

Date: May 25, 2018

To: Interested Technology Vendors

Subject: Request for Information (RFI) 070932-RFI

Purpose for this Request for Information:

The Northwest Seaport Alliance (NWSA) is seeking information from technology vendor(s) interested in providing services for implementing a unified technology solution to support truck gate electronic monitoring at three domestic container terminals.

The NWSA is interested in understanding vendor technology infrastructure and service options for implementation of truck gate electronic monitoring and associated systems, to include active or passive RFID technology and GPS technologies. The NWSA will use the information to make an informed decision how best to obtain these services.

We will inform those who respond to this RFI of our intentions no later than thirty (30) days following the response due date stated below.

Background:

The NWSA manages a diverse set of business operations relating to maritime trade, including managing a portfolio of industrial and commercial real estate assets and maintaining an inventory of heavy industrial equipment.

As the NWSA continues to strive toward industry best practices, electronic monitoring systems are intended to support efficient operations at the Operations Service Center, reduce truck idle times, and verify truck age compliancy in accordance with the Clean Truck Program. The implementation of truck gate electronic monitoring and associated systems provides a range of infrastructure options; including active or passive RFID technology and GPS technologies. These technologies should improve efficiencies at terminal gates and must ensure compliance with the Clean Truck Program. The program also allows the potential for improved communication within the trucking community and enables tracking truck circuit destinations for improved data collection and goal attainment of the NWSA's Northwest Ports Clean Air Strategy and Greenhouse Gas reduction initiatives.

Operations Service Center

In 2014, commissioners from the Port of Seattle and Port of Tacoma developed a plan to form the Northwest Seaport Alliance to unify management of the two ports' marine cargo terminals and related functions. The mission of the NWSA is to be the easiest and most reliable gateway for business by providing 'best in class' service delivery and customer care.

To support the goals of being the easiest and most reliable gateway for business, the NWSA created an Operations Service Center (OSC). The OSC was established to enable the NWSA to coordinate operational oversight and management, to maximize efficiency of the supply chain and provide 'best in class' service delivery and customer care to our customers and NWSA stakeholders.

The OSC focus is on breakbulk operations, waterway management, road and rail network efficiency, terminal operations, operational planning and analysis and supports business continuity as required. Maximizing the efficiency and reliability of each of these operational areas within the NWSA systems, including the terminals and supporting infrastructure, is critical to our success and the success of our customers.

To focus on freight mobility, the NWSA is working closely with transportation partners: the rail roads, trucking companies, terminal operators and labor to make sure landside transportation and waterway systems are working efficiently. Currently there are gaps in technology and communications impacting the NWSA's ability to improve drayage truck efficiency within the NWSA systems.

Clean Truck Program

The NWSA is committed to responsible, sustainable growth that protects public health and the environment. The NWSA plays an important role in the greening of the supply chain and recognizes our responsibility extends beyond our customers to the communities where our ports reside. The Clean Truck Program is one of the programs under the umbrella of the Environmental and Planning Services group within the NWSA.

The Northwest Ports Clean Air Strategy (NWPCAS) was adopted in 2008 in collaboration between Port of Vancouver, BC (POV), the Port of Seattle (POS), and the Port of Tacoma (POT) with the aim of reducing air emissions from maritime and port-related activities that affect air quality and contribute to climate change in the Puget Sound-Georgia Basin air shed. The strategy encompasses goals across our whole scope of operations: ocean-going vessels, harbor vessels, trucks, cargo-handling equipment, locomotives and fleet vehicles. The NWSA became a member upon its formation.

Within the NWPCAS, the ports adopted a goal to have 100% of the drayage trucks serving the international container terminals to have cleaner diesel technology – a 2007 engine with diesel particulate filter or equivalent by 2019. Trucks have been monitored via a RFID system and accompanying drayage truck registry (DTR) since 2011 in Seattle. Tacoma has relied on an in-house DTR and sticker program to track compliance. In Q4 2018, the two programs will use one common system, an online DTR and RFID-based truck and gate technology.

The NWSA now wishes to expand that program to three domestic container terminals and intends to construct infrastructure and systems needed to support truck gate electronic monitoring at Terminal 25 in the North Harbor (Seattle), as well as the West Sircum and TOTE terminals in the South Harbor (Tacoma). This project is being undertaken to remain current on reporting of all container terminals at both home ports.

The intended result of this RFI:

The overall aim of this RFI is to identify experienced technology vendor(s) for implementation of infrastructure and systems to support truck gate electronic monitoring at domestic container terminals. The vendor(s) will be responsible for delivering a unified technology solution, to be comprised of the following operational component areas:

1. Truck-Tracking Technology
2. Drayage Truck Registry
3. Truck Gate Electronic Monitoring Infrastructure and Systems

Truck-Tracking Technology:

The Truck-Tracking Technology component will be a hardware device to physically mount on a drayage truck for tracking purposes. An identified truck will be vetted within the Drayage Truck Registry component to obtain truck-level information as input to the Truck Gate Electronic Monitoring Infrastructure and System component. The core functionality of the Truck-Tracking Technology component will include drayage truck identification, determination of physical gate location and real-time truck movement.

Drayage Truck Registry:

The Drayage Truck Registry (DTR) component will be a Software-as-a-Service (SaaS) or web-hosted vendor service for truck owner access to registration of the Truck-Tracking Technology component. The core functionality of the DTR component will include truck registration (truck owner contact information, SCAC), VIN# verification, model year validation, banning status, retrofit status and fuel type. NWSA staff and terminal operators should have the ability to ban individual and groups of trucks for a variety of reasons, e.g. Clean Truck program requirements for truck model year or safety violations on terminal.

Truck Gate Electronic Monitoring Infrastructure and Systems:

The Truck Gate Electronic Monitoring Infrastructure and Systems component will be comprised of interconnected hardware and software to identify drayage truck arrival and execute terminal gate access. The core functionality of this component will be monitoring for existence of the Truck-Tracking Technology component, determining truck gate access using information from the Drayage Truck Registry, and integrating with a third-party Gate Operating System (GOS) to execute a physical gate control.

The NWSA anticipates contracting with a lead vendor for both the implementation of the technology solution and software support services, in addition to ongoing DTR maintenance & support services. In coordination with the lead vendor, the NWSA anticipates home port Engineering staff will actively participate in this project and manage agreed-upon project tasks for infrastructure upgrades and technology installation.

This RFI is to identify well-qualified technology vendor(s) who can provide expertise and services for designing and implementing a unified technology solution to meet previously stated NWSA objectives. The lead vendor will also be responsible for assessment and planning activities of NWSA domestic container terminals, in addition to administering project management activities. The lead vendor is also encouraged to provide details on how components will be integrated as a unified technology solution, along with providing examples of prior successful implementations. Vendors who develop or resell solutions that manage all core functions, or portions of the operational requirements, and system integrators who have experience combining components into comprehensive solutions are encouraged to respond.

The results of this RFI may be used to develop a formal solicitation should the NWSA determine sufficient interest exists in providing the needs of the NWSA. Dependent on the strategy developed, the NWSA anticipates releasing a Request for Proposals (RFP) to interested technology vendor(s), or system integrator(s), for the provision of components or solutions(s) within three months of this RFIs release.

Performance Expectations:

The ideal firm would:

- Provide recommendations for a technology solution to support truck gate electronic monitoring at domestic container terminals;
- Provide recommended pros and cons of technology as it relates to marine industry options;
- Provide information as to how the technology solution could be expected to perform

and interface with the current RFID system in place at international container terminals and potentially be expanded;

- Establish evaluation criteria for assessment of domestic container terminals to ensure technology solution is a good fit for the NWSA;
- Account for risk for both the vendor(s) and the NWSA;
- Have at least five (5) years of experience providing similar solution(s) it is recommending;
- Is licensed to do business in the state of Washington and bonded;
- Able to show similar project examples;
- Start to implement technology solution as soon as possible after contract issuance; and
- Provide a budgetary estimate to operate what is recommended and what the NWSA would be responsible for based on recommended solution(s).

Response Requirements:

In responding to this RFI, please provide general information about the following:

- A summary of your business;
- A summary of your firm's qualifications and growth profile;
- Describe at a high level your experience with:
 - o Working with public agencies; and
 - o Designing and implementing technology solutions for truck gate electronic monitoring.
- A description of the solution you would provide, including:
 - o The operational functions you would provide, and how they integrate;
 - o The technical architecture/design and technology components utilized;
 - o The degree to which the solution is standards based, flexible and customizable.
- Pricing Model and associated costs for your solution, including:
 - o Implementation/ One-time costs; and
 - o Recurring/Annual costs.

Questions:

Firms are encouraged to be creative and candid in their responses. Teaming is strongly encouraged. Should you have any questions, please submit them by 5:00 PM PST **June 14, 2018**. Questions received after this date cannot be considered.

Questions are to be submitted electronically to:

Mark Little
Director, Contracts and Purchasing
mlittle@portoftacoma.com

Response date:

Interested firms must provide their responses, by electronic means in Microsoft Word and or Excel, by 12:00 PM (noon) PST, on **July 21, 2018** **June 21, 2018**.

Responses are to be returned to:

Mark Little
Director, Contracts and Purchasing
mlittle@portoftacoma.com

NOTE: ALL COST INFORMATION IS FOR BUDGETARY PURPOSES ONLY AND NO CONTRACT OR PURCHASE ORDER WILL BE ISSUED AS A RESULT OF THIS RFI. SHOULD ANY OF YOUR RESPONSE BE CONSIDERED A TRADE SECRET OR OTHERWISE NOT FOR PUBLIC DISSEMINATION PLEASE ANNOTATE YOUR RESPONSE ACCORDINGLY.