how goals and objectives for a Mobility program can effectively support the ambitious goals of the CLCPA.

**Question #23:** From a technology/software perspective, what are the most important features that are included in a mobility platform (e.g. integrated payment, trip planning, accessibility)?

**Answer:** The purpose if this RFI is to seek input on effective strategies including technology integration that will aid New York State in achieving the objectives of a Statewide Mobility Program. NYSDOT’s existing program makes use of a variety of open source and NYSDOT—owned IP (Open Trip Planner, ridematching platform, park and ride inventory platform, etc.). These tools are anticipated to be available
for use in a new Statewide Mobility Program. The focus of technology for the existing program has been on economies of scale and flexibility in provide efficient traveler support across that wide variety of travel markets statewide. The emphasis has been on supporting modal options through tailored information. NYSDOT seeks RFI responses that provide input on how these tools or alternative technology strategies can effectively support a Statewide Mobility Program that works with a wide range of public and private technology mobility applications.

**Question #24:** What factors/KPIs/metrics will NYS DOT use to determine if the project is a success?

**Answer:** The purpose if this RFI is to seek input on effective KPIs/metrics that NYSDOT should consider in the management of a Statewide Mobility Program. The current ATDM Program tracks a variety of metrics for program participation and estimated resulting diversion of Single Occupant Vehicle trips and air quality benefits. NYSDOT seeks, input on how goals and additional or different metrics and KPIs for a Statewide Mobility Program can effectively support the ambitious goals of the CLCPA.

**RFI Attachment A:**

**Question #25:** Could you let me know whether there is an expectation that responders address all items in the Appendix A questionnaire or can select the areas in which they specialize? Is a respondent expected to respond to all of the individual questions included in Appendix A, or will NYSDOT accept responses that address individual categories as a whole (e.g.: Measurement)?

**Answer:** You can select which RFI Appendix A areas to respond to, areas in which your firm has expertise.