

Tampa-Hillsborough Expressway Authority

Board Meeting Packet

October 23, 2017

**TAMPA - HILLSBOROUGH COUNTY EXPRESSWAY AUTHORITY
BOARD MEETING**

October 23, 2017 at 1:30 P. M.

1104 East Twiggs Street, First Floor Board Room
Tampa, Florida 33602

AGENDA

If any person wishes to address the Board, a sign-up sheet has been provided at the entrance of the meeting room. Presentations must be limited to three minutes. When addressing the Board, please state your name and address and speak clearly into the microphone. If distributing additional backup materials, please furnish 10 copies for the Authority members and staff. Any person who decides to appeal any decision of the Authority with respect to any matter considered at its meeting or public hearing will need a record of the proceedings and, for such purpose, may need to hire a court reporter to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which an appeal is to be based.

I. CALL TO ORDER, INVOCATION and PLEDGE OF ALLEGIANCE

II. PUBLIC INPUT / PRESENTATIONS

III. APPROVAL OF MINUTES OF THE SEPTEMBER 25, 2017 BOARD MEETING

IV. INFORMATIONAL / ACTION ITEMS

A. Introduction – Shaun R. Oxtal, MAI

B. Operations & Maintenance Committee – Bennett Barrow, Chair

1. HNTB Task Work Orders (*Attachment*) – David May, P.E., Staff

Purpose: To request Board approval for task orders for the General Engineering Consultant, HNTB, to provide support for projects as described below from July 1, 2017 through June 30, 2019:

Task Order	Task Order Request	Activities
1 Selmon West Extension – Design Build Project	\$600,000	Provide construction Management and CEI support, plan review services, coordination with other project stakeholders, meeting attendance, supervision and QA/QC support.
2 East Selmon Improvements	\$100,000	Provide engineering, procurement and administrative support to include preparation of Scope of Services and advertisement for the future East Selmon Improvements project.
3 West Selmon Improvements	\$100,000	Provide engineering, procurement and administrative support, prepare a Scope of Services and advertisement for the PD&E study for the West Selmon Improvement project.
4 East Selmon Resurfacing RFQ & Procurement	\$50,000	Provide engineering, procurement and administrative support, prepare a Scope of Services and advertisement for the future Selmon Resurfacing RFQ & Procurement project.
5 East Selmon Resurfacing Construction	\$100,000	Provide engineering, procurement and administrative support to include preparation of Scope of Services, advertisement and CEI support for the future East Selmon Improvements project.

Funding: Capital Project Budget: \$950,000

Action: Authorize Task Work Orders not to exceed \$950,000 for HNTB to provide support on projects funded from 7/1/17 through 6/30/19 as dictated in the work program to include the Selmon West Extension Design Build Project, East and West Selmon Improvements, and the East Selmon Resurfacing Project. A total of 35% will be sourced to SBE(s).

2. In-Lane System Upgrade Atkins & TransCore (Attachment) – Rafael Hernandez, Staff

Purpose: To replace THEA’s tolling equipment at the end of its lifecycle.

Item	Vendor	Scope	Quote	Procurement Method	Work Allocation
1	TransCore	Tolling systems installation, integration and testing	\$410,249	THEA Existing Contract	TransCore
2	Atkins	Project management and engineering support	\$153,570	THEA Existing Contract	Atkins
3	Neology / 3M	Hardware and software licenses	\$633,326	Florida’s Turnpike Enterprise (FTE) Contract	THEA Direct Purchase
4	Acme Barricades	Maintenance of Traffic (MOT) Budget	\$50,000	THEA Existing Contract	
5	Insight Public Sector	CISCO Networking Equipment	\$297,498	FDOT D7 Contract	
6	PRESIDIO/DELL/EMC	Hardware and software licenses	\$583,733	FL. State Contract	
7	APX Enclosures	Rack Enclosures	\$18,670	Purchase Order (PO) per THEA Policy	
8	Infotect	Infotect Software Engineering Services	\$149,600	THEA Existing Contract	
9	JAI Traffic Solutions	Cameras & Spare Parts	\$38,050	FL. State Approved Vendor	
10	Kenyon and Partners	AET Cabinet Air Conditioning A/C Units	\$166,000	Central Florida Expressway (CFX) Authority Contract	
TOTAL			\$2,500,696		

Funding: Capital Project Budget: \$2,500,696

Action: Authorization for THEA’s Executive Director to execute contracts using available government cooperative purchasing agreements and THEA procurement policies as per items 1 through 10 listed on the above table.

C. Chairman – Vincent Cassidy

- 1. Acceptance of the Board Members' Evaluations of the Executive Director and General Counsel. (Attachment)**

V. STAFF REPORTS

A. Operations & Maintenance (Dave May, P.E.)

B. Communications (Sue Chrzan)

C. Financial / Traffic & Revenue (Amy Lettelleir)

- 1. Finance Report**

- 2. Traffic & Revenue Report**

D. Toll Operations (Rafael Hernandez)

- 1. Update Toll Operations Report as of July 31, 2017**

VI. EXECUTIVE REPORTS

A. Executive Director (Joe Waggoner)

- 1. Contracts Reporting**

- a. Contract Increases & Changes (No Report)**

- Construction / Capital Improvements**

- Continuing**

- b. Upcoming Renewals & Expirations (No Report)**

- c. Contract Close-out Report (No Report)**

- 2. Committee Assignments**

B. General Counsel (Patrick Maguire)

C. Chair (Vincent Cassidy, Chair)

- 1. Upcoming Meetings (Attachment)**

- THEA Committees as a Whole - November 6, 2017**

- ***THEA Board Meeting - November 13, 2017***
- ***CV Pilot Demonstration – November 13, 2017***
- ***FAV Summit – November 14 – 15, 2017***

2. 2018 Board Meeting Schedule (*Attachment*)

VII. OLD BUSINESS

VIII. NEW BUSINESS

IX. ADJOURNMENT

SEPTEMBER 25, 2017
BOARD MEETING MINUTES

DRAFT

Tampa-Hillsborough County Expressway Authority
Minutes of September 25, 2017 Board Meeting
1104 E. Twiggs Street
Tampa, FL 33602

The Tampa-Hillsborough County Expressway Authority held a public meeting at 1:30 p.m. on September 25, 2017, at the Authority's Transportation Management Center, 1104 E. Twiggs Street, Tampa, Florida. The following were present:

BOARD:

Vincent Cassidy, Chair
Bennett Barrow, Vice Chair
Danny Alvarez, Secretary
Mayor Bob Buckhorn
Commissioner Lesley "Les" Miller
FDOT District VII Secretary David Gwynn

STAFF:

Joe Waggoner, Patrick Maguire, David May, Bob Frey, Amy Lettelleir, Rafael Hernandez, Debbie Northington, BJ Lamb, Man Le Max Artman, Donna Obuchowski, Sue Chase, Jeff Sweatland, Shari Callahan

AECOM:

Scott W. Collister

BAML:

Doug Draper

FIRST SOUTHWEST:

Ed Stull

HNTB:

Al Stewart

KCCS:

Dewey Martin, Kellie Loper, T. Thorn

PLAYBOOK:

Lindsey Parks, Mark Rottensteiner, Anna Cruz

RK&K:

Chris Piazza

SOUTH TAMPA CHAMBER:

Kelly Flannery

STOKES CREATIVE GROUP:

John Melendez, Sam Capri

WADE TRIM:

Kevin Coughlin

WSP/PB:

Christina Kopp

I. CALL TO ORDER, INVOCATION and PLEDGE OF ALLEGIANCE

Chairman Vincent Cassidy called the meeting to order at 1:32 P.M., followed by General Counsel Maguire leading in the Invocation and recitation of the Pledge of Allegiance.

Chairman Cassidy reported Governor Scott has reappointed two existing Board Members and has filled the open slot. Shaun Oxtal will join us at the October 23, 2017 meeting, anticipating a full Board. Introduction to this new member, Mr. Shaun Oxtal, will occur at that time.

Chairman Cassidy also thanked both Commissioner Miller and Mayor Buckhorn for such a great job communicating over the past few weeks as it relates to the storm. As a citizen, Chairman Cassidy stated he "really felt like he was informed. Wonderful job!"

II. PUBLIC INPUT / PRESENTATIONS

Chairman Cassidy introduced Ms. Kelly Flannery and invited her to the podium to address the Board. Ms. Flannery thanked the Board for their time and introduced herself as Kelly Flannery, President & CEO of the South Tampa Chamber of Commerce representing more than 600 businesses and individuals throughout the Tampa Bay community. Ms. Flannery noted she is here today to formally extend an invitation for participation in the launch of the Shop Gandy Campaign taking place tomorrow, September 26th. Ms. Flannery explained that Shop Gandy is a campaign to help market and promote Gandy Boulevard area businesses before, during and after construction of the Selmon Extension Roadway Project. The initiative is a true community effort and a partnership with the South Tampa, Greater Tampa, St. Pete, and Greater Brandon Chambers of Commerce to help market and promote Gandy area businesses that will be impacted by construction of the Selmon extension. Ms. Flannery explained the features of the program including but not limited to the ShopGandy.com website dedicated to promoting Gandy businesses and serving as a resource for local businesses and residents. The website will include a calendar of events, a Gandy business directory, construction information, and more.

Ms. Flannery again invited Board Members as well as the local community to join THEA and the South Tampa Chamber of Commerce tomorrow, September 26, 2017, from 5:30 to 7:00 PM at 81 Bay Brewing Company, a local business on Gandy Boulevard for the official launch party for Shop Gandy.

Chairman Cassidy thanked Ms. Flannery and ensured those that can make it will be there. Mr. Waggoner thanked Ms. Flannery for her leadership and noted working with South Tampa Chamber of Commerce has been a very good cooperative experience. Mr. Waggoner again thanked Ms. Flannery and stated "Well done, Ms. Flannery. Thank you very much."

III. APPROVAL OF MINUTES OF THE AUGUST 14, 2017 BOARD MEETING

Mayor Buckhorn moved for approval of the August 14, 2017 Board Meeting Minutes, seconded by Mr. Alvarez. The motion passed unanimously.

IV. INFORMATIONAL / ACTION ITEMS

A. Executive Director

1. Upcoming Anticipated Board Member Travel – Joe Waggoner

Mr. Waggoner explained a request for funding for travel for the Chairman to attend two upcoming events. The first is the Intelligent Transport Systems (ITS) World Congress meeting in Montreal next month and the next to attend the TEAMFL quarterly meeting scheduled for Jacksonville. Mr. Waggoner noted the estimated value of this travel is approximately \$5,200. In accordance with Board Policy request for approval of this upcoming travel is requested prior to actual attendance.

Mr. Alvarez made the following motion, seconded by Mr. Barrow for authorization for the Chairman of the Board, Mr. Vincent Cassidy, to attend the ITS World Congress in Montreal, Canada, October 28, 2017 to November 2, 2017 as well as TEAMFL, October 16-17, 2017, for an estimated expenditure of \$5,200, to achieve a Board perspective as well as representation.

Commissioner Miller questioned the status of the Hyatt in Jacksonville following the storm. Mr. Waggoner noted the actual venue move from one hotel to another has already happened and noted the event moved from Hyatt to Omni in Jacksonville. Chairman Cassidy noted possibly saving \$700 as his plans are currently to attend the TEAMFL meeting via conference call.

There being no further questions or need for clarification the motion passed unanimously.

B. Operations & Maintenance Committee

1. HNTB Task Work Order – Systemwide Signage Support – David May, P.E., Staff

Mr. May explained the HNTB task work order for systemwide signage support to assist Tampa Hillsborough Expressway Authority (THEA) staff on tasks associated with sign structures, additional signs, wayfaring signs, wrong way driver signs and annual toll indexing. Tasks include coordination, attending meetings and responding to requests for information from FDOT and other agencies. It was noted funding comes from the Capital Budget for the project in the amount of \$50,000.

Mr. Alvarez made the following motion, seconded by Commissioner Miller for authorization of task work order for a period effective September 25, 2017 through June 30, 2019 in the amount not to exceed \$50,000 for HNTB to provide support for THEA staff on tasks associated with signage. There being no questions or need for clarification the motion passed unanimously.

2. All-Electronic Tolling Solar Power System RFP – Rafael Hernandez, Staff

Mr. Hernandez explained this is an opportunity to develop a pilot project to utilize solar producing energy to power two of THEA's all-electronic tolling gantries located within the Selmon Expressway. Mr. Hernandez explained only one bidder submitted a proposal. After further investigation it was revealed the majority of the companies in this line specialize in residential applications. Others that perform commercial projects did not feel they had the capacity to serve the Tampa Bay Region. It was explained one of the primary justifications of this project is to reduce CO2 emissions. The estimated reduction of CO2 over 25-years (which is the expected life cycle for this equipment to operate) is 841 tons of CO2 which is equivalent to planting approximately 19,595 trees according to the vendor. Proposing the use of 69 solar panels in this pilot. Another justification is to

reduce THEA's operating cost by offsetting TECO power consumption charges with the solar produced energy. The project has a return of investment estimated at 14.5 years or 50% of the life cycle of the equipment. In addition, THEA will begin integrating this alternative energy to THEA's all-electronic tolling systems. It is suspected that over time the technology will be improved and not only the return on investment but the life cycle of the equipment may be increased. Illustrations were presented on the placement of these panels. Mr. Hernandez reported the proposed budget for this project is a total of \$108,065 to include \$83,010 for the solar power system, \$11,000 to extend the guardrail, and \$14,000 to procure project management and engineering support services from HNTB. The time frame for implementation is approximately six months following the notice to proceed.

Mayor Buckhorn made the following motion, seconded by Mr. Alvarez for approval of the selection of Solar Source as the sole respondent to provide All-Electronic Tolling Solar Power System services and an \$83,010 contract. Contract execution is subject to final review and approval of THEA General Counsel. The Board authorizes the following task orders to support the implementation of this project: Guardrail for Solar Array Panel Protection from Broadpectrum Infrastructure in the amount not to exceed \$11,055 and Project Management and Engineering Support from HNTB in the amount not to exceed \$14,000.

Mr. Barrow noted essentially solar panels are similar to smart phones whereas there is rapid progression as far as what the capabilities are of these panels and the upgrades. Close watch on the return on investment and the CO2 emission which could change in two years for the better. It makes sense to do a pilot now, but wait until sometime in the future to do even more.

Mr. Alvarez questioned the current lifecycle of the current equipment that these will be powering. Mr. Hernandez responded noting THEA is in the process of working with the vendors to refresh that equipment. That equipment has currently been there since 2010 making it 7 years old and the standard for this type of IT equipment is around a 7 year life cycle and therefore we are working to get those replaced with new equipment that will provide another 7-10 years. Mr. Alvarez then questioned if this equipment was versatile enough to work with whatever new equipment is obtained. Mr. Hernandez further explained the only one connection is from the solar panels to the TECO meters. These panels do not connect directly to the all-electronic tolling systems. As we change, improve, or modify the tolling equipment, these solar power systems will continue feeding the TECO meters.

Chairman Cassidy questioned the maintenance costs for this equipment. Mr. Hernandez responded that this question has been posed to the vendor whose reply was that other than cleaning the panels once a year this system does not need any operational maintenance.

Chairman Cassidy questioned FDOT Secretary Gwynn if there are currently any similar solar panels on Florida state roads. Mr. Waggoner noted there are indeed smaller units on

the side of the roadway that are traffic counting instruments or individual variable message signs, but is not aware of anything in Tampa where tolling systems are powered by solar panels. FDOT Secretary Gwynn confirmed most are ITS related.

Mr. Waggoner noted 407 in Colorado has a very extensive solar program who won an award from IBTTA two years ago for their program.

Mr. Alvarez stated this is cutting edge and essentially no one is doing it in the state and therefore communications should be emphasizing another “feather in their cap” by cutting carbon and everyone should know about it.

There being no further questions or comments the motion passed unanimously.

3. Centralized Customer Service System (CCSS) Testing Support – Rafael Hernandez, Staff

Mr. Hernandez explained this task work order is for the centralized customer service system. THEA continues working on this project with Miami-Dade Expressway Authority and the Florida Turnpike Enterprise since 2012. The target implementation date is late November 2017. This task is for Atkins to provide support for THEA staff on CCSS interface testing. The proposed budget for this task is \$34,899 from the Capital funds.

Commissioner Miller made the following motion, seconded by Mr. Alvarez for authorization for task work order in the amount not to exceed \$34,899 for Atkins to provide support for THEA staff on CCSS Testing.

Chairman Cassidy noted this integration has been discussed for quite a while and questioned if this expense was an unknown or are expenses being brought forward as they become apparent? Mr. Waggoner responded noting THEA has a budgeted amount of money for this project which is consistent with the total amount in the Work Program for the last three years which has an uncommitted portion we are still chipping away at. THEA is not spending more than budgeted. Mr. Waggoner explained we knew we needed this service; however, the dollar amount was unknown and therefore waited until it was well defined to come before the Board with an estimate from the engineers. Mr. Waggoner further explained due to this size of this project, there is more work and more contracts for approval yet to come.

There being no further questions or comments the motion passed unanimously.

C. Planning Committee

**1. Task Work Order Jacobs Engineering Group – Annual T&R Revenue Services –
*Bob Frey, Staff***

The annual traffic and revenue (T&R) services contract is to provide annual T&R for THEA including annual T&R forecasts, annual report production, annual revenue sufficiency certificate and THEA's annual toll indexing reports and certification. The capital project budget for this task work order is \$49,395.

Commissioner Miller made the following motion, seconded by Mr. Alvarez for authorization for task work order in the amount not to exceed \$49,395 for Jacobs Engineering Group to provide annual traffic and toll revenue services. There being no questions or need for clarification the motion passed unanimously.

Chairman Cassidy did request for future meetings to include in the explanation the previously discussed "bucketed monies to tie together in the presentation" of Task Work Order requests. Mr. Waggoner explained our Work Program allocated funds by program are consistent with his request and will be presented as requested.

D. General Counsel – *Patrick Maguire, Esq.*

**1. Approval of Tampa Hillsborough County Expressway Authority (THEA) / City of Tampa (CITY) Interlocal Agreement for Cumberland / Meridian Connection –
*Patrick Maguire, Esq.***

General Counsel Maguire explained the interlocal agreement between the City of Tampa and THEA. The purpose of this agreement is to define the duties and obligations of THEA and CITY with respect to opening a connection between THEA's Meridian Avenue and the CITY's realignment and widening of Cumberland. An illustration was presented to better define the area involved. General Counsel explained the specifications in detail and provided history of the preferred alignment and the future feeder road as an integral part of the planned development in the Water Street District.

Commissioner Miller made the following motion, seconded by Mr. Alvarez, to authorize THEA's Chairman to approve and execute the Interlocal Agreement between the City of Tampa and Tampa Hillsborough County Expressway Authority for Cumberland / Meridian Connection "COT-THEA Brorein Interlocal Agreement 06202017".

Chairman Cassidy generalized and reviewed a synopsis of the scope stating the Authority entered into a contract to sell THEA's Brorein property over a year ago subject to this agreement being finalized at the time it was envisioned that Brorein Street went away when Cumberland Street was functional but there is a slight change now in understanding and we are willing to entertain a modified traffic flow. Mr. May further explained the modified MOT plan that has been developed in conjunction with the CITY, THEA and SPP. That MOT will run the traffic down to Channelside and then

come up through Jefferson, and up to Brorein. They have adjusted turning radius there to accommodate the larger vehicles. The traffic analysis indicates this will work about as well as today's streets. It does not accommodate us well in the future demand, but neither would our existing. Future growth will make that traffic very difficult to handle. The MOT plan serves both THEA and the CITY well in that it handles today's demand. There is no reason to deny anything based upon the MOT plan received and reviewed to date.

There being no questions or need for clarification, the motion passed unanimously.

V. STAFF REPORTS

A. Communications *(Sue Chrzan)*

Mr. Waggoner reported Ms. Chrzan is not in attendance at today's meeting.

B. Operations & Maintenance *(Dave May, P.E.)*

Mr. May provided an update on the Selmon West Extension schedule noting this will be the last time to present this particular schedule. A more detailed comprehensive construction schedule will be presented. Kiewit has been asked to incorporate the alternative technical concepts received from the other firms into their project. Kiewit is looking at the possibilities and will submit back to THEA for review. Meanwhile there will be some concrete work beginning in December/January on the west end to accommodate moving traffic around in order to start the first pier and the end wall. Actual drilled shaft construction will start after April 2018. Construction should be completed early Fall 2020. The Notice to Proceed has officially been executed.

The animated marketing video from Sue Chrzan was then presented to the Board on the Selmon West Extension Project.

In conjunction with this project we are requesting the public to decide upon the design of the piers themselves. There are two designs being presented to the public. There will be a virtual town hall meetings in the next three weeks to enable the community to determine their selection of which design is chosen. There were originally three designs; internal staff have reduced it to two. The two pier designs were presented to the Board. The first pier design is "Estuary" and the second is "Vivid".

Mr. May reported THEA scored 96 on RMP rating this last report. The item substantially cutting THEA back in the past has been striping and pavement markings. This term THEA scored 98 on striping and 100 on pavement markings. That was as result of THEA initiating a contract with a thermoplastic company to redo our facility from start to end which should give a nice 3-4 life span. It was noted this was the highest rating THEA has ever received.

C. Financial / Traffic & Revenue (*Amy Lettelleir*)

1. Series 2017 Bond Pricing Results

Ms. Lettelleir provided a summary of the sale of the Series 2017 Bonds. At the August Board Meeting the bond documentation was approved and a finance timeline of events was presented. On August 23, the Authority sold \$157,780,000 in par amount of the Series 2017 Bonds which were sold at a premium that produced proceeds of \$173,412,995 which was for the 2017 construction account. Together with Authority funds, the monies will be used to finance the entirety of the Selmon West Extension Project. Bank of America Merrill Lynch was the Senior Manager for the financing and the co-managers included Citi, JP Morgan, Loop Capital, Raymond James and Morgan Stanley all participated in a very successful pricing. By the end of the underwriting period, on the morning of the 23rd, the underwriters submitted orders in excess of \$1 billion, resulting in 2017 Bonds being more than 6 times oversubscribed. This allowed us to reduce the yield to call from 3.20% to 3.15% resulting in an estimated present value savings in excess of \$700,000.

Other members of THEA's financing team included the Financial Advisor, First Southwest, with THEA's superb quarterback, Ed Stull, leading the team. Bond Counsel, Broad and Cassel; Disclosure Counsel, Nabors, Giblin; Underwriter's Counsel, Bryant Miller & Olive; and Special Counsel to the Authority, Gray Robinson who provided top notch legal services to the Authority throughout the transaction. The Authority had great support from the General Engineering Consultant, HNTB, as well as the Traffic & Revenue Consultant, Jacobs Engineering. The entire team did an amazing job and Ms. Lettelleir would like to personal thank them for their hard work.

Ms. Lettelleir provided a slide presentation illustrating the Authority's debt prior to and after the sale of the Series 2017 Bonds. She noted while the senior lien debt increased to \$591,915,000, THEA is still able to maintain a debt service coverage ratio of 2x for the next ten years based on projected revenue. Included in the presentation was a snapshot of the financial terms of the 2017 Bonds. It was again noted THEA received an upgrade from the Standard & Poor's rating agency and an affirmation of the rating from Moody's; both of which were very supportive of THEA's successful pricing. The sources and uses of the Bond Proceeds was reviewed. In addition to the deposited 2017 project fund, a portion of the bond proceeds and Authority funds were deposited into the debt service reserve fund for the Series 2017 Bonds. Ms. Lettelleir included a slide that highlighted both the results of marketing of the bonds and the bids from the bonds. Of the 1 billion in priority orders placed by thirty-five different investors, 26 of the bids came from purchasers that were not current holders of the Authority's outstanding 2012 Bonds. The Investor Roadshows was viewed by 54 unique institutional investors; far above the industry average of 15-20. Bottom line, the market is invested in the Authority's financial and managerial strength.

Chairman Cassidy questioned who held the single largest portion of that Bond. Ms. Lettelleir and Mr. Stull noted the largest holder being Black Rock Institutional and Black Rock Group at \$35 million. Black Rock was a previous investor.

2. Financial Report

Ms. Lettelleir provided a snapshot slide of FY 2017 unaudited. Toll revenues of \$3.2 million over budgeted for 2017. O&A expenses came in under budget. Approximately \$11 million in unrestricted cash for year end and approximately \$186 million in restricted. Also note that the 2017 Bond proceeds will be categorized as restricted funds so this snapshot will look a bit different in the next report.

Toll revenue unaudited FY 2017 up 5.4% over FY 2016 for a total of \$85.8 million and transactions were 1.8 million more than in FY 2016 for a total of 57.8 million transactions.

Mr. Waggoner reported on the effects from Hurricane Irma noting a chart was prepared that shows what THEA anticipated approximately \$7.2 million in revenue for the month of September 2017 and with the event when tolls were suspended on September 5, 2017; still anticipate \$3.6 million in indicated revenue. Lost was \$3,256,000 dollars. Mr. Waggoner noted cars were actually counted and THEA could differentiate between SunPass and video and calculated the value to THEA which equaled \$3,256,000. The \$300,000 shown above that on the slide is the reduction in traffic during the event. THEA has seen significant increases in traffic starting as early last week. It was noted THEA exceeded over 200,000 transactions on one of the days last week, which is a record number of transactions for THEA. It is safe to say effect from Hurricane Irma totaled approximately \$3.5 million less than anticipated originally, which is money that cannot be recuperated, but going forward we should be on track.

Chairman Cassidy questioned if this warranted any type of disclosure to investors? Ms. Lettelleir explained THEA will be doing a disclosure event, although wanted to wait until tolls were open again. Ms. Lettelleir noted possibly Chairman's question was more the impact long-term over projections? Ms. Lettelleir explained projections that were included in the Traffic & Revenue Reports that were a part of the bond presentation and pricing were very conservative in terms of projected revenues and while we will not make up the \$3.5 million, it is felt THEA will remain fairly close to projected debt service coverage previously calculated.

Mr. Stull reported the rating agencies have already communicated with both Mr. Waggoner and Ms. Lettelleir on all four of the major toll-road agencies in Florida that two of the three rating agencies have already had reports which are still positive and no change as a result of the storm.

D. Toll Operations (*Rafael Hernandez*)

Mr. Hernandez reviewed toll transaction data for the month of June 2017 reporting a growth on unique SunPass accounts of 5.5% as compared to June 2016. Reducing the amount of Toll-By-Plate accounts by continuing the marketing activities.

Average daily traffic was reviewed for June 2017 reporting growth in the west group of 2.8% and the east group including the REL of -0.2% when compared with June 2016.

Mr. Hernandez reported on September 5th, 2017, when the Governor directed Florida to suspend tolls, THEA also coordinated with Florida Turnpike Enterprise and THEA's debt collector service provider to put a hold on account aging so that customers will not have to worry about escalation of fees or opening mail following the storm about unpaid tolls. Resumed mailings the following Friday after the toll suspension was lifted.

VI. EXECUTIVE REPORTS

A. Executive Director (*Joe Waggoner*)

1. a. Contract Renewals & Expiration Report

Mr. Waggoner reported the contract expiration report included in the packet reveals the Investment Advisory Services contract will be re-bid.

b. Contract Close-out Report

Mr. Waggoner explained the contract close out report now being presented to the Board to show when a contract comes to an end what the total value of that contract was and what was spent. This report was reviewed and it was noted these two contracts were routine maintenance contracts for the Brandon/Meridian and the Selmon Expressway itself. These contracts both consist of two parts: routine maintenance services and then on-call services.

Chairman Cassidy noted when Hurricane Irma switched track a discussion took place between the local governmental agencies as to whether or not to implement the "Contraflow" plan for the road to assist with any evacuation efforts. It was ultimately decided not to implement at that time. The THEA team will look at, analyze and make sure there is not some reason that THEA cannot fix or figure out why when an evacuation is ordered a contraflow plan is not implemented. Mr. Waggoner will take this back and discuss with the appropriate municipalities.

B. General Counsel (*Patrick Maguire*)

Mr. Maguire had no new report.

C. Chair (*Vincent Cassidy, Vice-Chair*)

1. Upcoming Meetings

- **Committees as a Whole Meeting – October 16, 2017 – cancelled.**
- **Board Meeting – October 23, 2017, 1:30 p.m.**
- **Moving the November Board Meeting to either November 6th or November 17th.**
- **CV Pilot Demonstration – November 13, 2017**
- ***FAV Summit* – November 14 – 15, 2017**

VII. ADJOURNMENT

There being no further business to come before the Board, Chairman Cassidy adjourned the meeting at 2:30 p.m.

MINUTES OF THE AUGUST 14, 2017 AUTHORITY BOARD MEETING

APPROVED: _____
Chair: Vincent Cassidy

ATTEST: _____
Secretary: Daniel Alvarez

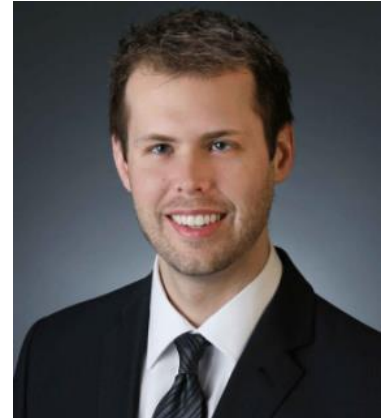
DATED THIS 23 DAY OF October, 2017

IV. A. 1.

Chairman

Itroduction
Shaun R. Oxtal, MAI

Shaun R. Oxtal MAI



Shaun Oxtal, Director with Capright, has been active in the real estate industry since 2003. To date, Mr. Oxtal has completed valuation assignments across 16 US States and the District of Columbia, encompassing numerous commercial and special purpose property types including: multifamily, retail, office, industrial, mixed-use, self-storage, hotel, condominium, condominium-hotel, gas stations/convenience store, marina, manufactured housing communities, residential subdivision developments and mixed-use vacant land. His experience includes a variety of engagements for assorted purposes such as financial reporting, portfolio valuation, collateral financing, marital dissolution, bankruptcy proceedings, litigation support, estate planning and property tax appeal. These assignments have been prepared for a wide range of clients including national and regional financial institutions, pension funds, pension fund advisors, investment advisors, government agencies, life insurance companies, corporations, REITs, accountants, and attorneys. Mr. Oxtal also has significant experience performing Rent Comparability Studies (RCS) for the purpose of establishing contract rents for Section 8 HAP Contracts, completing these assignments nationwide.

Prior to joining Capright, Mr. Oxtal spent 6 years with OREA Valuation & Advisory, most recently as a Senior Associate.

Education

Florida State University – College of Business Tallahassee, Florida • BS – Bachelor of Real Estate

Affiliations

Appraisal Institute – Designated Member of the Appraisal Institute (MAI) | Real Estate Investment Council – Tampa Bay | State Licenses – Certified General Real Estate Appraiser in Florida, Georgia, and Pennsylvania

IV. B. 1.

Operations & Maintenance Committee

David May, P.E., Staff

HNTB Task Work Orders

1. HNTB Task Work Orders (*Attachment*) – David May, P.E., Staff

Purpose: To request Board approval for task orders for the General Engineering Consultant, HNTB, to provide support for projects as described below from July 1, 2017 through June 30, 2019:

Task Order	SBE	Current Task Order Request	Activities
1 Selmon West Extension – Design Build Project	42%	\$600,000	Provide construction Management and CEI support, plan review services, coordination with other project stakeholders, meeting attendance, supervision and QA/QC support.
2 East Selmon Improvements	10%	\$100,000	Provide engineering, procurement and administrative support to include preparation of Scope of Services and advertisement for the future East Selmon Improvements project.
3 West Selmon Improvements	10%	\$100,000	Provide engineering, procurement and administrative support, prepare a Scope of Services and advertisement for the PD&E study for the West Selmon Improvement project.
4 East Selmon Resurfacing RFQ & Procurement	10%	\$50,000	Provide engineering, procurement and administrative support, prepare a Scope of Services and advertisement for the future Selmon Resurfacing RFQ & Procurement project.
5 East Selmon Resurfacing Construction	60%	\$100,000	Provide engineering, procurement and administrative support to include preparation of Scope of Services, advertisement and CEI support for the future East Selmon Improvements project.

Funding: Capital Project Budget: \$950,000

Action: Authorize Task Work Orders not to exceed \$950,000 for HNTB to provide support on projects funded from 7/1/17 through 6/30/19 as dictated in the work program to include the Selmon West Extension Design Build Project, East and West Selmon Improvements, and the East Selmon Resurfacing Project.

SUMMARY FEE SHEET

ATTACHMENT "A"

PROJECT DESCRIPTION: Tampa-Hillsborough Expressway Authority
 GEC CONTRACT NO. O-00416-69
 O-00416-69
Selmon West Extension Design-Build Project Construction Management & CEI Support (11/1/17 - 6/30/19)

PRIME CONSULTANT: **HNTB Corporation**

ACTIVITY	Project Manager		Chief Eng./Planner Sr. Proj. Eng.		Sr. Eng./Planner/ Specialist		Proj. Engineer/ Planner		Engineer/Planner		Sr. Technician		Clerical		TOTAL		Avg. Hourly Rate
	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Manhours By Activity	Salary Cost By Activity	
		120.24		83.68		62.16		48.56		40.32		35.04		24.80			
Construction Management Support	60	\$7,214.40	80	\$6,694.40	80	\$4,972.80	200	\$9,712.00	48	\$1,935.36	80	\$2,803.20	40	\$992.00	588	\$34,324.16	\$58.37
CEI Management Support	60	\$7,214.40	80	\$6,694.40		\$0.00	300	\$14,568.00		\$0.00		\$0.00	38	\$942.40	478	\$29,419.20	\$61.55
Coordination w/ FDOT/COT/Utilities/others	60	\$7,214.40	80	\$6,694.40		\$0.00		\$0.00		\$0.00		\$0.00	16	\$396.80	156	\$14,305.60	\$91.70
Meetings	80	\$9,619.20	100	\$8,368.00	60	\$3,729.60		\$0.00	48	\$1,935.36		\$0.00	32	\$793.60	320	\$24,445.76	\$76.39
Suoervision & QA/QC	60	\$7,214.40	60	\$5,020.80	60	\$3,729.60		\$0.00	48	\$1,935.36		\$0.00	20	\$496.00	248	\$18,396.16	\$74.18
Total Man Hours	320	\$38,476.80	400	\$33,472.00	200	\$12,432.00	500	\$24,280.00	144	\$5,806.08	80	\$2,803.20	146	\$3,620.80	1,790	\$120,890.88	\$67.54
																	Total
																	Basic Activities Maximum Limiting Fees (Salary Costs)
																	\$120,890.88
Direct Expenses		7.51%		\$9,078.91													Cost Elements & Additives (a) 2.82 Multiplier
																	\$340,912.28
																	SUBTOTAL (Cost Elements applied to Basic Activities Fee):
																	\$340,912.28
																	(d) Direct Reimbursables
																	\$9,078.91
																	Subconsultants- Tierra (SBE) Geotechnical Analysis
																	\$30,000.00
																	Subconsultants- Omni (SBE) Utilities
																	\$20,000.00
																	Subconsultants- KCAi (SBE) CEI Management
																	\$200,000.00
																	Total Project Cost:
																	\$599,991.19
																	Maximum Limiting Amount:
																	\$600,000.00

O-00416-69

Selmon West Extension Design-Build Project Construction Management & CEI Support (11/1/17 - 6/30/19)

Scope Of Services

Purpose & Need

With their small in-house staff, THEA requires support to provide engineering and management support to meet the requirements of THEA to provide Construction Management and CEI support, plans review services, coordination with other project stakeholders, meeting attendance, supervision and QA/QC support of the Selmon West Extension Design-Build project.

Scope

Services to be performed include:

1. Assist THEA staff in Construction Management Support for the Selmon West Extension project. (\$99,380)
2. Assist THEA staff in CEI Management support for the Selmon West Extension project. (\$85,172)
3. Assist THEA staff in coordination with FDOT, COT, utilities and others for the Selmon West Extension project. (\$41,416)
4. Assist THEA attending and holding meetings for the Selmon West Extension project. (\$70,773)
5. Providing Supervision and QA/QC services for the Selmon West Extension project. (\$53,259)

Subconsultants- Tierra (SBE), Geotechnical Support (\$30,000)
Omni (SBE), Utilities Support (\$20,000)
KCA (SBE), CEI Management Support (\$200,000)

Direct Expenses- (\$9,079)

SBE Participation- 41.67%

Services from 11/1/17 - 6/30/19.

Additional future Task Orders for the Selmon West Extension DB Project will be:

Selmon West Extension Construction and CEI Support

SUMMARY FEE SHEET

ATTACHMENT "A"

PROJECT DESCRIPTION: Tampa-Hillsborough Expressway Authority
 GEC CONTRACT NO. O-00416-73
O-00416-73
E Selmon Improvements RFQ & Procurement Support (7/1/17 - 6/30/19)

PRIME CONSULTANT: **HNTB Corporation**

ACTIVITY	Project Manager		Chief Eng./Planner Sr. Proj. Eng.		Sr. Eng./Planner/ Specialist		Proj. Engineer/ Planner		Engineer/Planner		Sr. Technician		Clerical		TOTAL		Avg. Hourly Rate
	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Manhours By Activity	Salary Cost By Activity	
Scope of Services Development Support	24	\$2,885.76	32	\$2,677.76	16	\$994.56		\$0.00		\$0.00		\$0.00	8	\$198.40	80	\$6,756.48	\$84.46
Advertisement Development Support	16	\$1,923.84	16	\$1,338.88	16	\$994.56		\$0.00		\$0.00		\$0.00	8	\$198.40	56	\$4,455.68	\$79.57
Coordination with THEA Contracts Staff	24	\$2,885.76	64	\$5,355.52	64	\$3,978.24	60	\$2,913.60		\$0.00		\$0.00	12	\$297.60	224	\$15,430.72	\$68.89
Proj Mgmt/Quality Control	16	\$1,923.84	16	\$1,338.88	16	\$994.56		\$0.00		\$0.00		\$0.00	8	\$198.40	56	\$4,455.68	\$79.57
Total Man Hours	80	\$9,619.20	128	\$10,711.04	112	\$6,961.92	60	\$2,913.60	0	\$0.00	0	\$0.00	36	\$892.80	416	\$31,098.56	\$74.76
																	Total
																	Basic Activities Maximum Limiting Fees (Salary Costs)
																	\$31,098.56
Direct Expenses		7.51%		\$2,335.50													Cost Elements & Additives (a) 2.82 Multiplier
																	\$87,697.94
																	SUBTOTAL (Cost Elements applied to Basic Activities Fee):
																	\$87,697.94
																	(d) Direct Reimbursables
																	\$2,335.50
																	Subconsultants- Tierra(SBE)
																	\$10,000.00
																	Total Project Cost:
																	\$100,033.44
																	Maximum Limiting Amount:
																	\$100,000.00

O-00416-73

E Selmon Improvements RFQ & Procurement Support (7/1/17 - 6/30/19)

Scope Of Services

Purpose & Need

With their small in-house staff, THEA requires support to provide engineering, procurement and administrative support to meet the requirements of THEA prepare a Scope of Services and advertisementt for the future E Selmon Improvements project.

Scope

Services to be performed include:

1. Assist THEA staff in preparing the Scope of Services for the E Selmon Improvements project. (\$19,561)
2. Assist THEA staff in preparing the advertisement for the E Selmon Improvements project. (\$12,900)
3. Coordinate with THEA contracts staff throughout the procurement process. (\$44,639)
4. Provide Project Management and Quality Control support throughout the procurement process. (\$12,900)

Subconsultants- Tierra SBE (\$10,000)

Direct Expenses- (\$2,336)

SBE Participation Tierra- 10.0%

Services from 11/1/17 - 6/30/19.

SUMMARY FEE SHEET

ATTACHMENT "A"

PROJECT DESCRIPTION: Tampa-Hillsborough Expressway Authority
 GEC CONTRACT NO. O-00416-74
 O-00416-74
W Selmon Improvements RFQ & Procurement Support (11/1/17 - 6/30/19)

PRIME CONSULTANT: **HNTB Corporation**

ACTIVITY	Project Manager		Chief Eng./Planner Sr. Proj. Eng.		Sr. Eng./Planner/ Specialist		Proj. Engineer/ Planner		Engineer/Planner		Sr. Technician		Clerical		TOTAL		Avg. Hourly Rate	
	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Manhours By Activity	Salary Cost By Activity		
Scope of Services Development Support	24	\$2,885.76	40	\$3,347.20	16	\$994.56		\$0.00		\$0.00		\$0.00	8	\$198.40	88	\$7,425.92	\$84.39	
Advertisement Development Support	16	\$1,923.84	16	\$1,338.88	16	\$994.56		\$0.00		\$0.00		\$0.00	8	\$198.40	56	\$4,455.68	\$79.57	
Coordination with THEA Contracts Staff	24	\$2,885.76	60	\$5,020.80	60	\$3,729.60	60	\$2,913.60		\$0.00		\$0.00	8	\$198.40	212	\$14,748.16	\$69.57	
Proj Mgmt/Quality Control	16	\$1,923.84	16	\$1,338.88	16	\$994.56		\$0.00		\$0.00		\$0.00	8	\$198.40	56	\$4,455.68	\$79.57	
Total Man Hours	80	\$9,619.20	132	\$11,045.76	108	\$6,713.28	60	\$2,913.60	0	\$0.00	0	\$0.00	32	\$793.60	412	\$31,085.44	\$75.45	
																	Total	
																	Basic Activities Maximum Limiting Fees (Salary Costs)	\$31,085.44
Direct Expenses		7.51%		\$2,334.52													Cost Elements & Additives (a) 2.82 Multiplier	\$87,660.94
																	SUBTOTAL (Cost Elements applied to Basic Activities Fee):	\$87,660.94
																	(d) Direct Reimbursables	\$2,334.52
																	Subconsultant- KCA (SBE)	\$10,000.00
																	Total Project Cost:	\$99,995.46
																	Maximum Limiting Amount:	\$100,000.00

O-00416-74

W Selmon Improvements RFQ & Procurement Support (11/1/17 - 6/30/19)

Scope Of Services

Purpose & Need

With their small in-house staff, THEA requires support to provide engineering, procurement and administrative support to meet the requirements of THEA prepare a Scope of Services and advertisement for the PD&E study for the future West Selmon Improvement project.

Scope

Services to be performed include:

1. Assist THEA staff in preparing the Scope of Services for West Selmon Improvement project. (\$21,499)
2. Assist THEA staff in preparing the advertisement for the West Selmon Improvement project. (\$12,900)
3. Coordinate with THEA contracts staff throughout the procurement process. (\$42,697)
4. Provide Project Management and Quality Control support throughout the procurement process. (\$12,900)

Subconsultants- Quigg SBE (\$10,000)

Direct Expenses- (\$2,335)

SBE Participation- 10.0%

Services from 11/1/17 - 6/30/19.

SUMMARY FEE SHEET

ATTACHMENT "A"

PROJECT DESCRIPTION:		Tampa-Hillsborough Expressway Authority						O-00416-75												
GEC CONTRACT NO.:		O-00416-75		E Selmon Resurfacing RFQ & Procurement Support (11/1/17 - 6/30/19)																
PRIME CONSULTANT:		HNTB Corporation																		
ACTIVITY		Project Manager		Chief Eng./Planner Sr. Proj. Eng.		Sr. Eng./Planner/ Specialist		Proj. Engineer/ Planner		Engineer/Planner		Sr. Technician		Clerical		TOTAL		Avg. Hourly Rate		
		Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours	Hourly Rate \$	Man Hours By Activity	Salary Cost By Activity			
Scope of Services Development Support		12	\$1,442.88	16	\$1,338.88	8	\$497.28		\$0.00		\$0.00		\$0.00	4	\$99.20	40	\$3,378.24	\$84.46		
Advertisement Development Support		8	\$961.92	8	\$669.44	8	\$497.28		\$0.00		\$0.00		\$0.00	4	\$99.20	28	\$2,227.84	\$79.57		
Coordination with THEA Contracts Staff		12	\$1,442.88	32	\$2,677.76	32	\$1,989.12	30	\$1,456.80		\$0.00		\$0.00	6	\$148.80	112	\$7,715.36	\$68.89		
Proj Mgmt/Quality Control		8	\$961.92	8	\$669.44	8	\$497.28		\$0.00		\$0.00		\$0.00	4	\$99.20	28	\$2,227.84	\$79.57		
Total Man Hours		40	\$4,809.60	64	\$5,355.52	56	\$3,480.96	30	\$1,456.80	0	\$0.00	0	\$0.00	18	\$446.40	208	\$15,549.28	\$74.76		
Total																				
Basic Activities Maximum Limiting Fees (Salary Costs)																				
Total																				
Cost Elements & Additives																				
Direct Expenses		7.51%		\$1,167.75														(a) 2.82 Multiplier		\$43,848.97
SUBTOTAL (Cost Elements applied to Basic Activities Fee):																				
(d) Direct Reimbursables																				
Subconsultant- Tierra (SBE)																				
Total Project Cost:																				
Maximum Limiting Amount:																				
\$50,000.00																				

O-00416-75

**E Selmon Resurfacing RFQ & Procurement Support (11/1/17 - 6/30/19)
Scope Of Services**

Purpose & Need

With their small in-house staff, THEA requires support to provide engineering, procurement and administrative support to meet the requirements of THEA prepare a Scope of Services and advertisementt for the future Selmon Resurfacing RFQ & Procurement project.

Scope

Services to be performed include:

1. Assist THEA staff in preparing the Scope of Services for Selmon Resurfacing RFQ & Procurement project. (\$9,780)
2. Assist THEA staff in preparing the advertisement for the Selmon Resurfacing RFQ & Procurement project. (\$6,450)
3. Coordinate with THEA contracts staff throughout the advertisement process, including preparation of project documents. (\$22,320)
4. Provide Project Management and Quality Control support throughout the procurement process. (\$6,450)

Subconsultants- Tierra SBE (\$5,000)

Direct Expenses- (\$1,168)

SBE Participation- 10.0%

Services from 11/1/17 - 6/30/19.

SUMMARY FEE SHEET

ATTACHMENT "A"

PROJECT DESCRIPTION:		Tampa-Hillsborough Expressway Authority										O-00416-76							
GEC CONTRACT NO.:		O-00416-76										E Selmon Resurfacing Construction Support (11/1/17 - 6/30/19)							
PRIME CONSULTANT:		HNTB Corporation																	
ACTIVITY	Project Manager		Chief Eng./Planner Sr. Proj. Eng.		Sr. Eng./Planner/ Specialist		Proj. Engineer/ Planner		Engineer/Planner		Sr. Technician		Clerical		TOTAL		Avg. Hourly Rate		
	Man Hours	Hourly Rate \$ 120.24	Man Hours	Hourly Rate \$ 83.68	Man Hours	Hourly Rate \$ 62.16	Man Hours	Hourly Rate \$ 48.56	Man Hours	Hourly Rate \$ 40.32	Man Hours	Hourly Rate \$ 35.04	Man Hours	Hourly Rate \$ 24.80	Manhours By Activity	Salary Cost By Activity			
E Selmon Resurfacing Construction Support	22	\$2,645.28	22	\$1,840.96	24	\$1,491.84	80	\$3,884.80		\$0.00	8	\$280.32	9	\$223.20	165	\$10,366.40	\$62.83		
Total Man Hours	Total Salary [(MHxHR)]		22	\$2,645.28	22	\$1,840.96	24	\$1,491.84	80	\$3,884.80	0	\$0.00	8	\$280.32	9	\$223.20	165	\$10,366.40	\$62.83
																	Total	\$10,366.40	
																	Basic Activities Maximum Limiting Fees (Salary Costs)	\$10,366.40	
																	Cost Elements & Additives		
																	(a) 2.82 Multiplier	\$29,233.25	
																	SUBTOTAL (Cost Elements applied to Basic Activities Fee):	\$29,233.25	
																	(d) Direct Reimbursables	\$778.52	
																	Subconsultants- PSI	\$10,000.00	
																	Subconsultants- (SBE)	\$60,000.00	
																	Total Project Cost:	\$100,011.76	
																	Maximum Limiting Amount:	\$100,000.00	

O-00416-76

E Selmon Resurfacing Construction Support (11/1/17 - 6/30/19)

Scope Of Services

The task work order is for support of the small THEA staff on the E Selmon Resurfacing Construction Support Project. Anticipated work includes coordination and meetings with FDOT, Hillsborough County and other miscellaneous requirements.

Scope

Provide full-time field and plant inspection and coordination services. Services will be to provide daily field inspection of MOT, pavement markings and other activities. Services will include attending meetings, field inspection, quantities and payment **request review. Construction activities are expected to take place during night-time hours. Estimated nine weeks of field inspection is anticipated.**

Services to be performed include:

1. Provide inspection, engineering and administrative support to THEA as the projects are developed.
2. Provide review and coordination of associated submittals.
3. Attend meetings and provide coordination support services with THEA staff.
4. Provide Project Management and Quality Control/Quality Assurance services.

Subconsultants- PSI (\$5,000)
SBE (\$60,000)

Direct Expenses- (\$1,168)
SBE Participation- 60.0%

Services from 11/1/17 - 6/30/19.

IV. B. 2.

Operations & Maintenance Committee

Rafael Hernandez, Staff

In-Lane System Upgrade

1. In-Lane System Upgrade Atkins & TransCore (Attachment) – Rafael Hernandez, Staff

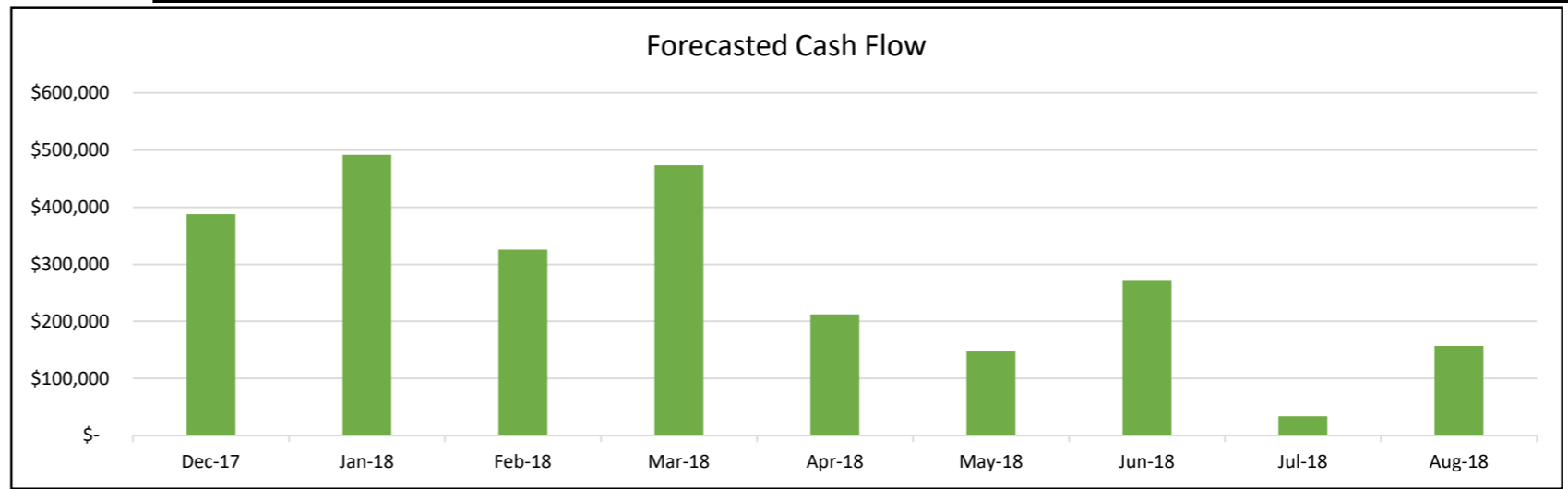
Purpose: To replace THEA’s tolling equipment at the end of its lifecycle.

Item	Vendor	Scope	Quote	Procurement Method	Work Allocation
1	TransCore	Tolling systems installation, integration and testing	\$410,249	THEA Existing Contract	TransCore
2	Atkins	Project management and engineering support	\$153,570	THEA Existing Contract	Atkins
3	Neology / 3M	Hardware and software licenses	\$633,326	New Contract (Sole-Source Technology)	THEA Direct Purchase
4	Acme Barricades	Maintenance of Traffic (MOT) Budget	\$50,000	THEA Existing Contract	
5	Insight Public Sector	CISCO Networking Equipment	\$297,498	FDOT D7 Contract	
6	PRESIDIO/DELL/EMC	Hardware and software licenses	\$583,733	FL. State Contract	
7	APX Enclosures	Rack Enclosures	\$18,670	Purchase Order (PO) per THEA Policy	
8	Infotect	Infotect Software Engineering Services	\$149,600	THEA Existing Contract	
9	JAI Traffic Solutions	Cameras & Spare Parts	\$38,050	THEA Existing Contract	
10	Kenyon and Partners	AET Cabinet Air Conditioning A/C Units	\$166,000	Florida’s Turnpike Enterprise (FTE) Contract	
TOTAL			\$ \$2,500,696		

Funding: \$2,500,696 Capital Budget

Action: Authorization for THEA’s Executive Director to execute contracts using available government cooperative purchasing agreements and THEA procurement policies as per items 1 through 10 listed on the above table.

AET In-lane System Refresh - Cash-flow Analysis 10/14/17															
Item	Vendor	Scope	Procurement Method	Quote	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Cash	
1	TransCore	Tolling systems installation, integration and testing	THEA Existing Contract	\$410,249				\$ 123,075			\$ 164,100		\$ 123,075	\$ 410,249	
2	Atkins	Project management and engineering support	THEA Existing Contract	\$153,570	\$ 17,063	\$ 17,063	\$ 17,063	\$ 17,063	\$ 17,063	\$ 17,063	\$ 17,063	\$ 17,063	\$ 17,063	\$ 153,570	
3	Neology / 3M	Hardware and software licenses	New Contract (Sole-Source Technology)	\$633,326				\$ 316,663	\$ 158,332	\$ 94,999	\$ 63,333			\$ 633,326	
4	Acme Barricades	Maintenance of Traffic (MOT) Budget	THEA Existing Contract	\$50,000					\$ 20,000	\$ 20,000	\$ 10,000			\$ 50,000	
5	Insight Public Sector	CISCO Networking Equipment	FDOT D7 Contract	\$297,498	\$ 297,498									\$ 297,498	
6	PRESIDIO/DELL/EMC	Servers and software licenses	FL. State Contract	\$583,733		\$ 291,867	\$ 291,867							\$ 583,733	
7	APX Enclosures	Rack Enclosures	Purchase Order (PO) per THEA Policy	\$18,670	\$ 18,670									\$ 18,670	
8	Infotect	Infotect Software Engineering Services	THEA Existing Contract	\$149,600	\$ 16,622	\$ 16,622	\$ 16,622	\$ 16,622	\$ 16,622	\$ 16,622	\$ 16,622	\$ 16,622	\$ 16,622	\$ 149,600	
9	JAI Traffic Solutions	Cameras & Spare Parts	THEA Existing Contract	\$38,050	\$ 38,050									\$ 38,050	
10	Kenyon and Partners	AET Cabinet Air Conditioning A/C Units	FDOT FTE Contract	\$166,000		\$ 166,000								\$ 166,000	
Total				\$ 2,500,696	\$ 387,904	\$ 491,552	\$ 325,552	\$ 473,423	\$ 212,017	\$ 148,684	\$ 271,118	\$ 33,686	\$ 156,760	\$ 2,500,696	
											\$ 2,310,250	\$ 190,446	\$ 2,500,696		
											FY18		FY19		Total



THEA System Retrofit Proposal

Provided 10/13/17

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Scope 15

Cost 16

THEA Purchasing Coordination..... 16

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 Scope 16

 Cost..... 16

Cost Summary

This proposal provides the detailed breakdown tasks described for each scope of work effort. Below is a summary of the total cost associated.

Name	Work Detail	TOTAL COST
Nortech IDRIS Replacement	Installation & Configuration of Nortech IDRIS System	\$49,228.00
THEA In-Lane Network Switches	New Switch Installation & Configuration Tasks	\$60,400.00
Server Virtualization	In-Lane Server Conversion to Virtual Machines	\$146,428.00
AC Replacement Supervision	AC Replacement Units/UPS AC in REL	\$27,024.00
System Documentation	Provide System Documentation/Networking to In Lane Equipment	\$36,320.00
Generator Transfer Switch Retrofit	Installation of manual transfer switches for easy application of generator backup power	\$72,449.00
Equipment Coordination and Purchasing	Project Manager to coordinate all purchases and assistance with THEA with overall effort	\$18,400.00
Total		\$410,249.00

Nortech IDRIS Installation & Support Quote

Background

TransCore has worked with 3M's IDRIS department to obtain a quote for 3M to procure and install the Nortech IDRIS system along the Selmon Expressway at all tolling sites. THEA has requested that TransCore provide the physical installation of the IDRIS equipment at each tolling site. Additionally, TransCore will provide additional software development support to ensure that the new IDRIS system is configured properly to work with THEA's tolling hardware.

Scope of Work

This section will provide a detailed breakdown of the scope of work and level of effort required by TransCore to complete this project.

TransCore will provide the physical installation of the Nortech IDRIS hardware along the tolling sites. This includes installation along the 12 tolling sites as well as installation along the reversible express lane. According to 3M, new loops will not need to be cut into the roadway. The technicians will simply need to remove the existing IDRIS hardware and install the new hardware.

1. THEA will procure the IDRIS hardware – to be delivered to TransCore's offices in Tampa, FL
2. TransCore will create an installation schedule for the hardware to be installed at each tolling site after peak traffic hours (i.e. at night)
3. Two THEA approved TransCore tolling technicians will perform the physical installation of the IDRIS units
4. A THEA approved software engineer will be available remotely during the installation to provide support
5. Once hardware is installed, the tolling technicians and software engineer will test that the hardware is working
6. Additional testing will be performed by the software engineer and tolling technicians the following day
7. This process will be completed for all 12 tolling sites
8. For the REL, the work will be completed at the traffic split during the day

From a software development standpoint, TransCore software engineers will be available to provide additional development to ensure that the Nortech IDRIS equipment remains compatible within THEA's tolling network. The reversible express lane will create a unique situation where firmware may require custom development for compatibility. The scope of work and hours outlined in this document include any additional work, not provided by 3M, to ensure compatibility.

Details on Cost

#	RESOURCE	DESCRIPTION	QTY	RATE	TOTAL COST
1	Toll Technician	After-Hours IDRIS installation on 12 tolling sites	72	\$112.00	\$8,064.00
2	Toll Technician	Regular hours REL IDRIS hardware installation	6	\$112.00	\$672.00
3	Toll Technician	Post install testing	48	\$112.00	\$5,376.00
4	Software Engineer	Support during after-hours hardware installation	36	\$209.00	\$7,524.00
5	Software Engineer	Post install testing	24	\$209.00	\$5,016.00
6	Software Engineer	Custom firmware development for REL compatibility	40	\$209.00	\$8,360.00
7	Software Engineer	Custom development to ensure tolling site compatibility	24	\$209.00	\$5,016.00
9	Project Manager	Project Management	40	\$230.00	\$9,200.00
TOTALS			290	NA	\$49,228.00

New Network Switches: Configuration & Installation

Background

THEA has requested for TransCore to research and provide a recommendation for replacing all of THEA’s in-lane networking switches. Additionally, THEA has requested that TransCore provide a proposal to configure the hardware, install the hardware in the field, and provide troubleshooting and testing post installation. This document will outline THEA’s current network switch setup throughout their entire tolling network. It will also include a summarized version of the recommendation put together by TransCore. Finally, the scope of work will include the projected resource hours to configure and troubleshoot the hardware as well as the installation technician hours necessary to physically install the switches in the field.

Current Switch Equipment

The section below contains a high-level overview of the current Cisco switches and network setup throughout THEA’s tolling network. Each switch contains a link to more information from Cisco’s website. For more detailed information on the networking equipment at each site, please refer to the network security document.

- **THEA HQ + DMZ**
 - [Cisco Catalyst 4900M Layer 3 Switch](#) (x2)
 - [Cisco Catalyst 3560 Layer 3 Switch](#) (x1)
 - [Cisco ASA 5516-X](#) (x2)
- **THEA Production Site (REL)**
 - [Cisco Catalyst 4500 Layer 3 Switch](#) (x2)
- **All Field Tolling Sites (13)**
 - [Cisco 3560 Catalyst Layer 3 Switch](#) (x2/site) – 27 total

The table below contains the equipment above, the quantities, and current cost of the equipment for reference. **The costs are based on internet searches and are not a reflection of what the equipment was originally procured for.**

Current In-Lane Switch Equipment		
Model	Location	Qty
Cisco Catalyst 3560	DMZ + All Field Sites	27
Cisco Catalyst 4900M	THEA HQ	2
Cisco Catalyst 4500	THEA Production (REL)	2
Cisco ASA 5516-X	THEA HQ	2
Totals		33

Recommendations

Using the information above, we formed a recommendation that fits in line with the functionality and pricing of the Cisco switches that are currently in place on THEA’s network. The equipment listed below is based on Cisco’s recommendation for comparable, yet up-to-date models.

Recommended In-Lane Switch Equipment		
Switch Model	Location	Qty
Cisco Catalyst 3850 Series	DMZ + All Field Sites	27
Cisco Catalyst 4500X Series	THEA HQ	2
Cisco Catalyst 4507R+E	THEA Production (REL)	2
Cisco ASA 5525-X	THEA HQ	2
Totals		33

Cisco has provided an itemized quotation with the switches listed above, plus all additional components (such as power supplies, wiring, licenses, etc.). This quote has been inspected by TransCore network engineers and given their approval. The quote was submitted to THEA, as their intention was for TransCore to provide a recommendation with the assumption that THEA would procure the equipment. TransCore will provide the network configuration, field installation, testing, and troubleshooting.

Cisco Catalyst 3850 Series Product Overview

Cisco Catalyst 3850-24TD-E

<https://www.cisco.com/c/en/us/products/switches/catalyst-3850-series-switches/index.html?dtid=ossdc000283>

The Cisco Catalyst 3850 series is the enterprise-class standalone and stackable access-layer switch that provides the foundation for full convergence between wired and wireless on a single platform. The Cisco Catalyst 3850 takes advantage of the Cisco Unified Access Data Plane (UADP) application-specific integrated circuit (ASIC). This switch can enable uniform wired-wireless policy enforcement, application visibility, flexibility, application optimization, and superior resiliency. It can help you increase wireless productivity and reduce your TCO.

Main Features:

- Layer 3
- Managed – Full IP Services

- 24 x 10/100/1000 + 2 x 10 Gigabit SFP+
- Rack-Mountable

Cisco Catalyst 4500-X Series Product Overview

WS-C4500X-40X-ES

http://www.cisco.com/c/en/us/products/collateral/switches/catalyst-4500-x-series-switches/data_sheet_c78-696791.html

The Cisco Catalyst 4500-X Series Switch is a fixed aggregation switch that delivers best-in-class scalability, simplified network virtualization, and integrated network services for space-constrained environments in campus networks. It meets business growth objectives with unprecedented scalability, simplifies network virtualization with support for one-to-many (Cisco Easy Virtual Networks [EVN]) and many-to-one (Virtual Switching System [VSS]) virtual networks, and enables emerging applications by integrating many network services.

Main Features

- External USB and SD card support for flexible storage options
- 10/100/1000 RJ-45 console and management port
- IPv6 support in hardware, providing wired-network-rate forwarding for IPv6 networks and support for dual stack with innovative resource utilization
- Dynamic hardware forwarding-table allocations for ease of IPv4-to-IPv6 migration
- Scalable routing (IPv4, IPv6, and multicast) tables, Layer 2 tables, and ACL and quality of service (QoS) entries to make use of eight queues per port and comprehensive security policies per port

Cisco Catalyst 4500E Series Product Overview

WS-C4507RE-S7L+96

http://www.cisco.com/c/en/us/products/collateral/switches/catalyst-4500-series-switches/product_data_sheet0900aecd801792b1.html

The Cisco® Catalyst® 4500 Series Switches enable Borderless Networks, providing high performance, mobile, and secure user experiences through Layer 2-4 switching investments. They enable security, mobility, application performance, video, and energy savings over an infrastructure that supports resiliency, virtualization, and automation. Cisco Catalyst 4500 Series Switches provide borderless performance, scalability, and services with reduced total cost of ownership (TCO) and superior investment protection.

The Cisco Catalyst 4500 Series offers non blocking Layer2/3/4 switching with integrated resiliency, further enhancing control of converged networks. Converged voice/video/data networks with high availability enable business resiliency for enterprise and metropolitan (metro) Ethernet customers deploying Internet-based business applications.

Cisco ASA 5525-X Adaptive Security Appliance

ASA5525-FPWR-K9

<http://www.cisco.com/c/en/us/products/collateral/security/asa-5500-series-next-generation-firewalls/datasheet-c78-733916.html>

The Cisco ASA 5525-X is midrange security appliance that uses the Cisco SecureX framework for a context-aware

approach to security that delivers multiple security services, multigigabit performance, flexible interface options, and redundant power supplies. It is built on the same proven security platform as the rest of the ASA family of security appliances, and has been designed to deliver superior performance for exceptional operational efficiency.

Main Features

- Security Appliance
- 8-Ports
- GigE
- Rack-Mountable (1U)
- FirePower Services

Scope of Work

THEA will procure the hardware and additional equipment. THEA has requested that TransCore provide the network configuration, physical installation, testing, and troubleshooting.

1. THEA Network System Design and Planning
2. Individual Switch Pre-Install Configuration + Bench Test
3. Firewall Configuration
4. Core Switch Installation by Technicians
5. Core Switch Troubleshooting and Testing
6. In-Lane Installation by Technicians
7. Installation Troubleshooting & Testing by Network Engineers
8. Project Management

The scope of work will begin with TransCore network engineers performing system design and planning the installation of the new switch equipment throughout THEA's tolling network. The network engineers will individually configure each switch to work with THEA's network. The network engineers will provide extensive detailed firewall configuration to ensure that network routing throughout THEA's network communicates and works with the new hardware.

Once pre-installation configuration is complete and the switches have been pre-tested, two installation technicians will provide physical installation of the switches during off-peak hours. Switch destinations are differentiated by "Core" and "In-Lane." The Core location includes THEA Production Site at the Reversible Express Lane (REL) and THEA HQ. The In-Lane locations include each individual tolling site (13 locations).

A total of 33 pieces of equipment will be configured and installed by TransCore staff. During installation, a network engineer will be on standby to ensure that the hardware is communicating with the network; providing live testing and troubleshooting.

Finally, project management will be provided from start to finish throughout the duration of the project. This includes detailed project plans, allocation of resources, priority management, and ensuring the project remains on schedule and on budget.

Details on Cost

New Switch Configuration & Installation				
Classification	Task	Hrs.	Cost	Total
Network Engineer	THEA Network System Design and Planning	14	\$192.00	\$2,688.00
Network Engineer	Individual Switch (x33) Pre-Install Config + Bench Test	66	\$192.00	\$12,672.00
Network Engineer	Firewall Configuration	80	\$192.00	\$15,360.00
Installation Technician	Core Switch Installation	28	\$112.00	\$3,136.00
Network Engineer	Core Switch Troubleshooting and Testing	40	\$192.00	\$7,680.00
Installation Technician	In-Lane Switch Installation - 13 Sites + 2 Techs	52	\$112.00	\$5,824.00
Network Engineer	In-Lane Switch Troubleshooting and Testing	20	\$192.00	\$3,840.00
Project Manager	Project Management of Project Activities	40	\$230.00	\$9,200.00
Totals		340	NA	\$60,400.00

In-Lane Server Conversion to Virtual Machines

Background

THEA operates tolling sites along the Selmon Expressway. Each tolling site has a cabinet that hosts the in-lane tolling hardware. From a high-level, the cabinet contains the following pieces of hardware:

- Lane Controller A (LCA)
- Lane Controller B (LCB)
- VES Image Server (VESIS)
- Maintenance Server (MS)
- Switch 01
- Switch 02
- IDRIS Chassis
- Uninterruptable Power Supply (UPS)
- Bypass Switch for UPS
- Extended Batter Module (EBM) for UPS

As it stands now, the tolling cabinets are nearing space capacity. THEA would like to reduce the number of physical servers that reside within the cabinet so that there is room for potential future upgrades. To achieve this without installing larger cabinets, THEA would like to host the tolling servers as virtual machines in one server “chassis.”

THEA has requested that TransCore design and implement a solution that will reduce the number of physical servers within each cabinet along the tolling network. THEA would like to virtualize the tolling hardware servers within the cabinet and host the virtualized server images on a powerful server “chassis”. Ultimately this will reduce the number of physical servers that reside in the cabinet, cooling the cabinet down and creating additional space for future upgrades.

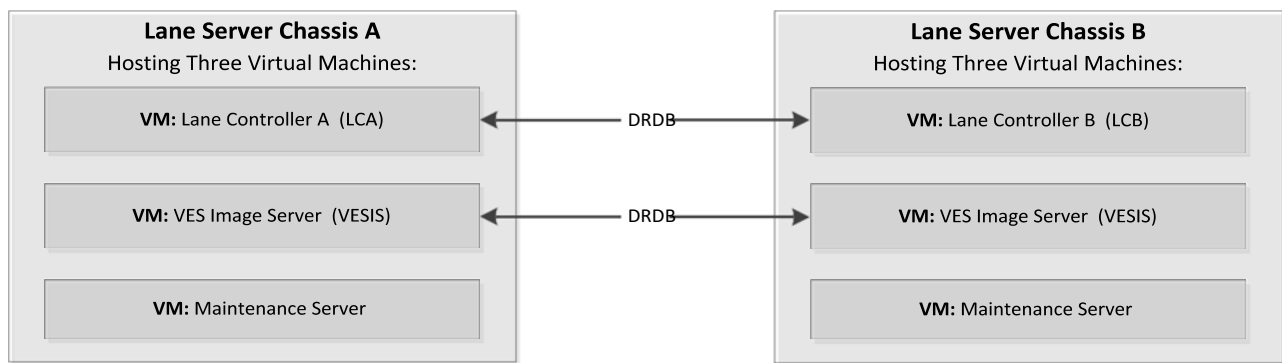
This proposal is for a pilot site where we can test the new functionality. TransCore will design and develop the scripts necessary to virtualize and run the servers using site-15 as the test site. If THEA approves of the functionality, we will issue an additional proposal for implementing this setup at all remaining tolling sites.

Proposal

Using the list above, we can narrow down the hardware that can be hosted virtually (VM):

- Lane Controller A (LCA)
- Lane Controller B (LCB)
- VES Image Server (VESIS)
- Maintenance Server (MS)

These servers can all be hosted virtually. However, we need to have redundancy (aka a failover plan) if LCA goes down. To solve this, we’re proposing installing two new powerful servers that will each act a “chassis” for virtual machines of the servers listed above. Chassis A will host LCA, VESIS, and the MS; Chassis B will host LCB, VESIS, and the MS. If the primary/active server (Chassis A) goes down, Chassis B will take over with no loss of communications or transactions. This will be performed by using DRDB and heartbeat services that syncs the servers and times.



Scope of Work

This scope of work includes the developing, configuration, implementation, physical installation, and testing of the proposal outlined in the section above at tolling site-15 (Willow Ave off-ramp) first as a test, then the remainder of the tolling lane locations. THEA will procure the physical hardware while TransCore will handle the complete installation and implementation of the plan outlined above. A detailed breakdown of work follows:

Building and Testing the Virtual Machines

1. Software engineers will perform a base installation of the operating system on server chassis A and server chassis B – this version of OS will be tweaked for peak performance by only including necessary services
2. Once the base OS is running, the software engineers will build a virtualized VES server image – this will be used for mounting a virtualized version of the VESIS on the server chassis
3. Once the virtualized VESIS is confirmed to run, the software engineers will write script to differentiate virtualized VES server per tolling site – for example this script will let site-15 know that this VESIS is for site-15
4. Software engineers will then need to build a virtualized Lane Controller image – this will be used for mounting virtualized versions of the lane controller (LCA and LCB) on the server chassis
5. Once the virtualized lane controller is confirmed to run on the server chassis, software engineers will write scripts to differentiate the virtualized Lane Controllers per tolling site – allowing for easy future implementation

6. Once all servers are virtualized and confirmed to run, software engineer will write a script for the DRDB and heartbeat services to synchronize between multiple servers (VESIS to VESIS, LCA to LCB, etc.)
7. Software engineers will perform testing in a controlled environment before physically installation at the site is performed
 - Testing will include failover scenarios to ensure that the Server Chassis B takes over when Server Chassis A goes down (and vice versa)

Physical Installation of Server Chassis

1. Once testing is complete, two installation technicians will perform a physical installation after-hours at the tolling sites by removing the following servers:
 - Lane Controller A (LCA)
 - Lane Controller B (LCB)

 - VES Image Server (VESIS)
 - Maintenance Server (if a physical server exists)
2. Once the old servers are removed, Server Chassis A and Server Chassis B will be installed by the installation technicians
3. A software engineer will be on standby to assist with powering up the new servers and ensure that they are working
4. Live testing will be performed to ensure that transactions are flowing as intended
5. TransCore software engineers will monitor the site closely post installation.

Cost

#	Resource	Description	Hours	Rate	Total
1	Software Engineer	Base installation of operating system on server chassis	94	\$209.00	\$19,646.00
2	Software Engineer	Build virtualized VES server image for mounting on server chassis	85	\$209.00	\$17,765.00
3	Software Engineer	Write script to differentiate virtualized VES server per tolling site	62	\$209.00	\$12,958.00
4	Software Engineer	Build virtualized Lane Controller image for mounting on server chassis	66	\$209.00	\$13,794.00
5	Software Engineer	Write script to differentiate virtualized Lane Controllers per tolling site	66	\$209.00	\$13,794.00
6	Software Engineer	Write script for DRDB and heartbeat synchronization between all VMs	71	\$209.00	\$14,839.00
7	Software Engineer	Unit testing prior to installation at site-15	102	\$209.00	\$21,318.00
8	Installation Technician	Physical installation of servers into site-15 cabinet, after-hours	16	\$112.00	\$1,792.00
9	Software Engineer	Post Installation Support	58	\$209.00	\$12,122.00
10	Project Manager	Procurement support for necessary hardware, Coordination and management of efforts above	80	\$230.00	\$18,400.00
Total			700	NA	\$146,428.00

Mclean AC Unit Replacement

Background

The current AC units (Mclean CR43-3081G-036 model) have been determined to have reached the usable lifecycle and require replacement due to consistent and problematic issues. These AC units will be replaced at all tolling cabinet locations to keep all tolling servers and equipment in appropriately climate controlled environments. 2 UPS racks are added that will also include 2 new AC units.

Scope of Work

The scope of work will begin with TransCore technicians coordinating an appropriate time to arrive at the location with the installation contractor. A plan to remove and replace existing units with new equipment will be provided by the installation contractor. TransCore technicians will work together to supervise this task in a timely manner without interfering in daily operations. This work will also include the installation of two new UPS units with extended battery modules at the THEA headquarters tolling equipment racks. These units will be installed during off peak hours and proper wiring completed for the 208/240V plug necessary for these units.

Cost

New AC Supervision of Removal & Installation				
Classification	Task	Hrs.	Cost	Total
Installation Technician	Supervision (18 Sites)	144	\$112.00	\$16,128.00
Project Manager	Project Management of Project Activities	16	\$230.00	\$3,680.00
Totals		160	NA	\$19,808.00

New AC Supervision of Removal & Installation – UPS Racks				
Classification	Task	Hrs.	Cost	Total
Installation Technician	Supervision (2 UPS)	48	\$112.00	\$5,376.00
Project Manager	Project Management of Project Activities	8	\$230.00	\$1,840.00
Totals		24	NA	\$7,216.00

System Documentation

Background

Complete detailed and working documentation on the system from networking to in lane equipment will be updated as a portion of this scope. This will include the SDDD, HDDD and networking diagrams for the system only. Additional documentation will not be included in this scope.

Scope

The scope of the work will begin with both the Project Manager working with the installation technician to create a fully detailed system documentation update from networking to in lane equipment. The Installation technician will provide all network diagrams, on site images and any pertinent information needed for systems document.

Cost

System Documentation from networking to in lane equipment				
Classification	Task	Hrs.	Cost	Total
Installation Technician	Research/Provide Detailed Documentation	160	\$112	\$17,920
Project Manager	Project Management of Project Activities	80	\$230	\$18,400
Totals		240	NA	\$36,320

Generator Transfer Switch Retrofit

Background

The current configuration at the THEA tolling generator sites required an electrician to hard wire electrical wires for the hookup of portable generator operation. This proposal will install manual transfer switches at these locations for the purposes of easy hookup by any individual at these locations for backup power during emergencies or needed activities.

Scope

Install transfer switches at 6 fixed ground generator locations on the Toll Authority system, allowing for the use of a mobile generator as backup to the fixed ground generators.

- 6 Sites include:
 - 22nd Street
 - REL East
 - Willow Street
 - Hyde Park
 - 50th Street
 - East Plaza

The installation effort will consist of the following:

- Provide all labor to install transfer switch and related equipment at each of 6 sites.
- Provide equipment and material:
 - All items required to complete the installation and meet city/county/state electrical code.
 - Test and confirm installation performs as expected.

Generator Transfer Switch Retrofit				
Classification	Task	Hrs.	Cost	Total
Installation Technician	Installation of transfer switches	160	\$112	\$17,920
Project Manager	Project Management of Project Activities	40	\$230	\$9,200
Material	Material necessary for scope		\$45,329	\$45,329
Totals		200	NA	\$72,449

THEA Purchasing Coordination

Background

TransCore’s Project Manager will assist and coordinate all purchases with THEA on the agreed list of projects.

Scope

The coordination and assisting of all purchases will be completed by the designated TransCore Project Manager. The work categories that will fall into the following projects and categories: Nortech IDRIS Replacement, THEA In-Lane Network Switches, Server Virtualization, AC Replacements, and Camera Replacements.

Cost

Equipment Research Assistance and Purchasing				
Classification	Task	Hrs.	Cost	Total
Project Manager	Project Management of Project Activities	80	\$230	\$18,400
Totals		80	NA	\$18,400

Atkins Scope of Service

Toll System Refresh & Infrastructure Improvements
Support FY17 – FY18

Contract T-00156-A

Task **XX**

Capital Program

October 12, 2017

Toll System Refresh & Infrastructure Improvements Support FY17-FY18

I. Scope of Services

Atkins will provide program management support to the Director of Toll Operations for Implementation of the Toll System Refreshment program and related capital work elements as described below.

A. Project Approach

The project will include the following elements:

1. Support for Toll System Refreshment Development, Implementation, Testing & Acceptance

Atkins will provide program management and oversight support for the development, implementation, testing and acceptance of the new refreshed Toll Collection System by the Toll System Integrator (TSI).

To improve efficiency, performance and reduce costs, THEA intends to implement several toll system improvements as part of this refreshment project.

THEA seeks to reduce the number of servers per toll site from 4 to 2 using virtualization. Lane Controller, VES and maintenance server capabilities would be combined onto one physical server device for each toll lane, plus an additional server. THEA intends to conduct an initial Pilot Project at one ramp toll site to confirm acceptable performance before moving forward with the remainder of the toll system implementation.

THEA also seeks to improve transmission of operational data (e.g. images, XMLs, etc.) from the in-lane equipment to the tolling back office system (TBOS) using the new NAS Dell Unity System THEA has just procured. (All data is currently created at the lane-level and sent using FTP to the SAN for processing before being sent to the NAS for long-term storage.) This improvement would apply to both the Production and Disaster Recovery (DR) sites, and would also consider accommodation of future system growth.

THEA requires that the newly refreshed toll collection system accommodate the new functionality required for integration with the Florida statewide Centralized Customer Service System (CCSS).

a. Program Management Support for Toll System Refreshment

Atkins will provide Program Management support of the process and actions related to toll system implementation and interface to the existing systems. This will include Atkins support to THEA related to the interfaces between the existing TBOS and other systems.

Atkins will coordinate regular project status calls and meetings, providing meeting notes, tracking action items, and resolution related to the toll system work. (It is estimated that there will be up to two (2) project status meetings per month over the course of the project (9 mos.) and that most of these will be conducted by phone.)

Toll System Refresh & Infrastructure Improvements Support FY17-FY18

Atkins will develop and track schedules of the toll system efforts to ensure the project team remains focused on the implementation of the toll system and that this is closely coordinated with the other related infrastructure improvements. It is assumed that the TSI will develop their own work schedules to plan and manage their own project work activities. The schedules prepared by Atkins will be based partially on program schedule information provided by the TSI for their own TSI work activities.

b. Support for & Oversight of Toll System Design Development

It is anticipated that rather than a highly formal process, a more collaborative “Agile” -type design process approach will be used. The project design phase is anticipated to have a duration of 3 months, from 12/1/2017 – 2/28/2018.

It is also anticipated that the TSI will provide sufficient design documentation to memorialize the system design, changes from the legacy system, and the refreshed system as approved and implemented. THEA has requested up-to-date technical drawings and documentation on all potential changes to THEA’s tolling network. The TSI will provide the following:

- Refresh current technical design drawings and documents.
- Create new technical design drawings and documents for new hardware installed on the tolling network.
- Software maintenance documentation for all new hardware along the tolling network.

i. Project Management Support

Atkins will provide project management support and subject matter expertise during the project design phase. This will include coordination and oversight of the Toll System Integrator (TSI) team during the system design and integration with the existing system. This will include coordination of project meetings, workshops, phone calls, and emails. Atkins will provide meeting notes, track action items, and resolutions of items.

ii. Design Review Support

Atkins will provide design reviews of TSI-provided documentation and support THEA’s review of project documentation. This will include technical review and support with interface control documents, design documents (preliminary and final), maintenance plan, TSI-updated maintenance procedure documents and various document to support the network design and toll equipment integration to the existing interfaces.

It is anticipated that this effort will include at least two (2) formal reviews of project documentation, and corresponding comment resolution processes for a preliminary and final design document.

It is also estimated that there will be two (2) technical project meetings per month over the course of the project and that most of these will be conducted by phone.

Toll System Refresh & Infrastructure Improvements Support FY17-FY18

c. Support for & Oversight of Toll System Testing

Atkins will provide support during the toll system testing phase, with an anticipated duration of 2 months, between 3/1/2018 – 4/30/2018. It is anticipated that there will be up to 11 test sites.

During this time, **Atkins will provide technical expertise in reviewing the TSI test documents and advisory services to THEA related to the testing.**

Additionally, **Atkins will observe and record observations and the action items from the TSI-conducted testing.** This applies to all aspects of the toll system, including integration to the TBOS, communication system, and other affected systems and equipment, which is part of the procurement.

d. Support for & Oversight of Toll System Implementation & Commissioning

During the installation and commissioning of the refreshed toll system, **Atkins will provide staff to verify the TSI's effort is complete and follows the approved design documentation and specifications (as applicable) in the contract.** This may include without limitation: on-site inspections, reports, advisory services to THEA, and coordination with THEA's team to facilitate proper scheduling and commissioning to toll collection. The duration of this effort is expected to be 6 mos. between 1/1/2018 - 6/30/2018. It is anticipated that there will be up to 11 test sites.

As part of the commissioning process, Atkins will provide coordination support for the "go-live" implementation of the toll system.

e. Support for Post-Implementation Operations, Audit & Acceptance

Atkins will provide support to THEA following the implementation of the new refreshed toll system. Post- Implementation phase expected duration is 2 mos. 7/1/2018 - 8/31/2018. This will include support and advisory services related to the operations, TSI re-testing and limited review or audit of data and support of punch list corrective items. Within the limits of this budget, this subtask may also include the following activities without limitation:

1. Coordinate and support the operational issues for the first sixty (60) days
2. Oversee meetings with contractor relative to resolution of issues (6 meetings)
3. Review of contractor milestone payments
4. Substantial completion review
5. Final Acceptance review and opinion
6. Support as-built document review
7. Project Management support to THEA project manager

Toll System Refresh & Infrastructure Improvements Support FY17-FY18

2. Support for REL Site Improvements

THEA is exploring the opportunities for improving the toll facility infrastructure along the REL that supports the toll collection system. The improvements would focus on improving toll system security and its operating environment.

THEA is concerned over potential overheating of toll equipment at the REL toll facility sites possibly due to inadequate ventilation, air conditioning, or other environmental factors. Options under consideration include the following:

- New AC at Reversible Express Lane
- Modify REL open air room to increase ventilation and add new replacement AC units
- Modify REL to make an insulated enclosed room with AC.
- Conversion of the Selmon East Toll Plaza vault to a Data Center as addressed in Section b., below.

Atkins will visit the REL toll facility sites to identify and review options for remedy.

Atkins will prepare a report with recommendations.

B. Project Management

Atkins services will include Project Management. Atkins will coordinate regular project status calls and meetings, providing meeting notes, tracking action items, and resolution related to the work. Atkins will coordinate and support communications with all team members throughout the project execution. This subtask includes misc. PM coordination, mtg support, etc. activities not included in Subtask 1.

The Atkins team will be led by Tom Knuckey as Project Manager, and will include support, as needed, for various Atkins resources.

Don Erwin will serve as Atkins lead technical resource. Additional resources may include Luis Hevia for support and documentation, Kit Hopkins for coordination, and an Atkins QC resource.

II. Schedule

A high-level summary of this schedule is provided below:

- Notice to Proceed: November 1, 2017.
- Completion of project and final status report: October 31, 2018.

III. Fee Summary

It is understood that this is time and materials task order and that all fee information is estimated based on the stated number of hours of support.

Toll System Refresh & Infrastructure Improvements Support FY17-FY18

TOTAL FEE SUMMARY
ATKINS
Tampa Hillsborough Expressway Authority (THEA)
Contract T-00516-A
Toll System Refresh & Infrastructure Improvements Support FY17 – FY18

Task	Est. Hours	Subconsultant Fee	Atkins Fee	Total Fee
Task 00 - Project Management	118	\$ -	\$ 24,254.00	\$ 24,254.00
Task 01 - Support for Toll System Refreshment Development, Implementation, Testing & Acceptance	832	\$ -	\$ 119,997.00	\$ 119,997.00
Task 02 - Support for REL Site Improvements	46	\$ -	\$ 9,319.00	\$ 9,319.00
TOTAL	996	\$ -	\$ 153,570.00	\$ 153,570.00
Subconsultant - Non SBE Participation			0%	
Subconsultant - SBE Participation			0%	

TOTAL FEE SUMMARY
ATKINS
Tampa Hillsborough Expressway Authority (THEA)
Contract T-00516-A
Toll System Refresh & Infrastructure Improvements Support FY17 – FY18

Task	Est. Hours	Subconsultant Fee	Atkins Fee	Total Fee
Task 00 - Project Management	118	\$ -	\$ 24,254.00	\$ 24,254.00
Task 01 - Support for Toll System Refreshment Development, Implementation, Testing & Acceptance	832	\$ -	\$ 119,997.00	\$ 119,997.00
Task 02 - Support for REL Site Improvements	46	\$ -	\$ 9,319.00	\$ 9,319.00
TOTAL	996	\$ -	\$ 153,570.00	\$ 153,570.00
Subconsultant - Non SBE Participation			0%	
Subconsultant - SBE Participation			0%	

TASK COST SUMMARY

ATKINS

Tampa Hillsborough Expressway Authority (THEA)

Contract T-00516-A

Toll System Refresh & Infrastructure Improvements Support FY17 – FY18

Task 00 - Project Management

Project Classification	Rate	Hours	Cost
Principal-In-Charge	\$ 109.47	0	\$ -
Project Manager	\$ 96.47	12	\$ 1,157.64
Sr. Advisory Consultant	\$ 88.87	70	\$ 6,220.79
Sr. Analyst/Engineer/Architect IV	\$ 80.29	0	\$ -
Sr. Analyst/Engineer/Architect III	\$ 72.50	0	\$ -
Sr. Analyst/Engineer/Architect III	\$ 65.60	0	\$ -
Sr. Analyst/Engineer/Architect II	\$ 60.00	0	\$ -
Sr. Analyst/Engineer/Architect II	\$ 56.15	0	\$ -
Sr. Analyst/Engineer/Architect II	\$ 43.08	0	\$ -
Sr Network Analyst	\$ 59.42	0	\$ -
Technician/Designer	\$ 27.45	0	\$ -
Admin / Clerical	\$ 30.24	36	\$ 1,088.64
Total Direct Labor		118	\$ 8,467.07
Overhead*	147.94%		\$ 12,526.18
Operating Margin	35.50%		\$ 3,005.81
Fixed Capital Cost of Money	0.05%		\$ 4.49
Direct Expenses**	0.00%		\$ 250.00
<i>** misc reimbursable</i>			
Subtotal			\$ 24,253.55
Rounded			\$ 24,254.00
Subconsultants (SBE)			% of Total Fee
(Subconsultant SBE-1)	\$ -	0%	\$ -
Subconsultants (Non-SBE)			% of Total Fee
(Subconsultant Non-SBE-1)	\$ -	0%	\$ -
(Subconsultant Non-SBE-2)	\$ -		
TOTAL COST			\$ 24,254.00
Use			\$ 24,254.00

TASK COST SUMMARY

ATKINS

Tampa Hillsborough Expressway Authority (THEA)

Contract T-00516-A

Toll System Refresh & Infrastructure Improvements Support FY17 – FY18

Task 01 - Support for Toll System Refreshment Development, Implementation, Testing & Acceptance

Project Classification	Rate	Hours	Cost
Principal-In-Charge	\$ 109.47	0	\$ -
Project Manager	\$ 96.47	32	\$ 3,087.03
Sr. Advisory Consultant	\$ 88.87	248	\$ 22,039.36
Sr. Analyst/Engineer/Architect IV	\$ 80.29	24	\$ 1,926.96
Sr. Analyst/Engineer/Architect III	\$ 72.50	0	\$ -
Sr. Analyst/Engineer/Architect III	\$ 65.60	0	\$ -
Sr. Analyst/Engineer/Architect II	\$ 60.00	24	\$ 1,440.00
Sr. Analyst/Engineer/Architect II	\$ 56.15	0	\$ -
Sr. Analyst/Engineer/Architect II	\$ 43.08	0	\$ -
Sr Network Analyst	\$ 59.42	0	\$ -
Technician/Designer	\$ 27.45	504	\$ 13,834.55
Admin / Clerical	\$ 30.24	0	\$ -
Total Direct Labor		832	\$ 42,327.90
Overhead*	147.94%		\$ 62,619.90
Operating Margin	35.50%		\$ 15,026.40
Fixed Capital Cost of Money	0.05%		\$ 22.43
Direct Expenses**	0.00%		\$ -
<i>** misc reimbursable</i>			
		Subtotal	\$ 119,996.63
		Rounded	\$ 119,997.00
		% of Total Fee	
Subconsultants (SBE)		0%	\$ -
(Subconsultant SBE-1)	\$ -		
Subconsultants (Non-SBE)		0%	\$ -
(Subconsultant Non-SBE-1)	\$ -		
(Subconsultant Non-SBE-2)	\$ -		
	TOTAL COST		\$ 119,997.00
	Use		\$ 119,997.00

TASK MAN-HOUR ESTIMATE
ATKINS
Tampa Hillsborough Expressway Authority (THEA)
Contract T-00516-A
Toll System Refresh & Infrastructure Improvements Support FY17 – FY18

Task 01 - Support for Toll System Refreshment Development, Implementation, Testing & Acceptance

<i>Principal-In-Charge</i>	<i>Project Manager</i>	<i>Sr. Advisory Consultant</i>	<i>Sr. Analyst/Engineer/Architect IV</i>	<i>Sr. Analyst/Engineer/Architect III</i>	<i>Sr. Analyst/Engineer/Architect III</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr Network Analyst</i>	<i>Technician/Designer</i>	<i>Admin / Clerical</i>	<i>Total</i>
<i>TD</i>	<i>TK</i>	<i>DE</i>	<i>RL+CEI</i>	<i>AL</i>	<i>LH (QC)</i>	<i>BA</i>	<i>JW</i>	<i>KR</i>	<i>KS</i>	<i>JF</i>	<i>KH</i>		
0	24	60	0	0	0	0	0	0	0	32	0	116	
		24											
	24	28								24			
		8								8			

a. Program Management Support for Toll System Refreshment

Provide Program Management support of the process and actions related to toll system implementation and interface to the existing systems.
 (Assumption: Project Duration 9 mos.)

Coordinate regular project status calls and meetings, providing meeting notes, tracking action items, and resolution related to the toll system work.
 (Assumption: Up to two (2) project status meetings per month over the course of the project (9 mos.) and that most of these will be conducted by phone.)
 (Assumption: This subtask includes PM activities directly associated with the Toll System Refresh project not included in Subtask 0.)

Develop and track schedules of the toll system efforts.

TASK MAN-HOUR ESTIMATE
ATKINS
Tampa Hillsborough Expressway Authority (THEA)
Contract T-00516-A
Toll System Refresh & Infrastructure Improvements Support FY17 – FY18

Task 01 - Support for Toll System Refreshment Development, Implementation, Testing & Acceptance												
<i>Principal-In-Charge</i>	<i>Project Manager</i>	<i>Sr. Advisory Consultant</i>	<i>Sr. Analyst/Engineer/Architect IV</i>	<i>Sr. Analyst/Engineer/Architect III</i>	<i>Sr. Analyst/Engineer/Architect III</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr Network Analyst</i>	<i>Technician/Designer</i>	<i>Admin / Clerical</i>	<i>Total</i>
<i>TD</i>	<i>TK</i>	<i>DE</i>	<i>RL+CEI</i>	<i>AL</i>	<i>LH (QC)</i>	<i>BA</i>	<i>JW</i>	<i>KR</i>	<i>KS</i>	<i>JF</i>	<i>KH</i>	
0	0	48	0	0	0	8	0	0	8	40	0	104
i. Project Management Support Provide project management support and subject matter expertise during the project design phase. Coordination and oversight of the Toll System Integrator (TSI) team during the system design and integration with the existing system. (Assumption: Subtask expected duration 3 mos. 12/1/2017 - 2/28/2018)												
		24								24		
Coordination of project meetings, workshops, phone calls, and emails. Provide meeting notes, track action items, and resolutions of items. (Assumption: Included in Subtask a., above)												
0	0	0	0	0	0	0	0	0	0	0	0	
ii. Design Review Support Provide design reviews of TSI-provided documentation and support THEA's review of project documentation. Technical review and support with interface control documents, design documents (preliminary and final), maintenance plan, TSI-updated maintenance procedure documents and various document to support the network design and toll equipment integration to the existing interfaces. (Assumption: Most of the TSI toll system development effort will take place during the Pilot Project for toll Server Virtualization.) (Assumption: This task (Refresh of Toll System) will only address replacement of existing toll system equipment will include no material facility or electrical infrastructure improvements.) (Assumption: This effort will include at least two (2) formal reviews of project documentation, and corresponding comment resolution processes for a preliminary and final design document.) (Assumption: There will be two (2) technical project meetings per month over the course of the project and that most of these will be conducted by phone....Included in Subtask a., above.)												
		24				8			8	16		

TASK MAN-HOUR ESTIMATE
ATKINS
Tampa Hillsborough Expressway Authority (THEA)
Contract T-00516-A
Toll System Refresh & Infrastructure Improvements Support FY17 – FY18

Task 01 - Support for Toll System Refreshment Development, Implementation, Testing & Acceptance													
<i>Principal-In-Charge</i>	<i>Project Manager</i>	<i>Sr. Advisory Consultant</i>	<i>Sr. Analyst/Engineer/Architect IV</i>	<i>Sr. Analyst/Engineer/Architect III</i>	<i>Sr. Analyst/Engineer/Architect III</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr Network Analyst</i>	<i>Technician/Designer</i>	<i>Admin / Clerical</i>	<i>Total</i>
<i>TD</i>	<i>TK</i>	<i>DE</i>	<i>RL+CEI</i>	<i>AL</i>	<i>LH (QC)</i>	<i>BA</i>	<i>JW</i>	<i>KR</i>	<i>KS</i>	<i>JF</i>	<i>KH</i>		
0	0	56	0	0	0	0	0	0	0	0	52	0	108
		12									8		
		44									44		
0	0	44	0	0	0	0	0	0	0	0	44	0	88
		44									44		

c. Support for & Oversight of Toll System Testing

Provide technical expertise in reviewing the contractors test documents and advisory services to THEA related to the testing.

(Assumption: Testing phase expected duration 2 mos. 3/1/2018 - 4/30/2018.)

Observe and record observations and the action items from the contractor conducted testing.

This applies to all aspects of the toll collection system, including without limitation the following:

- i. Integration to the TBOS
- ii. Communication system
- iii. Other affected systems and equipment, which are part of the procurement.

(Assumption: Up to 11 test sites.)

d. Support for & Oversight of Toll System Implementation & Commissioning

Provide support to verify the TSI's effort is complete and follows the approved design documentation and specifications (as applicable) of the toll collection system refreshment.

This may include without limitation: on-site inspections, reports, advisory services to THEA, and coordination with THEA's team to facilitate proper scheduling and commissioning to toll collection.

(Assumption: Impelmentation phase expected duration 6 mos. 1/1/2018 - 6/30/2018.)

(Assumption: Up to 11 test sites.)

TASK MAN-HOUR ESTIMATE
ATKINS
Tampa Hillsborough Expressway Authority (THEA)
Contract T-00516-A
Toll System Refresh & Infrastructure Improvements Support FY17 – FY18

Task 01 - Support for Toll System Refreshment Development, Implementation, Testing & Acceptance

<i>Principal-In-Charge</i>	<i>Project Manager</i>	<i>Sr. Advisory Consultant</i>	<i>Sr. Analyst/Engineer/Architect IV</i>	<i>Sr. Analyst/Engineer/Architect III</i>	<i>Sr. Analyst/Engineer/Architect III</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr. Analyst/Engineer/Architect II</i>	<i>Sr Network Analyst</i>	<i>Technician/Designer</i>	<i>Admin / Clerical</i>	<i>Total</i>
<i>TD</i>	<i>TK</i>	<i>DE</i>	<i>RL+CEI</i>	<i>AL</i>	<i>LH (QC)</i>	<i>BA</i>	<i>JW</i>	<i>KR</i>	<i>KS</i>	<i>JF</i>	<i>KH</i>		
0	8	40	24	0	0	16	0	0	0	0	0	0	88
	8	40	24			16							
0	0	0	0	0	0	0	0	0	0	0	0	0	0
0	32	248	24	0	0	24	0	0	8	168	0	0	504

e. Support for Post-Implementation Operations, Audit & Acceptance

Provide support and advisory services related to the operations, TSI re-testing and limited review or audit of data and support of punch list corrective items.

(Assumption: Post- Implementation phase expected duration is 2 mos. 7/1/2018 - 8/31/2018.)

(Assumption: This subtask will take no more than two (2) months.)

(Assumption: Within the limits of this budget, this subtask may also include the following activities without limitation:

1. Coordinate and support the operational issues for the first sixty (60) days
2. Oversee meetings with contractor relative to resolution of issues (Up to 6 meetings)
3. Review of contractor milestone payments
4. Substantial completion review
5. Final Acceptance review and opinion
6. Support as-built document review
7. Project Management support to THEA project manager

f. Total Hours

TASK COST SUMMARY

ATKINS

Tampa Hillsborough Expressway Authority (THEA)

Contract T-00516-A

Toll System Refresh & Infrastructure Improvements Support FY17 – FY18

Task 02 - Support for REL Site Improvements

Project Classification	Rate	Hours	Cost
Principal-In-Charge	\$ 109.47	0	\$ -
Project Manager	\$ 96.47	6	\$ 578.82
Sr. Advisory Consultant	\$ 88.87	6	\$ 533.21
Sr. Analyst/Engineer/Architect IV	\$ 80.29	0	\$ -
Sr. Analyst/Engineer/Architect III	\$ 72.50	16	\$ 1,160.00
Sr. Analyst/Engineer/Architect III	\$ 65.60	6	\$ 393.60
Sr. Analyst/Engineer/Architect II	\$ 60.00	0	\$ -
Sr. Analyst/Engineer/Architect II	\$ 56.15	8	\$ 449.20
Sr. Analyst/Engineer/Architect II	\$ 43.08	4	\$ 172.32
Sr Network Analyst	\$ 59.42	0	\$ -
Technician/Designer	\$ 27.45	0	\$ -
Admin / Clerical	\$ 30.24	0	\$ -
Total Direct Labor		46	\$ 3,287.15
Overhead*	147.94%		\$ 4,863.01
Operating Margin	35.50%		\$ 1,166.94
Fixed Capital Cost of Money	0.05%		\$ 1.74
Direct Expenses**	0.00%		\$ -
<i>** misc reimbursable</i>			
		Subtotal	\$ 9,318.84
		Rounded	\$ 9,319.00
		% of Total Fee	
Subconsultants (SBE)		0%	\$ -
(Subconsultant SBE-1)	\$ -		
Subconsultants (Non-SBE)		0%	\$ -
(Subconsultant Non-SBE-1)	\$ -		
(Subconsultant Non-SBE-2)	\$ -		
	TOTAL COST		\$ 9,319.00
	Use		\$ 9,319.00



Science.
Applied to Life.™

TransCore
Tampa Hillsborough Expressway
Authority (THEA)

Automated Vehicle Classification (AVC) Evaluation

ORIGINAL

Date

Part A. Implementation of 3M AVC at THEA

The Scope of Work contains requirements relating to the implementation of 3M AVC at the THEA sites in the Tampa Bay area listed below:

Site	Type	Lanes	Shoulders
10	On Ramp	1	1
15	Off Ramp	1	1
20	Main Line	2	2
25	Main Line	2	1
30	Off Ramp	1	1
35	On Ramp	1	1
40	On Ramp	1	1
45	Off Ramp	1	1
50	On Ramp	1	1
55	Off Ramp	2	2
60	Main Line	3	2
65	Main Line	2	2
REL	Reversible Express Lane	3	2

Each travel lane provides classification and contains AVC axle loops. Shoulder lanes contain only main loops and are not instrumented to provide classification.

The following are requirements defined for 3M and TransCore:

1. For each phase listed above, conduct site survey to evaluate site condition, suitability, and configuration.

3M will:

- a. conduct physical inspection of the road surface, loops, loop sealant, splice joints, junction boxes, terminations, etc.; and
- b. review available drawings for potential sources of interference (rebar, electrical/power lines, etc.).

2. AVC Hardware configuration

3M will:

- a. determine the AVC hardware configuration based on the number of lanes being supported;
- b. provide AVC hardware and AVC software as part of 3M's pricing proposal.

3. Verification of existing AVC loop integrity

AVC loops were previously installed and exist at the target site, but must have integrity verified.

3M will:

- a. measure each existing loop to ensure electrical integrity using inductance, Q, resistance, and impedance to ground (check condition of insulation using a mega ohm tester);
- b. record all measurements;
- c. re-measure any loop at the junction box/point that failed step 1 – if the measurement at the splice also fails, the loop or defect will be identified for replacement.

- d. low or damaged sealant must be added or replaced (see note).

Note: Loop and/or feeder wire identified as needing replacement must be replaced by the TRANSCORE or TRANSCORE's subcontractor, with 3M assistance and/or supervision (if purchased). All work related to loop or sealant replacement or repair (wire, sealant, contractor labor, equipment, etc.) are outside this Scope of Work and will be arranged by TRANSCORE. All materials to be supplied by TRANSCORE or TRANSCORE's subcontractor. Retesting of loops and/or feeder wire by 3M after replacement would be at additional cost and is not included in this work scope.

4. Cabinet and power requirements

TRANSCORE or their designated contractor will:

- a. provide and install a suitable cabinet or enclosure to house the AVC unit with proper facility power and grounding, in accordance with 3M requirements;
- b. procure & provide installation materials as required, including loop wire, shielded wire, loop sealant, conduit, solder, etc.

5. Network Connectivity, Devices, & Setup

TRANSCORE or their designated agent will:

- a. provide all network devices, access, and IP information needed to configure the AVC unit;
- b. provide network connectivity & management.

6. Installation of the AVC unit and connection to loops.

3M will:

- a. terminate loops to connectors that are compatible with the supplied AVC hardware;
- b. connect the feeder wires and cable harness to the surge panel;
- c. connect the cable harness to the back of the 3M AVC unit;
- d. configure detector switches and perform detector calibration.

TRANSCORE or their designated agent will:

- e. provide all materials not specifically provided by 3M to accomplish the work noted in items 6a through td.

7. Configuration of AVC firmware for road/loop layout.

3M will:

- a. configure firmware files on the AVC unit compact flash;
- b. configure network and related parameters provided by TRANSCORE on the AVC compact flash.

8. Tuning of AVC Loops & Detectors.

3M will:

- a. test for proper loop connection;
- b. tune the loop detectors to optimal frequencies for minimal noise and cross-talk.

Note: additional fine tuning of AVC is available on a per hour remote fee rate as outlined on the attached price proposal

9. Verification of AVC operation using sample vehicles.

3M will:



- a. record system loop data while sample vehicles traverse the loop array;
- b. evaluate processing to determine if there are any environmental factors or problems with loops;
- c. check AVC software to verify operation.

Note: Gathering data and performing a ground truth, accuracy study, or advanced classification tuning after the initial install is outside of the scope of this response, and must be addressed separately.

10. Installation/work timeframe

3M will require:

- a. up to two (2) days per site for onsite installation and related work for items;
- b. up to one (1) day contingent for troubleshooting, weather, etc.;
- c. up to two (2) days onsite or remote support for AVC system operational validation;

Number of days estimated above is based on maximum expectations and will be dependent on condition of the existing loops, infrastructure, and weather and/or environmental conditions.

11. Post-installation maintenance & support

3M will:

- a. provide remote technical support during warranty period to investigate problem reports and perform system adjustments;
- b. provide optional onsite support if requested and purchased, following the guidelines and assumptions stated in this document.

TRANSCORE will:

- a. Provide remote network connection to the AVC unit (requires access to be provided/allowed by TRANSCORE); or
- b. Local TRANSCORE technicians or engineers will access the AVC unit, harvest raw data & logs, and transmit files (via FTP, Dropbox, etc. - method to be determined) as needed to facilitate 3M remote support activities;.
- c. Perform general and routine maintenance of the AVC system, supported remotely by 3M.

12. Software integration support

In order to support TRANSCORE develop the new lane software and integrate that with 3M AVC solution, 3M will:

- a. Provide documentation and answer questions around AVC API at no cost

If TRANSCORE encounters AVC issues during integration, 3M will provide support based on the following formats:

- b. Telephone and email based support
- c. Remote analysis of ground truth (and related video) provided by TRANSCORE

3M will not:

- e. Develop new features
- f. Modify classification around a single or small test vehicle sample set to prevent degrading overall performance of live system.
- d. Modify the format of the existing AVC data structure
- e. Provide onsite diagnosis (if remote performance analysis couldn't solve the issue). This would be at additional cost and is outside of this work scope.

TRANSCORE will:

- g. Provide synchronized AVC data and video according to 3M requirements at no charge
- h. Analyze video and data to build ground truth tables (per 3M instructions) and supply to 3M.

13. 3M also lists the following assumptions related to Part A work scope:

The listed assumptions form the basis of 3M configuration projections, support requirements, and fee estimates. All statements, fees, and expenses set forth in this statement of work are contingent upon the accuracy of these assumptions. This SOW is subject to change, and additional costs, in the event that any such assumption turns out to be incorrect.

- a. One (1) 3M AVC unit will be associated with one (1) TRANSCORE lane controller and will handle one (1) non-reversible direction of travel.
- b. Travel lanes consist of one (1) entry loop, one (1) exit loop, one (1) trigger loop, and four (4) axle loops.
- c. Shoulder lanes consist of one (1) entry loop, one (1) exit loop, and one (1) trigger loop. No axle loops are installed.
- d. Axle classification is not required for any lane that does not have axle loops implemented.
- e. 3M AVC will provide axle-based classification for ORT lanes that are physically adjacent, and each lane has a width no greater than 13ft.
- f. 3M AVC software will only reside on a 3M provided AVC hardware platform and will communicate directly with a single lane controller via TCP/IP communications.
- g. No other device or intermediary system will be positioned between the 3M provided AVC loop detectors and the lane controller.
- h. TRANSCORE accepts responsibility for all network implementation and maintenance, including NTP or similar time synchronization methods.
- i. Loops are the most critical item in a 3M AVC system. They must be installed to exact specifications, else the system will not function at optimal efficiency. If the loops are not installed to meet 3M specifications, TRANSCORE accepts responsibility for system performance.
- j. Loops will only be installed in straight sections of roadway, and will not be located in or close to curves. Loops will be installed in symmetrical lanes of uniform width.
- k. Triggers will be supplied by 3M AVC in the form of software messages via TCP/IP to the TRANSCORE lane controller. If a detector's opto-isolated detector output is used for (hardware) triggering purposes, 3M makes no performance guarantee.
- l. No redundancy requirements have been identified for 3M AVC.
- m. All lanes jointly composing a site will have similar construction characteristics (for example: rebar, interference sources, metal support structures, power sources/lines, power, and road composition (asphalt, concrete, asphalt overlay on top of concrete, etc.).
- n. MOT and road closures will be provided by TRANSCORE or their contractor. 3M will not be responsible for road closures or any liability related to road closure.
- o. Specific spare parts were not requested by TRANSCORE and have not been included in this statement of work.

- p. The TRANSCORE engineering team will perform all lane controller integration work.
- q. Facility power, structures, grounding, and access will be available and meet 3M requirements.
- r. 3M Personnel will have access to all buildings and facilities needed to complete the scope of work, supervised by TRANSCORE personnel and in accordance with TRANSCORE policies.
- s. All loops and roadway meet 3M specifications for AVC loops.
- t. If the 3M AVC system (or loops) is implemented in a configuration that violates 3M design specifications, or is implemented in a way wherein traffic crosses over the loops such that normal AVC processing is impeded, performance degradation can occur depending on the extent or type of deviation. 3M will not be held responsible for any degradation of performance or improper processing resulting from improper implementations. Examples include:
 - 1) Lanes with gaps between adjacent lanes that are marked for non-use;
 - 2) Shoulder areas that are wide enough to permit vehicles to substantially straddle into the shoulder area but do not have loops installed, or have no physical lane discipline to prevent vehicles from entering the area.
- u. Axle classification is based on axle count and assumes tires are in contact with the road surface. This SOW does not make claim to any specific performance values. Performance shall only be evaluated for normally occurring real (live) traffic using a statistically viable sample size of approximately 10,000 vehicles.
 - 1) Any TRANSCORE or other test scripts not provided by 3M that are used to evaluate the AVC system will be made available to 3M at least two (2) weeks in advance of testing to allow for validation of and review. Software will not be adjusted to compensate or adjust for test conditions);
 - 2) AVC software will not be adjusted to meet test conditions or scenarios. Customized adjustments to pass specific test conditions typically degrade performance when installed in live environments.
 - 3) Overall performance is per AVC unit; i.e. only the lanes connected to a single AVC unit.
 - 4) Accuracy relates to the aggregate of all vehicles classes, not a specific vehicle class or type. It is derived using the following formula and is limited to eligible vehicles that meet the criteria established within this SOW:

$$(\text{Total \# Accurately Classified Vehicles}) / (\text{Total \# Vehicles}) \times 100 = \text{Overall Accuracy Percentage}$$

14. Not included in this proposal:

- a. Migration of other site not specifically listed in this SOW;
- b. Mutually agreeable software support agreement (outside of this work scope).

The pricing on the next page can be used as a guide. Labor and services figures are provided for the Initial Site only. Costs for AVC loop supervision and onsite work for other sites listed will be provided separately. Quotations are valid for 60 days. All equipment purchases are governed solely by the attached Terms and Conditions.

Pricing

AVC hardware and software									
# of lanes	# of shoulders	Reversible	# of sites	SKU	Description	# of detectors	Unit price	Total Price	
1	1	No	7	75-0302-5012-2	AVC rack & S/W	3	\$28,995	\$202,965	
2	1	No	1	75-0302-5014-8	AVC rack & S/W	5	\$37,995	\$37,995	
2	2	No	3	75-0302-5015-5	AVC rack & S/W	6	\$43,995	\$131,985	
3	2	No	1	75-0302-5017-1	AVC rack & S/W	8	\$56,995	\$56,995	
3	2	Yes	1	75-0302-5017-1	AVC rack & S/W	8	\$56,995	\$56,995	
			13	75-0302-2331-9	WIBU card	13	\$1,450	\$18,850	
								\$505,785	
								After 5% discount	\$480,496

Spare parts				
Description	SKU	Unit Price	# of units	Total price
TD724ID3 detector card	75030252680	\$1,230	4	\$4,920
Lightening Protection Module inline	75030252698	\$230	4	\$920
PS015 60W 15V Power Supply	75030252706	\$1,350	4	\$5,400
IDP608 x86 carrier + processor	75030252714	\$5,750	2	\$11,500
3-detector AVC rack (no software)	75030250015	\$15,940	1	\$15,940
				\$38,680

Services				
Description	Estimates	Standard Price	After 10% discount	Total price
Existing loop inspection & site survey	4 lanes/day	\$250/hr	\$225/hr	\$17,550
Loop installation supervision (if needed)	2 lanes/day	\$250/hr	\$225/hr	\$35,100
AVC unit installation & connect with loops	2 sites/day	\$250/hr	\$225/hr	\$11,700
AVC firmware configuration	1 site/day	\$250/hr	\$225/hr	\$23,400
Tuning of AVC loops and detectors	1 site/day	\$250/hr	\$225/hr	\$23,400
				\$111,150

Travelling expenses budget	
\$100/trip	\$3,000 total

Total price	\$633,326
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SOLD-TO PARTY 10071736

TRANSCORE LP
 3721 TECPORT DR STE 102
 HARRISBURG PA 17111-1200

SHIP-TO PARTY

TRANSCORE LP
 3721 TECPORT DR STE 102
 HARRISBURG PA 17111-1200

We deliver according to the following terms:

Payment Terms : Net 30 days
Ship Via : Insight Assigned Carrier/Ground
Terms of Delivery : FOB ORIGIN
Currency : USD

Quotation	
Quotation Number	: 218878724
Document Date	: 13-APR-2017
PO Number	: 24 PORT 3850
PO Release	:
Sales Rep	: Todd Kimball
Email	: TODD.KIMBALL@INSIGHT.COM
Telephone	: 4801115037 X 5037

Material	Material Description	Quantity	Unit Price	Extended Price
WS-C4500X-40X-ES	Cisco Catalyst 4500-X - switch - 40 ports - managed - rack-mountable Lead time (days): 63	2	18,479.96	36,959.92
C4KX-PWR-750AC-R/2	Cisco Front-to-Back Cooling - power supply - hot-plug / redundant - 750 Watt Lead time (days): 14	2	840.00	1,680.00
C4KX-PWR-750AC-R	Cisco Front-to-Back Cooling - power supply - hot-plug / redundant - 750 Watt Lead time (days): 14	2	840.00	1,680.00
CAB-US515-C15-US	Cisco power cable - 8 ft Lead time (days): 14	4	0.00	0.00
S45XUK9-38E	Cisco IOS Universal Crypto Image - (v. 3.8E) - license Lead time (days): 14	2	0.00	0.00
C4500X-IP-ES	Cisco IOS Enterprise Services - upgrade license Lead time (days): 14	2	0.00	0.00
C4KX-NM-8SFP+	Cisco 8-Port 10 Gigabit Ethernet Network Module - expansion module - 8 ports Lead time (days): 14	2	0.00	0.00
CON-SNT-C45X40XE	Cisco SMARTnet extended service agreement Duration (months) : 12.00	2	2,626.11	5,252.22
ASA5525-FPWR-K9	Cisco ASA 5525-X - security appliance - with FirePOWER Services Lead time (days): 14	2	3,903.89	7,807.78
CAB-AC	Cisco power cable - 8 ft Lead time (days): 14	2	0.00	0.00
SF-ASA-X-9.2.2-K8	Cisco Adaptive Security Appliance - (v. 9.2.2) - license - 1 appliance Lead time (days): 14	2	0.00	0.00

Material	Material Description	Quantity	Unit Price	Extended Price
SF-ASA-FP5.4-K9	Cisco FirePOWER - (v. 5.4) - license - 1 appliance - for ASA 5500-X IPS Software for IPS SSP Lead time (days): 14	2	0.00	0.00
ASA5525-CTRL-LIC	Cisco ASA with FirePOWER Services Control - Upgrade license - 1 appliance - for ASA 5525-X Lead time (days): 14	2	0.00	0.00
ASA-IC-B-BLANK	Cisco network device slot cover Lead time (days): 14	2	0.00	0.00
ASA5500X-SSD120INC	ASA 5512-X THROUGH 5555-X 120GB MLC SED SSD (INCL.) Lead time (days): 14	2	0.00	0.00
ASA5525-MB	Cisco ASA 5525-X IPS Edition - security appliance Lead time (days): 14	2	0.00	0.00
ASA5500-ENCR-K9	Cisco ASA 5500 Strong Encryption License - License - 1 appliance - Triple DES, AES - for ASA 5505, 5510, 5520, 5540, 5550, 5560, 5580-20, 5580-40, 5585-X Lead time (days): 14	2	0.00	0.00
CON-SNT-A25FPK9	Cisco SMARTnet extended service agreement Duration (months) : 12.00	2	932.92	1,865.84
WS-C4507RE+96V+	Cisco Catalyst 4507R+E - switch - 96 ports - managed - rack-mountable - with Cisco Catalyst 4500 Supervisor Engine 7L-E, 2x Cisco Line Cards (WS-X4648-RJ45V+E) Lead time (days): 14	2	9,239.97	18,479.94
S45EU-S7-38E	Cisco IOS Universal Image - (v. 3.8E) - license Lead time (days): 14	2	0.00	0.00
C4K-SLOT-CVR-E	Cisco network device slot cover Lead time (days): 14	2	0.00	0.00
C4500E-S7-4748RJV	CISCO 2X WS-4748-RJ45V+E UPGRADE FOR 7-SLOT BUNDLE Lead time (days): 14	2	0.00	0.00
WS-X4748-RJ45V+E	Cisco Line Card E-Series - switch - 48 ports - plug-in module Lead time (days): 14	2	0.00	0.00
WS-X4748-RJ45V+E	Cisco Line Card E-Series - switch - 48 ports - plug-in module Lead time (days): 14	2	0.00	0.00
WS-X45-SUP7L-E	Cisco Supervisor Engine 7L-E - control processor Lead time (days): 14	2	0.00	0.00
PWR-C45-4200ACV	Cisco 4200 WAC - power supply - 4200 Watt Lead time (days): 14	2	1,270.86	2,541.72
CAB-US620P-C19-US	Cisco power cable - 13 ft Lead time (days): 14	8	0.00	0.00

Material	Material Description	Quantity	Unit Price	Extended Price
WS-X45-SUP7L-E/2	Cisco Supervisor Engine 7L-E Redundant - control processor Lead time (days): 14	2	5,037.89	10,075.78
WS-X4724-SFP-E	Cisco Line Card E-Series - expansion module Lead time (days): 14	2	8,399.98	16,799.96
WS-X4724-SFP-E	Cisco Line Card E-Series - expansion module Lead time (days): 14	2	8,399.98	16,799.96
PWR-C45-4200ACV/2	Cisco 4200 WACV - power supply - hot-plug / redundant - 4200 Watt Lead time (days): 14	2	1,270.86	2,541.72
C4500E-IP-ES	Cisco IOS Enterprise Services - Product upgrade license - upgrade from Cisco IOS IP Base - for Supervisor Engine 7-E Lead time (days): 14	2	4,247.88	8,495.76
CON-SNT-C4507REV	Cisco SMARTnet extended service agreement Duration (months) : 12.00	2	1,086.92	2,173.84
WS-C3850-24T-E	Cisco Catalyst 3850-24T-E - switch - 24 ports - managed - rack-mountable Lead time (days): 14	27	4,462.50	120,487.50
S3850UK9-36E	Cisco IOS Universal Image - (v. 3.6E) - license Lead time (days): 14	27	0.00	0.00
C3850-NM-2-10G	Cisco - expansion module - 2 ports Lead time (days): 14	27	1,062.50	28,687.50
CAB-TA-NA	Cisco power cable - 8 ft Lead time (days): 14	27	0.00	0.00
STACK-T1-50CM	Cisco StackWise 480 - stacking cable - 1.6 ft Lead time (days): 14	27	0.00	0.00
CAB-SPWR-30CM	Cisco StackPower - power cable - 1 ft Lead time (days): 21	27	0.00	0.00
PWR-C1-BLANK	Cisco power supply slot cover Lead time (days): 14	27	0.00	0.00
PWR-C1-350WAC	Cisco - power supply - hot-plug / redundant - 350 Watt Lead time (days): 14	27	0.00	0.00
CON-SNT-WSC384TE	Cisco SMARTnet extended service agreement Duration (months) : 12.00	27	536.57	14,487.39
			Product Subtotal	273,037.54
			Services Subtotal	23,779.29
			Freight	681.19
			TAX	0.00
			Total	297,498.02

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Sincerely,

Todd Kimball
4801115037 X 5037
TODD.KIMBALL@INSIGHT.COM
Fax 4807608315

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TO:

Tampa Hillsborough County Expressway Authority
 Rafael Hernandez
 1104 E Twiggs St
 Suite 300
 Tampa, FL 33602

Rafael@tampa-xway.com
 (p) 813-272-6740

FROM:

Presidio Networked Solutions
 Gretta Spaulding
 4211 W. Boy Scout Blvd
 Suite 680
 Tampa, FL 33607

gspaulding@presidio.com

Customer#: TAMPA023

Contract Vehicle: Florida NASPO ValuePoint EMC AR620 (14-19)
 FL#43220000-WSCA-14-ACS

Account Manager: Mehmet Turan

Inside Sales Rep: Gretta Spaulding

Title: THEA - Combo Quote (v4)

#	Part #	Description	Unit Price	Qty	Ext Price
Op6 - Gold Half-VX Flash (6001553368v01)					
1	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$369.86	1	\$369.86
2	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
3	SYS7302U1N16DAF	VXRAIL P470F SYSTEM 16X2.5 D-SLTSAF	\$4,586.53	1	\$4,586.53
4	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
5	PRE52699V422C22	HCIA PROC E5-2699 V4 22C 2.2GHZ 1ST	\$7,847.57	1	\$7,847.57
6	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
7	PRE52699V422C-2	HCIA PROC E5-2699 V4 22C 2.2GHZ 2ND	\$7,847.57	1	\$7,847.57
8	HTSNK470-2S	HEAT SINK FILLERS P470 S470 2PROC	\$0.00	1	\$0.00
9	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
10	MEMLDIMM32GB	HCIA MEMORY 32GB RDIMM	\$495.10	16	\$7,921.60
11	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$277.40	1	\$277.40
12	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$26.94	1	\$26.94
13	CAPSSD384TB1WPD	HCIA CAPACITY SAS SSD 3.84TB 1WPD	\$3,377.73	5	\$16,888.65
14	SSD400GB10WPD25	HCIA CACHE SSD 400GB 10WPD 2.5 INCH	\$873.05	2	\$1,746.10
15	RRAILKIT2U1NCMA	HCIA B6 READYRAILS II WITH CMA 2U1N	\$88.88	1	\$88.88
16	M-PSM-HW-DE-5Y	PROSUPPORT W/MISSION CRITICAL-HW 5 YEAR	\$23,801.06	1 for 60 mo(s)	\$23,801.06
17	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
18	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
19	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
20	M-PSM-SW-D3-001	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	\$0.00	1 for 60 mo(s)	\$0.00
21	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
22	456-113-148	HCIA NP VSPH E+ 6.5 1CPU W/ 5YR MAINT=IG	\$3,499.85	2	\$6,999.70

23	M-PSM-SW-J-002	PROSUPPORT W/ MISSION CRITICAL S/W	\$8,749.58	1	\$8,749.58
				for 60 mo(s)	
24	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$369.86	1	\$369.86
25	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
26	SYS7302U1N16DAF	VXRAIL P470F SYSTEM 16X2.5 D-SLTSAF	\$4,586.53	1	\$4,586.53
27	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
28	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
29	PRE52699V422C22	HCIA PROC E5-2699 V4 22C 2.2GHZ 1ST	\$7,847.57	1	\$7,847.57
30	PRE52699V422C-2	HCIA PROC E5-2699 V4 22C 2.2GHZ 2ND	\$7,847.57	1	\$7,847.57
31	HTSNK470-2S	HEAT SINK FILLERS P470 S470 2PROC	\$0.00	1	\$0.00
32	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
33	MEMLDIMM32GB	HCIA MEMORY 32GB RDIMM	\$495.10	16	\$7,921.60
34	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$277.40	1	\$277.40
35	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$26.94	1	\$26.94
36	CAPSSD384TB1WPD	HCIA CAPACITY SAS SSD 3.84TB 1WPD	\$3,377.73	5	\$16,888.65
37	SSD400GB10WPD25	HCIA CACHE SSD 400GB 10WPD 2.5 INCH	\$873.05	2	\$1,746.10
38	RRAILKIT2U1NCMA	HCIA B6 READYRAILS II WITH CMA 2U1N	\$88.88	1	\$88.88
39	M-PSM-HW-DE-5Y	PROSUPPORT W/MISSION CRITICAL-HW 5 YEAR	\$23,801.06	1	\$23,801.06
				for 60 mo(s)	
40	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
41	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
42	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
43	M-PSM-SW-D3-001	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	\$0.00	1	\$0.00
				for 60 mo(s)	
44	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
45	456-113-148	HCIA NP VSPH E+ 6.5 1CPU W/ 5YR MAINT=IG	\$3,499.85	2	\$6,999.70
46	M-PSM-SW-J-002	PROSUPPORT W/ MISSION CRITICAL S/W	\$8,749.58	1	\$8,749.58
				for 60 mo(s)	
47	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$369.86	1	\$369.86
48	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
49	SYS7302U1N16DAF	VXRAIL P470F SYSTEM 16X2.5 D-SLTSAF	\$4,586.53	1	\$4,586.53
50	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
51	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
52	PRE52699V422C22	HCIA PROC E5-2699 V4 22C 2.2GHZ 1ST	\$7,847.57	1	\$7,847.57
53	PRE52699V422C-2	HCIA PROC E5-2699 V4 22C 2.2GHZ 2ND	\$7,847.57	1	\$7,847.57

54	HTSNK470-2S	HEAT SINK FILLERS P470 S470 2PROC	\$0.00	1	\$0.00
55	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
56	MEMLDIMM32GB	HCIA MEMORY 32GB RDIMM	\$495.10	16	\$7,921.60
57	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$277.40	1	\$277.40
58	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$26.94	1	\$26.94
59	CAPSSD384TB1WPD	HCIA CAPACITY SAS SSD 3.84TB 1WPD	\$3,377.73	5	\$16,888.65
60	SSD400GB10WPD25	HCIA CACHE SSD 400GB 10WPD 2.5 INCH	\$873.05	2	\$1,746.10
61	RRAILKIT2U1NCMA	HCIA B6 READYRAILS II WITH CMA 2U1N	\$88.88	1	\$88.88
62	M-PSM-HW-DE-5Y	PROSUPPORT W/MISSION CRITICAL-HW 5 YEAR	\$23,801.06	1 for 60 mo(s)	\$23,801.06
63	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
64	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
65	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
66	M-PSM-SW-D3-001	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	\$0.00	1 for 60 mo(s)	\$0.00
67	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
68	456-113-148	HCIA NP VSPH E+ 6.5 1CPU W/ 5YR MAINT=IG	\$3,499.85	2	\$6,999.70
69	M-PSM-SW-J-002	PROSUPPORT W/ MISSION CRITICAL S/W	\$8,749.58	1 for 60 mo(s)	\$8,749.58
70	ETS-CONF	EMC WORLD CONFERENCE	\$0.00	1	\$0.00
Total (Op6 - Gold Half-VX Flash (6001553368v01)):					\$261,454.32
Op7 - VX Robo Only (6001420325v03)					
71	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
72	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
73	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
74	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
75	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
76	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
77	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
78	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
79	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
80	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
81	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
82	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38

83	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
84	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
85	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
86	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
87	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
88	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
89	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
90	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
91	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
92	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
93	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
94	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
95	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
96	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
97	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
98	PWRKC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
99	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
100	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
101	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
102	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
103	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
104	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
105	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
106	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
107	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
108	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
109	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
110	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
111	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
112	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
113	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41

114	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1	\$991.27
				for 60 mo(s)	
115	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
116	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
117	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
118	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
119	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
120	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
121	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
122	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
123	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
124	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
125	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
126	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
127	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
128	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
129	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1	\$4,237.09
				for 60 mo(s)	
130	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
131	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
132	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
133	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1	\$0.00
				for 60 mo(s)	
134	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
135	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
136	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1	\$991.27
				for 60 mo(s)	
137	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
138	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
139	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
140	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
141	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
142	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
143	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
144	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00

145	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
146	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
147	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
148	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
149	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
150	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
151	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
152	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
153	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
154	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
155	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
156	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
157	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
158	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
159	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
160	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
161	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
162	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
163	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
164	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
165	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
166	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
167	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
168	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
169	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
170	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
171	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
172	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
173	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
174	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
175	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00

176	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
177	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
178	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
179	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
180	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
181	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
182	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
183	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
184	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
185	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
186	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
187	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
188	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
189	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
190	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
191	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
192	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
193	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
194	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
195	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
196	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
197	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
198	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
199	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
200	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
201	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
202	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
203	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
204	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
205	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
206	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00

207	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
208	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
209	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
210	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
211	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
212	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
213	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
214	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
215	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
216	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
217	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
218	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
219	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
220	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
221	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
222	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
223	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
224	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
225	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
226	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
227	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
228	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
229	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
230	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
231	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
232	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
233	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
234	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
235	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
236	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
237	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37

238	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
239	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
240	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
241	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
242	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
243	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
244	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
245	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
246	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
247	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
248	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
249	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
250	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
251	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
252	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
253	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
254	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
255	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
256	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
257	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
258	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
259	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
260	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
261	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
262	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
263	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
264	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
265	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
266	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
267	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
268	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27

269	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
270	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
271	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
272	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
273	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
274	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
275	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
276	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
277	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
278	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
279	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
280	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
281	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
282	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
283	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
284	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
285	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
286	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
287	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
288	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
289	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
290	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
291	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
292	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
293	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
294	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
295	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
296	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
297	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
298	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
299	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38

300	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
301	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
302	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
303	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
304	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
305	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
306	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
307	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
308	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
309	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
310	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
311	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
312	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
313	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
314	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
315	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
316	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
317	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
318	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
319	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
320	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
321	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
322	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
323	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
324	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
325	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
326	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
327	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
328	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
329	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
330	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00

331	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1	\$0.00
				for 60 mo(s)	
332	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
333	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
334	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1	\$991.27
				for 60 mo(s)	
335	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
336	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
337	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
338	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
339	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
340	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
341	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
342	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
343	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
344	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
345	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
346	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
347	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
348	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
349	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1	\$4,237.09
				for 60 mo(s)	
350	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
351	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
352	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
353	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1	\$0.00
				for 60 mo(s)	
354	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
355	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
356	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1	\$991.27
				for 60 mo(s)	
357	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
358	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
359	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
360	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
361	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96

362	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
363	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
364	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
365	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
366	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
367	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
368	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
369	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
370	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
371	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
372	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
373	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
374	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
375	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
376	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
377	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
378	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
379	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
380	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
381	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
382	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
383	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
384	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
385	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
386	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
387	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
388	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
389	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
390	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
391	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
392	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21

393	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
394	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
395	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
396	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
397	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
398	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
399	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
400	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
401	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
402	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
403	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
404	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
405	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
406	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
407	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
408	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
409	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
410	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
411	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
412	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
413	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
414	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
415	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
416	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
417	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
418	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
419	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
420	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
421	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
422	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
423	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70

424	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
425	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
426	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
427	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
428	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
429	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
430	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
431	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
432	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
433	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
434	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
435	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
436	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
437	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
438	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
439	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
440	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
441	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
442	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
443	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
444	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
445	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
446	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
447	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
448	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
449	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
450	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
451	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
452	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
453	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
454	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02

455	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
456	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
457	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
458	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
459	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
460	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
461	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
462	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
463	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
464	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
465	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
466	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
467	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
468	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
469	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
470	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
471	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
472	PWRC13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
473	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
474	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
475	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
476	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
477	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
478	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
479	RRAILKIT2U1NNOCMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
480	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
481	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
482	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
483	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
484	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
485	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00

486	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
487	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
488	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
489	SYS73X2U1N12D	VXRAIL S470 SYSTEM 2X2.5 12X3.5 D-SLTS	\$3,043.95	1	\$3,043.95
490	INSTALCTRYUSA	USA	\$0.00	1	\$0.00
491	PS1100W110220VAC	HCIA DUAL HOTPLG 1100W PS 100V-240VAC	\$334.70	1	\$334.70
492	PR-NO-2ND-PROC	HCIA NO SECOND PROCESSOR	\$0.00	1	\$0.00
493	PRE52620V408C21	HCIA PROC E5-2620 V4 8C 2.1GHZ 1ST	\$2,203.96	1	\$2,203.96
494	PWRK13-NEMA5-15P	C13 CORD NEMA 5-15 125V 10A - NON DPE	\$0.00	2	\$0.00
495	MEMLDIMM16GB	HCIA MEMORY 16GB RDIMM	\$229.90	4	\$919.60
496	RDIMM2400INFO	FACTORY ORDER REQUIREMENT-2400MHZ RDIMMS	\$0.00	1	\$0.00
497	INSTKIT2U1NSFP	HCIA INSTALL KIT 10GBE SFP 2U1N	\$24.38	1	\$24.38
498	NIC2X1E2X10ESFP	NIC NDC X520 DP 10GB SFP + I350 DP 1GB	\$251.02	1	\$251.02
499	CAPHDD40TB72K35	HCIA HDD SAS 4TB 7.2K RPM 3.5 INCH	\$426.08	3	\$1,278.24
500	NO-TPM1.2MOD	HCIA NO TPM 1.2 MODULE	\$0.00	1	\$0.00
501	RRAILKIT2U1NNOOMA	HCIA B6 READYRAILS II WITHOUT CMA 2U1N	\$63.37	1	\$63.37
502	SSD800GB10WPD25A	S470 CACHE SSD 800GB 10WPD 2.5 INCH	\$1,393.21	1	\$1,393.21
503	M-PS-HW-DE-5Y	PROSUPPORT W/NBD-HARDWARE SUPPORT 5 YEAR	\$4,237.09	1 for 60 mo(s)	\$4,237.09
504	VXR-HCIA-MGR-DE-45	VXRAIL HCIA MANAGER EMDL V4.5=MA	\$0.00	1	\$0.00
505	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	1	\$0.00
506	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	1	\$0.00
507	M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	\$0.00	1 for 60 mo(s)	\$0.00
508	458-002-204	HCIA NP VXRAIL VSPHERE 6.5 SOFTWARE	\$0.00	1	\$0.00
509	456-113-153	HCIA NP VSPH STD 6.5 1CPU W/5YR MAINT=IG	\$901.41	1	\$901.41
510	M-PS-SW-J-002	PROSUPPORT W/ NBD S/W SUP	\$991.27	1 for 60 mo(s)	\$991.27
511	ETS-CONF	EMC WORLD CONFERENCE	\$0.00	1	\$0.00
Total (Op7 - VX Robo Only (6001420325v03)):					\$312,844.00

	Sub Total:	\$574,298.32
	Grand Total:	\$574,298.32

This quote is governed by Terms and Conditions of NASPO ValuePoint EMC Contract AR620 (14-19) Florida Contract #43220000-WSCA-14-ACS
Standard-Terms-for-Purchase-of-Services or Goods
Quote valid for 30 days from date shown above.
Prices may NOT include all applicable taxes and shipping charges
All prices subject to change without notice. Supply subject to availability.

Purchase Order should be issued to:
Presidio Networked Solutions LLC
8161 Maple Lawn Blvd., Suite 150
Fulton, MD 20759-2588

Pursuant to this contract your PO must reflect the following contract #
NASPO ValuePoint EMC Contract AR620 (14-19) Florida Contract #43220000-WSCA-14-ACS

Tax ID# 58-1667655; Size Business: Large; CAGE Code: OKDO5; DUNS#15-405-0959; CEC 15-506005G
Credit: Net 30 days (all credit terms subject to prior Presidio credit department approval)
Delivery: FOB Terms Dictated by individual PO details.

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature

Date

Save up to 45% on select business PCs with Windows 7 Professional. Shop Now (<http://www.dell.com/en-us/work/shop/deals/featured-deals>) | Call 1-877-302-3355 or Click to Chat (<http://www.dell.com/learn/us/en/04/campaigns/chat-splitter-usbusiness>)

Cart

[View saved carts \(/en-us/work/cart/allcarts/index/\).](/en-us/work/cart/allcarts/index/)

Cart

Sign In

Shipping

Payment

Verify & Submit

Order Submitted

Subtotal (4 Items):

\$9,433.96

Save your cart to access it on other devices and keep it more than 14 days.

Checkout

[Continue Shopping](#) ▼

[Save Cart](#) | [Email your cart](#)



Eaton Extended Battery Module - battery enclosure...
more

[Save for later](#) | [Remove](#)

Quantity

2 ▼

Item Total:

\$2,099.98

Estimated Ship Date ⓘ

10/13/2017

Eaton 9PX 9PX5K - UPS - 4.5 kW - 5000 VA

[Save for later](#) | [Remove](#)

Quantity



2 ▼

Item Total:

\$7,333.98

Estimated Ship Date 
10/13/2017

▶ Additional savings

▶ Coupons

▶ Rewards

Cart Summary (4 Items)

Subtotal

\$9,433.96

Shipping and taxes not included.

Checkout

[Continue Shopping](#) ▼

[Save Cart](#) | [Email your cart](#)



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 [United States](#)



200 Oregon St. Mercersburg, PA 17236-1630
Phone – 717-328-9399 Fax – 717-328-2447

Date: 10/13/17
RE: RFQ 072417 revised 62210TR

Michael Valdes
Transcore
5744 Semoran Blvd.
Orlando, FL 32822

Dear Michael Valdes,

We are pleased to present our quotation in accordance with your request to process the following item/items.

ITEM	DESCRIPTION	QTY	UNIT PRICE	NET PRICE EA.
1-550-000596	<p>UL Listed Enclosure NEMA 4X APX Rack Mount Style 88”H x 24”W x 42”D 14 Ga. 304 Stainless Steel Construction With A Natural Mill Finish Includes 3 Pt. Main Door Latches, Stainless Steel Pad Lockable Handle Assembly (Front And Rear) Provisions For 19” Rack Cage Per Your Specification, Cut Out For Air Conditioner, Dual Door Restraint Bar System, Closed Cell Neoprene Door Gasket, Removable Bottom Plate, Provision For Pad Mounting. Also Includes The Following Items Integrated Into The Enclosure:</p> <ul style="list-style-type: none">• Insulation Adder Includes R-4 Foiled Back Insulation Glued In Place On Cabinet Sides, Top, Bottom And Doors• 12 Ga. Stainless Steel Includes (4) Rails Drilled And Tapped With 10-32 Threads With Standard EIA Spacing (Total Of 42 Rack Units)• Mclean Air Conditioner Pro Air Model CR43-0816-G036 NEMA 4X (Installed And Tested) APX Part Number 7-020-000057 Mounted On Side Wall Of Enclosure• (2) Modified Shelf Support Angles To Hold Heavy Rack Mounted Equipment Modify Current E.I. # 1-820-000211	2	\$ 9,335.00	\$ 18,670.00

PRICING, Firm 60 days
TERMS: 1% - 10 Net 30 Days
F.O.B. Factory (Mercersburg, PA) Prepaid & Added
Delivery: 5 – 6 Weeks A.R.O.

Sincerely,

Lew McKee
Sales mana



Infotect Design Solutions
P.O. Box 89157
Tampa, FL 33689-0402
www.infotectdesign.com

October 10, 2017

Tampa-Hillsborough Expressway Authority
Rafael Hernandez
Director of Toll Operations
1104 E. Twiggs Street
Suite 300
Tampa, FL 33602

Statement of Work

Infotect Design Solutions, Inc. (Infotect) is pleased to provide a statement of work to Tampa-Hillsborough Expressway Authority (THEA) for:

On-site web application development services

The work tasks are detailed as:

- Code review
- Technical deliverables review
- Software integration testing oversight
- Technical documentation in THEA's software development environment (github)
- Additional tasks as directed by THEA supervisory staff

Infotect will provide a resource with the following skills:

- At least 3 years of linux development experience
- At least 3 years of with Apache, PHP (LAMP) experience
- At least 3 years of MySQL database experience
- A valid driver's license and ability for travel within the state of Florida

THEA will provide:

- All computer software and hardware tools required to execute tasks
- A suitable physical work environment
- Reimbursement within 30 days for standard travel expenses

Pricing

See Job Costing Form JCF_2017-08-30_Software_Engineer_v2 for hourly rate details.

Travel expenses will not exceed \$10,000 per year

This statement of work is subject to agreed upon terms and conditions

02 October, 2017

In Reply Refer To: QUS170028_RevE

Attention: Anthony Gennes
Michael Valdes

Transcore
6021 Orient Road
Tampa, FL 33610

Subject: Fixed quote Hardware Quotation for THEA project spare parts.

Reference: Your request



See the possibilities

Dear Anthony & Michael,

In response to your request, JAI is pleased to submit this price quotation in the following tables in support of the THEA project. Transcore shall be known as "buyer" regarding this quotation.

The pricing outlined herein shall remain valid for a period of 30 days. This Quotation consists of this cover letter along with the enclosed Pricing Summary and Conditions of Sale.

The information contained herein is proprietary and shall not be disclosed to third parties without the express, written permission of JAI, Inc.

Thank you for your continued support and assistance. Should you have any questions, please feel free to contact me directly at 630-293-9377.

Thank You and Best Regards,

Mr. Frank Long
Director, Traffic Solutions
JAI, Inc
630-293-9377

JAI Inc.
6800 Santa Teresa
Blvd., Suite 175
San Jose, CA 95119
USA

Toll-free phone
+1 800 445-5444
Phone
+1 408 383-0300
Fax
+1 408 383-0301

JAI Proprietary Information

The Information contained herein is Proprietary to JAI and shall not be Disclosed to Third Parties Without the Written Permission of JAI, Inc.

Pricing Summary

Table #1: THEA - Spare parts in support of VES Camera Systems:

Item	Qty	Model	Description	Unit Price (US \$)	Total Price (US \$)
01	2	TLS-300	JAI P/N: 31014203 Dynamic Traffic Light Sensor with mounting plate and 12VDC/25W DC heaters. Includes; MOXA Ethernet interface, QD on TLS base.	\$2,430	\$4,860
02	2	TS4032EN Camera	JAI P/N# 31014990 TS-4032 EN Progressive Scan Camera with Monochrome imager.	\$4,995	\$9,990
03	3	TSC4032EN Camera	JAI P/N# 31014991 TS-4032 EN Progressive Scan Camera with Color imager.	\$5,250	\$10,500
04	5	I/O Board (VISCAM)	JAI P/N: 20009765 I/O Board for VISCAM 300/350/400/500	\$1,100	\$5,500
05	2	TNL-50	JAI P/N: 31015649 IR LED Traffic Night Flash with 6ft cable, power supply inside enclosure. (Direct Replacement for TNF-31/35)	\$1,800	\$3,600
06	2	TNL-50	JAI P/N: 31015649 IR LED Traffic Night Flash with 6ft cable, power supply inside enclosure. (Direct Replacement for TNF-31/35)	\$1,800	\$3,600
			Total Fixed Price		\$38,050

JAI Proprietary Information

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Notes:

1. Above prices are for THEA spare parts Project only!
2. The above pricing shall remain valid for a period of Thirty (30) days from the date of this submittal and is conditioned upon the Conditions of Sale outlined below.
3. Hardware delivery 84 days or less.
4. Please ensure the above Model Numbers and JAI P/Ns are reflected on your Order.

JAI Proprietary Information

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TERMS OF SALE AND DELIVERY OF JAI INC.,
 (“JAI”), 625 RIVER OAKS PARKWAY, SAN JOSE, CA 95134, USA

These Terms of Sale and Delivery (the “Standard Delivery Terms”) is part of the Agreement and shall apply to any Product sold and any Support provided by JAI to a purchaser (the “Purchaser”). In case of any differences between these Standard Delivery Terms and the general terms of the Purchase Order, these Standard Delivery Terms and any other of JAI’s standard terms referred to in the Agreement shall prevail unless otherwise expressly agreed in writing.

1. Definitions:

The following expressions shall have the following meanings:

“**Agreement**” means JAI’s quotation to the Purchaser, the Purchaser’s order, JAI’s confirmation of the Purchaser’s order and any of JAI’s standard terms referred to by JAI in its quotation and/or order confirmation.

“**Hardware**” means all goods acquired by the Purchaser under the Agreement, save for the Software.

“**Product**” means any Hardware and any Software.

“**Software**” means any software acquired by the Purchaser under the Agreement.

“**Standard Test Procedures**” are the latest released test procedures used by JAI production department.

“**Support**” means any support provided by JAI to the Purchaser according to the Agreement.

2. Product Information and Prices:

Data in product information are binding only to the extent that they are by reference expressly included in the Agreement. Technical documents, quotation or other price information concerning the Product may not be used by Purchaser for any other purpose than for which they were submitted and may not be communicated to a third party.

3. Validity of offers, etc.:

Where no specific term or acceptance of an order is indicated, the term of acceptance shall be 30 days from the date of JAI’s quotation to the Purchaser.

The Agreement shall be deemed legally entered into with binding effect between JAI and the Purchaser as per the date of JAI’s confirmation of the Purchaser’s order (date of the Agreement).

4. Test:

Prior to delivery of Hardware JAI will conduct a test of the Hardware at JAI’s facilities in accordance with JAI’s Standard Test Procedures and specifications applicable. Upon mutual agreement between JAI and Purchaser the test may derogate from the Standard Test Procedures, provided that Purchaser defrays all additional costs in relation to the test.

5. Delivery:

The Product is delivered in accordance with the following terms:

–“**FOB**” (California Commercial Code), JAI (with respect to deliveries to Purchasers domiciled within the United States),

–“**Ex Works**” (Incoterms 2000), JAI (with respect to deliveries to Purchasers domiciled outside the United States). Delivery date shall be the date set out in the Purchase Agreement and shall be considered punctual where effected either on or within 30 days after the date of delivery set out in the Agreement. If no delivery date is stated in the order from the Purchaser, then the delivery date set out in JAI’s confirmation of the Purchaser’s order shall apply.

In the event that a delivery from JAI is delayed, the Customer will without undue delay be informed in writing about a new expected delivery date. Where JAI fails to deliver in time on the expected delivery date, the Purchaser may request in writing that delivery be effected and stipulate a last, reasonable time limit of not less than 14 days. If JAI fails to deliver within the stipulated time limit, and this is not due to circumstances, for which the Purchaser can be held liable, the Purchaser shall be entitled to rescind the Agreement by written notification to JAI with respect to such part of the Product that cannot be put to the intended use.

JAI shall not be liable for any direct or indirect damages that the Purchaser may encounter or suffer as a result of late delivery of the Products and the Purchaser shall in no event be entitled to claim compensation for any default on the part of JAI, irrespective of whether such a default is attributable to JAI.

JAI shall not be liable for defects caused by occurrences after the risk in the Hardware has passed to the Purchaser.

6. Payment Terms:

All prices quoted by JAI are in US Dollars, exclusive of VAT and any other direct or indirect taxes, duties or levies chargeable on the Product. The agreed purchase price shall be payable in cash upon delivery.

In the event of delayed payments an interest of the lesser of (i) two (2) % per commenced month or (ii) the highest rate permitted by applicable law is accrued and JAI is entitled to withhold any other orders placed and/or part deliveries not yet effected until the Purchaser has settled all outstanding amounts with JAI (including interest). If outstanding amounts are not fully settled by Purchaser three months after the due date, JAI may rescind the Agreement immediately and without prior notice.

7. Retention of Title:

The Product shall remain JAI’s property until the full purchase price, including interest and costs, as well as all claims with respect to transportation, and any amounts to which JAI is entitled pursuant to the parties’ contractual relationship, have been settled in full.

8. Support:

JAI provides support to the Purchaser for all Hardware sold. The support will be provided subject to availability of the support engineer and consists of the following:

- Data sheet, product manuals, installation manuals and interface manuals are available from the JAI WEB.
- Telephone support within normal office hours regarding technical matters related to operation and maintenance of the Hardware.
- Email support is provided based on receipt of a detailed description of the question/problem. A reply can normally be expected within 72 hours.
- Unless covered by separate agreement between the Purchaser and JAI (e.g. JAI’s Standard Terms of Camera Interface Software Development Support), assistance regarding interface software used in connection with the Hardware is provided on an hourly basis calculated on actual hours used at US \$ 225 per hour subject to availability of our software engineer.
- The hourly rate for support engineers is US \$ 175 per hour subject to availability of support engineer.
- Any travel expenses will be charged at cost plus 15%

JAI reserves the right to change, at any time, all prices in this clause 8 without prior notice to the Purchaser and the prices set forth in this clause 8 are subject to such subsequent changes.

9. LIMITED WARRANTY:

THE LIMITED WARRANTY UNDERTAKEN BY JAI IN THIS CLAUSE 9 IS ONLY MADE IN RESPECT OF THE HARDWARE. JAI’S LIABILITY IN RESPECT OF SOFTWARE IS INCLUDED IN THE LICENSE TERMS. JAI WARRANTS THAT THE DELIVERED HARDWARE SHALL BE MANUFACTURED IN ACCORDANCE WITH GOOD WORKMANSHIP AND THAT

IT HAS PASSED THE TEST IN ACCORDANCE WITH THE APPLICABLE STANDARD TEST PROCEDURES. THIS WARRANTY IS EXPRESSLY MADE IN LIEU OF ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. SAVE AS EXPRESSLY WARRANTED ABOVE IN THIS CLAUSE 9, THE ENTIRE RISK OF THE QUALITY AND PERFORMANCE OF THE HARDWARE IS WITH THE PURCHASER. JAI SHALL IN NO EVENT BE ACCOUNTABLE FOR DEFECTS OR OTHER MATTERS RELATING TO THE PURCHASER’S OWN IT PLATFORM OR THE INTEGRATION OR INTERACTION BETWEEN THE HARDWARE AND THE PURCHASER’S OWN IT PLATFORM.

THE PURCHASER SHALL EXAMINE THE HARDWARE UPON RECEIPT AND ANY ALLEGED BREACH OF WARRANTY SHALL BE NOTIFIED TO JAI WITHIN 14 DAYS THEREAFTER. THE NOTICE SHALL CONTAIN A DESCRIPTION OF HOW THE ALLEGED BREACH MANIFESTS ITSELF. IF THE PURCHASER FAILS TO NOTIFY JAI IN WRITING WITHIN THE TIME LIMIT SET FORTH ABOVE, HE SHALL FORFEIT HIS RIGHT TO MAKE ANY CLAIM UNDER THIS WARRANTY. REMEDY OF THE DEFECT SHALL TAKE PLACE WITHOUT ANY UNDUE DELAY AT JAI’S PREMISES. TRANSPORT FROM PURCHASER TO JAI SHALL BE AT PURCHASER’S ACCOUNT AND RISK, WHILE TRANSPORTATION FROM JAI TO PURCHASER SHALL BE AT JAI ACCOUNT AND PURCHASER’S RISK.

IF JAI FAILS TO TAKE CORRECTIVE MEASURES WITHIN A REASONABLE PERIOD OF TIME AFTER HAVING RECEIVED THE DEFECT PARTS, THE PURCHASER MAY BY WRITTEN NOTICE REQUIRE JAI TO DO SO WITHIN A REASONABLE TIME NOT LESS THAN 14 DAYS.

THE SOLE LIABILITY OF JAI FOR BREACH OF THIS WARRANTY SHALL BE THE REPLACEMENT OF NON-PERFORMING PARTS OF THE HARDWARE WITHIN A REASONABLE TIME. JAI IS ONLY LIABLE FOR DEFECTS, WHICH APPEARS UNDER THE CONDITIONS OF OPERATION SET OUT IN DOCUMENTATION PROVIDED BY JAI TO PURCHASER AND UNDER PROPER USE OF THE HARDWARE.

JAI’S LIABILITY DOES NOT COVER ORDINARY WEAR AND TEAR OR DETERIORATION. THE WARRANTY IN THIS CLAUSE 9 EXPIRES 12 MONTHS AFTER THE DELIVERY OF THE HARDWARE.

10. GENERAL LIMITATIONS:

OF LIABILITY JAI SHALL IN NO EVENT BE LIABLE FOR ANY LOSS OR DAMAGE ARISING, DIRECTLY OR INDIRECTLY, FROM THE USE OF THE PRODUCT, INCLUDING ANY PRODUCT LIABILITY, AND/OR FOR ANY INDIRECT OR CONSEQUENTIAL DAMAGES OF ANY NATURE WHATSOEVER, INCLUDING WITHOUT LIMITATION LOSS OF DATA OR DATA BEING RENDERED INACCURATE (INCLUDING WITHOUT LIMITATION IN THE EVENT OF (I) FOUL WEATHER CONDITIONS (E.G. FOG, RAIN OR SNOW), (II) POWER CUT AND (III) FAILURE TO COMMUNICATE WITH GPS SATELLITE), LOSS OF PROFITS, LOSS OF INTEREST OR OTHER LOSSES SUSTAINED BY THE PURCHASER OR THIRD PARTIES ARISING OUT OF THE USE OR INABILITY TO USE THE PRODUCT.

THE RESTRICTIONS IN JAI’S LIABILITY PROVIDED FOR IN THIS CLAUSE 10 SHALL NOT APPLY IN THE EVENT OF GROSS NEGLIGENCE ON JAI’S PART. HOWEVER, JAI AGGREGATE LIABILITY WHETHER IN CONTRACT, WARRANTY, TORT OR OTHERWISE SHALL IN NO EVENT EXCEED THE AMOUNT PAID BY THE PURCHASER TO JAI PURSUANT TO THE AGREEMENT DURING THE 12 MONTHS PRIOR TO THE PURCHASER BECOMING AWARE OF THE BASIS FOR A CLAIM AGAINST JAI.

11. Indemnification:

The Purchaser shall indemnify and hold harmless JAI and its affiliates, officers, directors, employees and shareholders against and from all claims, demands, suits, costs (including reasonable attorneys’ fees), and actions in each case with respect to damages to property or injuries to persons that may be sustained by any third party and that are asserted against such an indemnified party on the basis of a defect in the manufacture or supply of the Products.

12. Force Majeure:

JAI shall not be liable for the following causes or events where such causes or events hinder the performance of the Agreement or make the performance thereof unreasonably onerous to JAI: Industrial disputes and any other cause or event beyond JAI’s control, including, but not limited to, fire, war, mobilizations or calling up for military service to a similar extent, riots, commotions, requisitions, confiscation, exchange control restrictions, transport hindrances, power restrictions, embargoes on imports or exports and defects or delays in deliveries on the part of subcontractors caused and labour disputes.

Notwithstanding the above, either party shall be entitled to terminate the Agreement by notice in writing to the other party if performance of the Agreement is delayed more than four (4) months by reasons of the force majeure as described in this clause 12.

13. Export Control:

Purchaser acknowledges that the Products are subject to regulation by agencies of the U.S. Government, which prohibits export or diversion of certain products and technology to certain countries. Any and all obligations of JAI to provide the Products or technical assistance related to the Products is subject in all respects to such United States laws and regulations as shall from time to time govern the sale and delivery of products abroad by persons subject to the jurisdiction of the United States. Purchaser will comply with the Export Administration Regulations and other United States laws and regulations governing exports in effect from time to time and, without limiting the above, Purchaser shall not export or re-export, or otherwise provide, the Products or any technical data related thereto to any country, or to a national of any country, as to which the U.S. Government has placed an embargo against the shipment of Products.

14. General:

Entire Agreement: These Standard Delivery Terms and the documents referred to herein, including without limitation the Agreement (together the “Transaction Documents”) constitute the entire agreement and understanding between JAI and Purchaser with respect to the subject matter of the Transaction Documents and supersedes all prior agreements and understandings, whether oral or written.

Amendment: Unless otherwise expressly stated herein, these Standard Delivery Terms may not be amended without the written consent of both parties.

Waiver: The waiver or failure of either party to exercise any right provided for in these Standard Delivery Terms shall not be deemed a waiver of any further right hereunder.

Assignment: Neither party may assign its rights or obligations under these Standard Delivery Terms except in the context of a merger, sale of substantially all assets or like transaction.

15. Applicable Law and Venue:

The Agreement (including for the avoidance of doubt these Standard Delivery Terms between JAI and the Purchaser) shall be governed by the laws of the State of California, without regard to its conflicts of laws principles. Any disputes or claims arising out of or in connection with the Agreement shall be heard exclusively in the federal and state courts located in Santa Clara County, California. The losing party in a dispute shall pay the prevailing party’s reasonable legal fees.



See the possibilities

Kenyon & Partners, Inc.

Engineering / Construction / Service

3203 Queen Palm Drive

Tampa, FL 33619

813-241-6488 Office

813-514-6598 Fax

www.kenyonandpartners.com

State Certified General, and Mechanical, Contractor

CGC025922, CMC1249502

Tampa Hillsborough Expressway Authority

Date:
10/14/17

Submitted By:
Henry Dilport

Prepared For:
Johanna Lopez
Tolls Operations Administrative Assistant
1104 E Twiggs Street Suite 300
Tampa, FL 33602

Service Location:
Various Locations

REQUEST FOR PROPOSAL

This proposal, dated 10/14/2017, declares that Kenyon & Partners, Inc., herein referred to as KPI agrees to furnish services described below.

SERVICE LOCATION: Services detailed herein will be performed on equipment located and installed at: **Various Locations**

1. SCOPE OF SERVICES

a) **SUMMARY:** Kenyon & Partners, Inc. upon request via email has provide the following scope of work to provide twenty (20) each replacement units as manufactured by Hoffman Model CR430816G036 and two (2) each Liebert model ECM2000.

b) **DETAILED SCOPE:**

- i. Provide the above described equipment to include all applicable taxes and estimated freight charges to be delivered on site.
- ii. Remove the existing units and installation cost of the new equipment.
- iii. Disconnect and reconnect the existing electrical and controls.
- iv. Provide start-up of the new equipment.
- v. Provide first year labor only warranty
- vi. Manufacture to provide first year all parts warranty and any additional standard warranty as expressed by the manufacture.

c) **Qualifications:**

- i. Any service that is not outlined in the detailed scope above is not included.
- ii. Any and all additional work outside this proposal shall be approved prior to proceeding.
- iii. Kenyon & Partners, Inc. shall not be held responsible for manufactures stated warranty.
- iv. Kenyon & Partners, Inc. reserves the right to amend the installation portion of this proposal once having an opportunity to visit the sites and understands the logistics involved in the replacement effort.
- v. This proposal includes no additional controls work or electrical services other than a disconnect and reconnect of the equipment.

2. SERVICE FEE: Customer agrees to pay KPI as consideration (the "Proposed Fee") for the Scope of work outlined in this proposal for **One Hundred Sixty-Six Thousand, Dollars and No Cents. \$166,000.00**

CUSTOMER ACCEPTANCE

This proposal is hereby accepted:

Authorized Representative

Company

Title

Acceptance Date:

Kenyon & Partners, Inc.



Henry Dilport

Kenyon & Partners, Inc.
Company

Vice President Service & Controls
Title
10/14/17

Acceptance Date:

IV. C. 1.

Chairman

**Acceptance of the Board Members' Evaluations
of the Executive Director and General Counsel**

Annual Performance Appraisals

Executive Director

Tampa Hillsborough County Expressway Authority
Executive Director's Performance Appraisal

Instructions: The Executive Director's primary areas of responsibility have been organized below into five key categories with selected individual appraisal factors shown within each category.

- Written performance review forms will be provided to each Board member.
- Board Members should rate the Executive Director's performance for each major category as being: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory). An overall rating and any pertinent comments should be provided at the bottom of page 2.
- Completed review forms will be routed to the Board Chair and General Counsel.
- Board Members may individually contact the Executive Director to discuss their evaluation.
- The Board Chair will meet with the Executive Director to review the Board members' evaluations.
- A summary of the evaluation process will be presented by the Board Chair in open session (Committee as a Whole or Board Meeting). The Board shall then move to accept the evaluations and summaries.

A. Board Relations – Rating E (Excellent/Highly Commendable)

1. Fully supports Board policies and decisions.
2. Has a positive attitude and maintains a harmonious working relationship with the Board.
3. Understands his role in administration of Board policies, makes clear recommendations and accepts responsibility.
4. Treats all Board members impartially and equally.
5. Is readily available to meet with Board members and keeps them informed.

B. Community/Governmental Relations – Rating E (Excellent/Highly Commendable)

1. Works effectively and actively with community and governmental entities.
2. Promotes a friendly and cooperative relationship with community and governmental entities and the news media.
3. Has achieved a position of leadership and respect within the community.
4. Solicits and gives attention to problems and issues raised by community members regarding Authority activities.

C. Organizational/Personnel Relations – Rating E (Excellent/Highly Commendable)

1. Encourages and promotes professional organizational and personal behavior and high standards of performance.

2. Develops and executes sound organizational and personnel procedures and works to enhance employee morale and loyalty.
3. Treats all personnel fairly without favoritism or discrimination.
4. Provides appropriate direction/guidance to subordinates, delegates authority and responsibility and holds individuals accountable.

D. Business/Finance/Customer Relations – Rating E (Excellent/Highly Commendable)

1. Establishes and achieves business/financial objectives.
2. Keeps well informed on needs and activities of the organization.
3. Ensures that funds are spent wisely, and adequate control and accounting procedures are maintained.
4. Evaluates financial requirements and makes appropriate recommendations to satisfy funding requirements.
5. Works well with Authority tenants and interests, establishing good relations and enhancing the Authority's business environment.
6. Implements and encourages a philosophy of top quality customer service.

E. Personal Qualities/Professional Leadership – Rating E (Excellent/Highly Commendable)

1. Maintains high standards of ethics, honesty, and integrity in all personal and professional matters.
2. Devotes his full time and energy effectively to his job.
3. Writes clearly, concisely and speaks well in front of large and small groups, expressing his ideas in a logical and forthright manner.
4. Thinks well on his feet when asked questions or when faced with an unexpected turn of events in a large group meeting.
5. Provides leadership and sets good examples.

Comments:

THEA is fortunate to have Mr. Waggoner leading our team. He is knowledgeable and informed. He provides his board with direct and honest information. He accepts coaching and provides meaningful updates on initiatives. He is a fine steward of this community asset. I am very comfortable with his strategic direction. I have encouraged Mr. Waggoner to look at succession plans for the key roles in the Organization.

A. OVERALL RATING E (Excellent/Highly Commendable)

Vincent J. Cassidy /s/


Board Member's Signature


Date: 6/28/2017

Tampa Hillsborough County Expressway Authority
Executive Director's Performance Appraisal

Instructions: The Executive Director's primary areas of responsibility have been organized below into five key categories with selected individual appraisal factors shown within each category.

- Written performance review forms will be provided to each Board member.
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- click.** 
- A. Board Relations – Rating**
1. Fully supports Board policies and decisions. **E**
 2. Has a positive attitude and maintains a harmonious working relationship with the Board. **E**
 3. Understands his role in administration of Board policies, makes clear recommendations and accepts responsibility. **E**
 4. Treats all Board members impartially and equally. **E**
 5. Is readily available to meet with Board members and keeps them informed. **E**

- click.** 
- B. Community/Governmental Relations – Rating**
1. Works effectively and actively with community and governmental entities. **E**
This has been apparent during meetings and feedback ranging from community outreach and collaborative projects like the Kotfila Memorial Dog Park, the Selmon Greenway, AV Summit,, outreach to the businesses and residences of Gandy in regards to the Gandy Extension etc. etc.
 2. Promotes a friendly and cooperative relationship with community and governmental entities and the news media. **E**
 3. Has achieved a position of leadership and respect within the community. **E**
It is apparent that THEA has become a transportation leader in large part due to the work and the vision of the Executive Director.
 4. Solicits and gives attention to problems and issues raised by community members regarding Authority activities. **E**

C. Organizational/Personnel Relations – Rating  **down arrow**

1. Encourages and promotes professional organizational and personal behavior and high standards of performance. **E**

2. Develops and executes sound organizational and personnel procedures and works to enhance employee morale and loyalty.**E**
3. Treats all personnel fairly without favoritism or discrimination.
4. Provides appropriate direction/guidance to subordinates, delegates authority and responsibility and holds individuals accountable. **E**

Although#2-4 are tough to judge from a board level perspective as we are not part of the day-to-day operations, the efficiency and the demeanor of the THEA staff are all indicative of an excellent job in all of these areas.

D. Business/Finance/Customer Relations – Rating  **down arrow**

1. Establishes and achieves business/financial objectives.**E**
2. Keeps well informed on needs and activities of the organization.**E**
3. Ensures that funds are spent wisely, and adequate control and accounting procedures are maintained.**E**

The attention to detail regarding costs has been well reflected in monthly meetings with Dave May and Rafael Hernandez regarding operational activities. The ability for them to relay and explain the rationale behind some of these decisions to a newer board member (myself) has proved invaluable in terms of catching up to the numerous financial and operational activities of THEA.

4. Evaluates financial requirements and makes appropriate recommendations to satisfy funding requirements.**E**
5. Works well with Authority tenants and interests, establishing good relations and enhancing the Authority’s business environment.**E**
6. Implements and encourages a philosophy of top quality customer service.**E**

E. Personal Qualities/Professional Leadership – Rating  **down arrow**

1. Maintains high standards of ethics, honesty, and integrity in all personal and professional matters.**E**
2. Devotes his full time and energy effectively to his job.**E** *The energy and dedication of the Executive Director is palpable during meetings whether they be personal or public*
3. Writes clearly, concisely and speaks well in front of large and small groups, expressing his ideas in a logical and forthright manner. **E**
4. Thinks well on his feet when asked questions or when faced with an unexpected turn of events in a large group meeting.**E**
5. Provides leadership and sets good

examples.**E**

A. **OVERALL RATING**  **down arrow**

BENNETT H BARROW

Board Member's Signature

Date:  6/29/2017

Tampa Hillsborough County Expressway Authority
Executive Director's Performance Appraisal

Instructions: The Executive Director's primary areas of responsibility have been organized below into five key categories with selected individual appraisal factors shown within each category.

- Written performance review forms will be provided to each Board member.
- Board Members should rate the Executive Director's performance for each major category as being: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory). An overall rating and any pertinent comments should be provided at the bottom of page 2.
- Completed review forms will be routed to the Board Chair and General Counsel.
- Board Members may individually contact the Executive Director to discuss their evaluation.
- The Board Chair will meet with the Executive Director to review the Board members' evaluations.
- A summary of the evaluation process will be presented by the Board Chair in open session (Committee as a Whole or Board Meeting). The Board shall then move to accept the evaluations and summaries.

A. Board Relations – Rating E (Excellent/Highly Commendable)

1. Fully supports Board policies and decisions.
2. Has a positive attitude and maintains a harmonious working relationship with the Board.
3. Understands his role in administration of Board policies, makes clear recommendations and accepts responsibility.
4. Treats all Board members impartially and equally.
5. Is readily available to meet with Board members and keeps them informed.

B. Community/Governmental Relations – Rating E (Excellent/Highly Commendable)

1. Works effectively and actively with community and governmental entities.
2. Promotes a friendly and cooperative relationship with community and governmental entities and the news media.
3. Has achieved a position of leadership and respect within the community.
4. Solicits and gives attention to problems and issues raised by community members regarding Authority activities.

C. Organizational/Personnel Relations – Rating E (Excellent/Highly Commendable)

1. Encourages and promotes professional organizational and personal behavior and high standards of performance.

2. Develops and executes sound organizational and personnel procedures and works to enhance employee morale and loyalty.
3. Treats all personnel fairly without favoritism or discrimination.
4. Provides appropriate direction/guidance to subordinates, delegates authority and responsibility and holds individuals accountable.

D. Business/Finance/Customer Relations – Rating E (Excellent/Highly Commendable)

1. Establishes and achieves business/financial objectives.
2. Keeps well informed on needs and activities of the organization.
3. Ensures that funds are spent wisely, and adequate control and accounting procedures are maintained.
4. Evaluates financial requirements and makes appropriate recommendations to satisfy funding requirements.
5. Works well with Authority tenants and interests, establishing good relations and enhancing the Authority's business environment.
6. Implements and encourages a philosophy of top quality customer service.

E. Personal Qualities/Professional Leadership – Rating E (Excellent/Highly Commendable)

1. Maintains high standards of ethics, honesty, and integrity in all personal and professional matters.
2. Devotes his full time and energy effectively to his job.
3. Writes clearly, concisely and speaks well in front of large and small groups, expressing his ideas in a logical and forthright manner.
4. Thinks well on his feet when asked questions or when faced with an unexpected turn of events in a large group meeting.
5. Provides leadership and sets good examples.

Comments:

A. OVERALL RATING E (Excellent/Highly Commendable)

Commissioner Les Miller /s/

Board Member's Signature

Date: 6/29/2017

Tampa Hillsborough County Expressway Authority
Executive Director's Performance Appraisal

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2. Develops and executes sound organizational and personnel procedures and works to enhance employee morale and loyalty.
3. Treats all personnel fairly without favoritism or discrimination.
4. Provides appropriate direction/guidance to subordinates, delegates authority and responsibility and holds individuals accountable.

D. Business/Finance/Customer Relations – Rating E (Excellent/Highly Commendable)

1. Establishes and achieves business/financial objectives.
2. Keeps well informed on needs and activities of the organization.
3. Ensures that funds are spent wisely, and adequate control and accounting procedures are maintained.
4. Evaluates financial requirements and makes appropriate recommendations to satisfy funding requirements.
5. Works well with Authority tenants and interests, establishing good relations and enhancing the Authority's business environment.
6. Implements and encourages a philosophy of top quality customer service.

E. Personal Qualities/Professional Leadership – Rating E (Excellent/Highly Commendable)

1. Maintains high standards of ethics, honesty, and integrity in all personal and professional matters.
2. Devotes his full time and energy effectively to his job.
3. Writes clearly, concisely and speaks well in front of large and small groups, expressing his ideas in a logical and forthright manner.
4. Thinks well on his feet when asked questions or when faced with an unexpected turn of events in a large group meeting.
5. Provides leadership and sets good examples.

Comments:

Joe it has been a pleasure working with you and the THEA team. Keep up the great work and continue to be visionary as we move to implement automated technologies. I am confident our paths will cross again. Until then.

A. OVERALL RATING E (Excellent/Highly Commendable)

FDOT D7 Secy Paul Steinman /s/

Board Member's Signature

Date: 7/7/2017

Tampa Hillsborough County Expressway Authority

Executive Director's Performance Appraisal

Instructions: The Executive Director's primary areas of responsibility have been organized below into five key categories with selected individual appraisal factors shown within each category.

- Written performance review forms will be provided to each Board member.
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- Board Members may individually contact the Executive Director to discuss their evaluation.
- The Board Chair will meet with the Executive Director to review the Board members' evaluations.
- A summary of the evaluation process will be presented by the Board Chair in open session (Committee as a Whole or Board Meeting). The Board shall then move to accept the evaluations and summaries.

A. Board Relations – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Fully supports Board policies and decisions.
2. Has a positive attitude and maintains a harmonious working relationship with the Board.
3. Understands his role in administration of Board policies, makes clear recommendations and accepts responsibility.
4. Treats all Board members impartially and equally.
5. Is readily available to meet with Board members and keeps them informed.

B. Community/Governmental Relations – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Works effectively and actively with community and governmental entities.
2. Promotes a friendly and cooperative relationship with community and governmental entities and the news media.
3. Has achieved a position of leadership and respect within the community.
4. Solicits and gives attention to problems and issues raised by community members regarding Authority activities.

C. Organizational/Personnel Relations – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Encourages and promotes professional organizational and personal behavior and high standards of performance.

2. Develops and executes sound organizational and personnel procedures and works to enhance employee morale and loyalty.
3. Treats all personnel fairly without favoritism or discrimination.
4. Provides appropriate direction/guidance to subordinates, delegates authority and responsibility and holds individuals accountable.

D. Business/Finance/Customer Relations – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Establishes and achieves business/financial objectives.
2. Keeps well informed on needs and activities of the organization.
3. Ensures that funds are spent wisely, and adequate control and accounting procedures are maintained.
4. Evaluates financial requirements and makes appropriate recommendations to satisfy funding requirements.
5. Works well with Authority tenants and interests, establishing good relations and enhancing the Authority's business environment.
6. Implements and encourages a philosophy of top quality customer service.

E. Personal Qualities/Professional Leadership – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Maintains high standards of ethics, honesty, and integrity in all personal and professional matters.
2. Devotes his full time and energy effectively to his job.
3. Writes clearly, concisely and speaks well in front of large and small groups, expressing his ideas in a logical and forthright manner.
4. Thinks well on his feet when asked questions or when faced with an unexpected turn of events in a large group meeting.
5. Provides leadership and sets good examples.

Comments:

I would work for Joe. - I can't give a higher compliment. Leadership + + + +. Outstanding man and person. Happy to be working with him

A. OVERALL RATING – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

Board Member's Signature

Date

DANIEL ALVAREZ SR

25-Sept-17

Tampa Hillsborough County Expressway Authority

Executive Director's Performance Appraisal

Instructions: The Executive Director's primary areas of responsibility have been organized below into five key categories with selected individual appraisal factors shown within each category.

- Written performance review forms will be provided to each Board member.
- Board Members should rate the Executive Director's performance for each major category as being: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory). An overall rating and any pertinent comments should be provided at the bottom of page 2.
- Completed review forms will be routed to the Board Chair and General Counsel.
- Board Members may individually contact the Executive Director to discuss their evaluation.
- The Board Chair will meet with the Executive Director to review the Board members' evaluations.
- A summary of the evaluation process will be presented by the Board Chair in open session (Committee as a Whole or Board Meeting). The Board shall then move to accept the evaluations and summaries.

A. Board Relations – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Fully supports Board policies and decisions.
2. Has a positive attitude and maintains a harmonious working relationship with the Board.
3. Understands his role in administration of Board policies, makes clear recommendations and accepts responsibility.
4. Treats all Board members impartially and equally.
5. Is readily available to meet with Board members and keeps them informed.

B. Community/Governmental Relations - PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Works effectively and actively with community and governmental entities.
2. Promotes a friendly and cooperative relationship with community and governmental entities and the news media.
3. Has achieved a position of leadership and respect within the community.
4. Solicits and gives attention to problems and issues raised by community members regarding Authority activities.

C. Organizational/Personnel Relations – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Encourages and promotes professional organizational and personal behavior and high standards of performance.

2. Develops and executes sound organizational and personnel procedures and works to enhance employee morale and loyalty.
3. Treats all personnel fairly without favoritism or discrimination.
4. Provides appropriate direction/guidance to subordinates, delegates authority and responsibility and holds individuals accountable.

D. Business/Finance/Customer Relations – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Establishes and achieves business/financial objectives.
2. Keeps well informed on needs and activities of the organization.
3. Ensures that funds are spent wisely, and adequate control and accounting procedures are maintained.
4. Evaluates financial requirements and makes appropriate recommendations to satisfy funding requirements.
5. Works well with Authority tenants and interests, establishing good relations and enhancing the Authority’s business environment.
6. Implements and encourages a philosophy of top quality customer service.

E. Personal Qualities/Professional Leadership – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Maintains high standards of ethics, honesty, and integrity in all personal and professional matters.
2. Devotes his full time and energy effectively to his job.
3. Writes clearly, concisely and speaks well in front of large and small groups, expressing his ideas in a logical and forthright manner.
4. Thinks well on his feet when asked questions or when faced with an unexpected turn of events in a large group meeting.
5. Provides leadership and sets good examples.

Comments:

A. OVERALL RATING – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

TS Buckhorn
 Board Member’s Signature

Sept 26, 17
 Date

Annual Performance Appraisals

General Counsel

Tampa Hillsborough County Expressway Authority
General Counsel's Performance Appraisal

Instructions: The General Counsel's primary areas of responsibility have been organized below into five key categories with selected individual appraisal factors shown within each category.

- Written performance review forms will be provided to each Board member.
- Board Members should rate the General Counsel's performance for each major category as being: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory). An overall rating and any pertinent comments should be provided at the bottom of page 2.
- Completed review forms will be routed to the Board Chair and Executive Director.
- Board Members may individually contact the General Counsel to discuss their evaluation.
- The Board Chair will meet with the General Counsel to review the Board members' evaluations.
- A summary of the evaluation process will be presented by the Board Chair in open session (Committee as a Whole or Board Meeting). The Board shall then move to accept the evaluations and summaries.

A. Board Relations – Rating E (Excellent/Highly Commendable)

1. Fully supports Board policies and decisions.
2. Has a positive attitude and maintains a harmonious working relationship with the Board.
3. Understands his role in advising the Board on policies, procedures and makes clear legal recommendations and accepts responsibility.
4. Treats all Board members impartially and equally.
5. Is readily available to meet with Board members and keeps them informed.

B. Community/Governmental Relations – Rating E (Excellent/Highly Commendable)

1. Works effectively and actively with community and governmental entities.
2. Promotes a friendly and cooperative relationship with community and governmental entities and other professionals.
3. Maintains a position of professionalism and respect within the community.
4. Solicits and gives attention to problems and issues raised by community members regarding Authority activities.

C. Organizational/Personnel Relations – Rating S (Satisfactory)

1. Encourages and promotes professional organizational and personal behavior and high standards of performance.

2. Develops and executes sound organizational and personnel procedures and works to enhance employee morale and loyalty.
3. Treats all personnel fairly without favoritism or discrimination.
4. Provides appropriate direction/guidance and legal advice to the Executive Director, Managers and staff of the Authority.

D. Business/Finance/Customer Relations – Rating E (Excellent/Highly Commendable)

1. Understands the Authority’s business/financial objectives.
2. Keeps well informed on needs and activities of the organization.
3. Ensures that the organization adheres to Public Records and Sunshine Laws and that the Board and Staff maintain the ethical requirements of the organization.
4. Evaluates various legal issues and requirements and makes appropriate recommendations to satisfy those requirements.
5. Works well with Authority tenants and interests, establishing good relations and enhancing the Authority’s business environment.
6. Implements and encourages the ethical and legal administration of the organization’s public services.

E. Personal Qualities/Professional Leadership – Rating E (Excellent/Highly Commendable)

1. Maintains high standards of ethics, honesty, and integrity in all personal and professional matters.
2. Devotes his full time and energy effectively to his job.
3. Writes clearly, concisely and speaks well in front of large and small groups, expressing his ideas in a logical and forthright manner.
4. Thinks well on his feet when asked questions or when faced with an unexpected turn of events.
5. Provides leadership and sets good examples.

Comments:

Mr. Maguire represents and provides meaningful counsel
to the Board.

A. OVERALL RATING E (Excellent/Highly Commendable)

Vincent J. Cassidy /s/


Board Member’s Signature


Date: 6/28/2017


Tampa Hillsborough County Expressway Authority
General Counsel's Performance Appraisal

Instructions: The General Counsel's primary areas of responsibility have been organized below into five key categories with selected individual appraisal factors shown within each category.

- Written performance review forms will be provided to each Board member.
- Board Members should rate the General Counsel's performance for each major category as being: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory). An overall rating and any pertinent comments should be provided at the bottom of page 2.
- Completed review forms will be routed to the Board Chair and Executive Director.
- Board Members may individually contact the General Counsel to discuss their evaluation.
- The Board Chair will meet with the General Counsel to review the Board members' evaluations.
- A summary of the evaluation process will be presented by the Board Chair in open session (Committee as a Whole or Board Meeting). The Board shall then move to accept the evaluations and summaries.

- A. Board Relations – Rating**  **down arrow**
1. Fully supports Board policies and decisions.**E**
 2. Has a positive attitude and maintains a harmonious working relationship with the Board.**E** *Patrick Maguire has an attitude that we should all strive towards reaching but will probably never get there!*
 3. Understands his role in advising the Board on policies, procedures and makes clear legal recommendations and accepts responsibility.**E**
 4. Treats all Board members impartially and equally.**E**
 5. Is readily available to meet with Board members and keeps them informed.**E**

- B. Community/Governmental Relations – Rating**  **down arrow**
1. Works effectively and actively with community and governmental entities.**E**
 2. Promotes a friendly and cooperative relationship with community and governmental entities and other professionals.**E**
 3. Maintains a position of professionalism and respect within the community.**E**
 4. Solicits and gives attention to problems and issues raised by community members regarding Authority activities.**E**

- C. Organizational/Personnel Relations – Rating**  **down arrow**
1. Encourages and promotes professional organizational and personal behavior and high standards of performance.**E**

2. Develops and executes sound organizational and personnel procedures and works to enhance employee morale and loyalty.**E**
3. Treats all personnel fairly without favoritism or discrimination.**E**
4. Provides appropriate direction/guidance and legal advice to the Executive Director, Managers and staff of the Authority.**E**

D. Business/Finance/Customer Relations – Rating  **down arrow**

1. Understands the Authority’s business/financial objectives.**E**
2. Keeps well informed on needs and activities of the organization.**E**
3. Ensures that the organization adheres to Public Records and Sunshine Laws and that the Board and Staff maintain the ethical requirements of the organization. **E**
Mr.Maguire provided a very good board orientation and overview of the Sunshine Laws etc. during our initial meeting late last year.
4. Evaluates various legal issues and requirements and makes appropriate recommendations to satisfy those requirements.**E**
5. Works well with Authority tenants and interests, establishing good relations and enhancing the Authority’s business environment. **E**
6. Implements and encourages the ethical and legal administration of the organization’s public services.**E**

E. Personal Qualities/Professional Leadership – Rating  **down arrow**

1. Maintains high standards of ethics, honesty, and integrity in all personal and professional matters. **E**
2. Devotes his full time and energy effectively to his job.**E**
His energy is very similar to that of the Executive Director: high and palpable.
3. Writes clearly, concisely and speaks well in front of large and small groups, expressing his ideas in a logical and forthright manner. **E**
4. Thinks well on his feet when asked questions or when faced with an unexpected turn of events.**E**
5. Provides leadership and sets good

examples.**E**

A. OVERALL RATING  **down arrow**

Bennett H Barrow

Board Member’s Signature

Date: 6/29/2017



Tampa Hillsborough County Expressway Authority
General Counsel's Performance Appraisal

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A. Board Relations – Rating E (Excellent/Highly Commendable)

1. Fully supports Board policies and decisions.
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3. Understands his role in advising the Board on policies, procedures and makes clear legal recommendations and accepts responsibility.
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5. Is readily available to meet with Board members and keeps them informed.

B. Community/Governmental Relations – Rating E (Excellent/Highly Commendable)

1. Works effectively and actively with community and governmental entities.
2. Promotes a friendly and cooperative relationship with community and governmental entities and other professionals.
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C. Organizational/Personnel Relations – Rating E (Excellent/Highly Commendable)

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2. Develops and executes sound organizational and personnel procedures and works to enhance employee morale and loyalty.
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4. Provides appropriate direction/guidance and legal advice to the Executive Director, Managers and staff of the Authority.

D. Business/Finance/Customer Relations – Rating E (Excellent/Highly Commendable)

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E. Personal Qualities/Professional Leadership – Rating E (Excellent/Highly Commendable)

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4. Thinks well on his feet when asked questions or when faced with an unexpected turn of events.
5. Provides leadership and sets good examples.

Comments:

A. OVERALL RATING E (Excellent/Highly Commendable)

Commissioner Les Miller /s/

Board Member's Signature

Date: 6/29/2017

Tampa Hillsborough County Expressway Authority
General Counsel's Performance Appraisal

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E. Personal Qualities/Professional Leadership – Rating E (Excellent/Highly Commendable)

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3. Writes clearly, concisely and speaks well in front of large and small groups, expressing his ideas in a logical and forthright manner.
4. Thinks well on his feet when asked questions or when faced with an unexpected turn of events.
5. Provides leadership and sets good examples.

Comments:

Pat, I have enjoyed working with you the past four years.

Your counsel has been very much appreciated as we have tackled some very difficult challenges including the Gandy connector. Keep up the great work. All the best.

A. OVERALL RATING E (Excellent/Highly Commendable)

FDOT D7 Secy Paul Steinman /s/

Board Member’s Signature

Date: 7/7/2017

Tampa Hillsborough County Expressway Authority

General Counsel's Performance Appraisal

Instructions: The General Counsel's primary areas of responsibility have been organized below into five key categories with selected individual appraisal factors shown within each category.

- Written performance review forms will be provided to each Board member.
- Board Members should rate the General Counsel's performance for each major category as being: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory). An overall rating and any pertinent comments should be provided at the bottom of page 2.
- Completed review forms will be routed to the Board Chair and Executive Director.
- Board Members may individually contact the General Counsel to discuss their evaluation.
- The Board Chair will meet with the General Counsel to review the Board members' evaluations.
- A summary of the evaluation process will be presented by the Board Chair in open session (Committee as a Whole or Board Meeting). The Board shall then move to accept the evaluations and summaries.

A. Board Relations -- PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Fully supports Board policies and decisions.
2. Has a positive attitude and maintains a harmonious working relationship with the Board.
3. Understands his role in advising the Board on policies, procedures and makes clear legal recommendations and accepts responsibility.
4. Treats all Board members impartially and equally.
5. Is readily available to meet with Board members and keeps them informed.

B. Community/Governmental Relations -- PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Works effectively and actively with community and governmental entities.
2. Promotes a friendly and cooperative relationship with community and governmental entities and other professionals.
3. Maintains a position of professionalism and respect within the community.
4. Solicits and gives attention to problems and issues raised by community members regarding Authority activities.

C. Organizational/Personnel Relations -- PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Encourages and promotes professional organizational and personal behavior and high standards of performance.

2. Develops and executes sound organizational and personnel procedures and works to enhance employee morale and loyalty.
3. Treats all personnel fairly without favoritism or discrimination.
4. Provides appropriate direction/guidance and legal advice to the Executive Director, Managers and staff of the Authority.

D. Business/Finance/Customer Relations – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Understands the Authority’s business/financial objectives.
2. Keeps well informed on needs and activities of the organization.
3. Ensures that the organization adheres to Public Records and Sunshine Laws and that the Board and Staff maintain the ethical requirements of the organization.
4. Evaluates various legal issues and requirements and makes appropriate recommendations to satisfy those requirements.
5. Works well with Authority tenants and interests, establishing good relations and enhancing the Authority’s business environment.
6. Implements and encourages the ethical and legal administration of the organization’s public services.

E. Personal Qualities/Professional Leadership – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Maintains high standards of ethics, honesty, and integrity in all personal and professional matters.
2. Devotes his full time and energy effectively to his job.
3. Writes clearly, concisely and speaks well in front of large and small groups, expressing his ideas in a logical and forthright manner.
4. Thinks well on his feet when asked questions or when faced with an unexpected turn of events.
5. Provides leadership and sets good examples.

Comments:

Full confidence - Great Job -

A. OVERALL RATING – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

Board Member’s Signature

DANIEL ALVAREZ, SR

Date

25-Sep-17

Tampa Hillsborough County Expressway Authority
General Counsel's Performance Appraisal

Instructions: The General Counsel's primary areas of responsibility have been organized below into five key categories with selected individual appraisal factors shown within each category.

- Written performance review forms will be provided to each Board member.
- Board Members should rate the General Counsel's performance for each major category as being: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory). An overall rating and any pertinent comments should be provided at the bottom of page 2.
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- Board Members may individually contact the General Counsel to discuss their evaluation.
- The Board Chair will meet with the General Counsel to review the Board members' evaluations.
- A summary of the evaluation process will be presented by the Board Chair in open session (Committee as a Whole or Board Meeting). The Board shall then move to accept the evaluations and summaries.

A. Board Relations -- PLEASE CIRCLE YOUR RATING CHOICE BELOW

RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Fully supports Board policies and decisions.
2. Has a positive attitude and maintains a harmonious working relationship with the Board.
3. Understands his role in advising the Board on policies, procedures and makes clear legal recommendations and accepts responsibility.
4. Treats all Board members impartially and equally.
5. Is readily available to meet with Board members and keeps them informed.

B. Community/Governmental Relations -- PLEASE CIRCLE YOUR RATING CHOICE BELOW

RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Works effectively and actively with community and governmental entities.
2. Promotes a friendly and cooperative relationship with community and governmental entities and other professionals.
3. Maintains a position of professionalism and respect within the community.
4. Solicits and gives attention to problems and issues raised by community members regarding Authority activities.

C. Organizational/Personnel Relations -- PLEASE CIRCLE YOUR RATING CHOICE BELOW

RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

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2. Develops and executes sound organizational and personnel procedures and works to enhance employee morale and loyalty.
3. Treats all personnel fairly without favoritism or discrimination.
4. Provides appropriate direction/guidance and legal advice to the Executive Director, Managers and staff of the Authority.

D. Business/Finance/Customer Relations – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Understands the Authority’s business/financial objectives.
2. Keeps well informed on needs and activities of the organization.
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E. Personal Qualities/Professional Leadership – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

1. Maintains high standards of ethics, honesty, and integrity in all personal and professional matters.
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4. Thinks well on his feet when asked questions or when faced with an unexpected turn of events.
5. Provides leadership and sets good examples.

Comments:

A. OVERALL RATING – PLEASE CIRCLE YOUR RATING CHOICE BELOW
RATING: E (Excellent/Highly Commendable), S (Satisfactory) or U (Unsatisfactory)

Bh Buchhorn
 Board Member’s Signature

Sept 26/17
 Date

V. A.
Operations & Maintenance

David May, P.E.

V. B.

Financial / Traffic & Revenue

Amy Lettelleir, Esq., CFO



**Internal Financial Reports
(Preliminary and Unaudited)
For Period 07/01/17 - 07/31/17
October 23, 2017**

Tampa-Hillsborough County Expressway Authority
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN FUND NET POSITION
As of July 31, 2017

	Year-to-Date Actual	Year-to-Date Budget	Year-to-Date Variance	Year-to-Date % Variance
Toll revenues ¹	7,285,480	7,000,000	285,480	104.1%
Operating expenses				
Toll Operations	280,971	358,563	(77,592)	78.4%
Roadway Operations	490,273	587,741	(97,468)	83.4%
Maintenance	204,879	322,172	(117,292)	63.6%
Renewal & Replacement	585,889	951,656	(365,767)	61.6%
Marketing	23,545	50,417	(26,872)	46.7%
Other Expenses	-	-	-	-
Depreciation	98,098	98,098	0	100.0%
Total operating expenses	1,683,654	2,368,645	(684,991)	71.1%
General and administrative expenses				
Payroll Expense	273,278	259,155	14,123	105.4%
Outside Services	22,439	112,987	(90,548)	19.9%
Occupancy and Office Expense	59,308	47,964	11,345	123.7%
Total general and administrative expenses	355,026	420,105	(65,080)	84.5%
Income from Operations	5,246,801	4,211,249	1,035,552	124.6%
Non-operating revenues (expenses)				
Investment Income	188,490	55,679	132,811	338.5%
Net (decrease) increase in the fair value of investments	76,430		76,430	-
Miscellaneous (expense) revenue	8,569	71,188	(62,618)	12.0%
Interest expense	(1,664,703)	(1,664,703)	(0)	100.0%
Total non-operating revenues (expenses)	(1,391,214)	(1,537,836)	146,623	90.5%
Income before contributed capital	3,855,587	2,673,413	1,182,174	144.2%
Contributed Capital				
CV Pilot Contract	-	-	-	-
Total contributed capital	-	-	-	-
Increase in net position	3,855,587	2,673,413	1,182,174	144.2%
Net position at beginning of year	315,855,297	315,855,297	-	
Net position month-to-date	319,710,884	318,528,710	1,182,174	100.4%

¹Toll revenue has not been adjusted for allowance for doubtful accounts; includes fees

PRELIMINARY UNAUDITED

Tampa-Hillsborough County Expressway Authority
Cash and Investments
As of July 31, 2017

Depository	Description	Cash or Investment	Balance
Operations, Maintenance and Administration Fund¹			
Petty Cash-Safe	Cash on Hand	Cash	\$ 104
SunTrust Bank	OM&A Checking	Cash	\$ 3,955,671
State Treasurer	Administrative Reserve	Investment	\$ 1,440,282
SunTrust Robinson Humphrey	Operation and Maintenance Reserve	Investment	\$ 1,042,425
Subtotal			\$ 6,438,482
Renewal & Replacement Fund¹ - Can only be used as defined in the Series 2012 Master Bond Resolution			
Regions Bank	Renewal & Replacement Fund ^{2,3} <i>(\$10m reserve - Series 2012 bond funds)</i>	Investment	\$ 29,957,029
Subtotal			\$ 29,957,029
System Project Bonds Fund¹ - Can only be used as defined in the Series 2012 Master Bond Resolution			
Regions Bank	System Project Fund ²	Investment	\$ 80,417,255
SunTrust Bank	Work Program Checking	Cash	\$ 463,747
SunTrust Bank	CV Pilot Contract Checking	Cash	\$ 45,577
Subtotal			\$ 80,926,579
Restricted Fund¹ - Can only be used as defined in the Series 2012 Master Bond Resolution			
SunTrust Bank	Surplus Account Checking	Cash	\$ 2,631,561
Regions Bank	Revenue Fund ²	Investment	\$ 4,328,411
Regions Bank	OM&A Reserve Fund ³	Investment	\$ 13,165,443
Regions Bank	Debt Service Payment Fund ³	Investment	\$ 2,461,331
Regions Bank	Debt Service Reserve Fund ³	Investment	\$ 31,320,737
Regions Bank	General Reserve Fund ²	Investment	\$ 10,994,710
Subtotal			\$ 64,902,193
Unrestricted Fund			
SunTrust Bank	Unrestricted Cash	Cash	\$ 1,545,548
State Treasurer	Unrestricted Funds	Investment	\$ 3,222,127
SunTrust Robinson Humphrey	Unrestricted Funds	Investment	\$ 6,342,485
Subtotal			\$ 11,110,160
Total Cash and Investments			\$ 193,334,442

¹THESE FUNDS ARE RESTRICTED OR ENCUMBERED AND CAN ONLY BE USED FOR ITS INTENDED PURPOSE

²Toll Revenue funded

³All or part of the reserve funded with Series 2012 bond funds

Tampa Hillsborough County Expressway Authority
Revenue
As of July 31, 2017

Toll Revenue ¹	\$ 7,285,480
Leases:	
ConAgra - Lease of Railroad Track	-
Hillsborough County School Board - Parking Lease	-
City of Tampa - Parking Leases	-
USF Health Professions Conf Corp. - Parking Leases	7,009
A Few Tampa Properities - Parking Lease	400
Smokehouse on Platt - ROW Lease	743
International Ship - Parking Lease	-
Sprint - Nextel - Utilities ROW Lease	-
Willow & Platt Parking Lease	-
Jacobs Real Estate Services -ROW Lease	-
ECI Capital Lease	151
Tampa Pavement (Hubbard)	267
Application Fees	-
CV Pilot Contract	-
Tiger Grant	-
Interest on Checking & Investment Accounts	188,490
Total Revenue	\$ 7,482,540

¹Toll Revenue has not been adjusted for Allowance for Doubtful Accounts

TAMPA HILLSBOROUGH COUNTY EXPRESSWAY AUTHORITY
REGIONS BANK (FISCAL AGENT) - FLOW OF FUNDS
As of July 31, 2017

<i>Fund Balance July 1, 2017</i>	
Short Term & Fixed Investments	181,201,053
<i>RECEIPTS</i>	
Tolls	7,474,817
Miscellaneous Revenue	-
Accrued Interest on Long Term Investments	-
Gain on Sale of Investments	-
Earnings on Investments	202,496
	\$ 188,878,366
<i>DISBURSEMENTS</i>	
Sr. Lien - Bond Payments	\$ 15,018,002
Cost of Administration, Operations & Maintenance	1,215,449
Cost of Work Program	-
<i>Fund Balance July 31, 2017</i>	
Short Term & Fixed Investments	172,644,916
	\$ 188,878,366



Traffic and Revenue (unaudited)
For Period 07/01/17 – 07/31/17
October 23, 2017

Tampa Hillsborough County Expressway Authority Transactions (July 2017)							
FY2018				FY2017			
	Video	SunPass	Total	Video	SunPass	Total	%
July	1,078,898	3,627,525	4,706,423	1,052,452	3,518,158	4,570,610	2.89%
Total Traffic	1,078,898	3,627,525	4,706,423	1,052,452	3,518,158	4,570,610	2.89%

Tampa Hillsborough County Expressway Authority Revenue (July 2017)							
FY2018				FY2017			
	Video ¹	SunPass	Total	Video ¹	SunPass	Total	%
July	\$ 1,811,115	\$ 5,302,815	\$ 7,113,930	\$ 1,737,328	\$ 5,072,684	\$ 6,810,012	4.27%
Total Revenue	\$ 1,811,115	\$ 5,302,815	\$ 7,113,930	\$ 1,737,328	\$ 5,072,684	\$ 6,810,012	4.27%
<i>Avg Transaction</i>	1.68	1.46	1.51	1.65	1.44	1.49	

¹Indicated Revenue

Tampa Hillsborough County Expressway Authority Projected Revenue (July 2017)						
	Projected Revenue	Revenue				Add'l Revenue
		Video Indicated ²	SunPass Actual	Total	%	Video Fees Actual
July	\$ 6,644,973	\$ 1,811,115	\$ 5,302,815	\$ 7,113,930	6.59%	
Total	\$ 6,644,973	\$ 1,811,115	\$ 5,302,815	\$ 7,113,930	6.59%	\$ -

¹Projected revenue estimated \$84,000,000

²Has not been adjusted for allowance for doubtful accounts

V. C.
Toll Operations

Rafael Hernandez

VI. A.
Executive Director

Joe Waggoner

VI. B.
General Counsel

Patrick Maguire, Esq.

VI. C.

Chair

Vincent J. Cassidy

**Tampa-Hillsborough Expressway Authority
Meeting Schedule
2017**

January

1/17/17	Committees as a Whole	2:30 p.m.	
1/23/17	Board Meeting	1:30 p.m.	

February

2/13/17	Committees as Whole	1:30 p.m.	
2/27/17	Board Meeting	1:30 p.m.	

March

3/13/17	Committees as Whole	1:30 p.m.	Cancelled
3/27/17	Board Meeting	1:30 p.m.	

April

4/10/17	Committees as Whole	1:30 p.m.	Cancelled
4/24/17	Board Meeting	1:30 p.m.	Cancelled

May

5/08/17	Committees as Whole	1:30 p.m.	
5/22/17	Board Meeting	1:30 p.m.	

June

6/12/17	Committees as Whole	1:30 p.m.	Cancelled
6/26/17	Board Meeting	1:30 p.m.	

July

7/10/17	Committees as Whole	1:30 p.m.	Cancelled
7/24/17	Board Meeting	1:30 p.m.	Cancelled

August

Changed to Board Mtg	8/14/17	Committees as a Whole Board Mtg	1:30 p.m.	
	8/28/17	Board Meeting	1:30 p.m.	Cancelled

September

9/11/17	Committees as Whole	1:30 p.m.	Cancelled
9/25/17	Board Meeting	1:30 p.m.	

October

10/16/17	Committees as a Whole	1:30 p.m.	Cancelled
10/23/17	Board Meeting	1:30 p.m.	

November

11/06/17	Committees as Whole	1:30 p.m.	
11/13/17	Board Meeting	1:30 p.m.	

December

12/04/17	Committees as Whole	1:30 p.m.	
12/11/17	Board Meeting	1:30 p.m.	

Note: Meetings of Committees as Whole will be held in the Expressway's 3rd floor conference room. Monthly Board meetings will be held in the Expressway's 1st floor Board room.

**Tampa-Hillsborough County Expressway Authority
Meeting Schedule
2018**

<u>January</u>		
1/08/18	Committees as a Whole	1:30 p.m.
1/22/18	Board Meeting	1:30 p.m.
<u>February</u>		
2/12/18	Committees as Whole	1:30 p.m.
2/26/18	Board Meeting	1:30 p.m.
<u>March</u>		
3/12/18	Committees as Whole	1:30 p.m.
3/26/18	Board Meeting	1:30 p.m.
<u>April</u>		
4/09/18	Committees as Whole	1:30 p.m.
4/23/18	Board Meeting	1:30 p.m.
<u>May</u>		
5/07/18	Committees as Whole	1:30 p.m.
5/21/18	Board Meeting	1:30 p.m.
<u>June</u>		
6/11/18	Committees as Whole	1:30 p.m.
6/25/18	Board Meeting	1:30 p.m.
<u>July</u>		
7/09/18	Committees as Whole	1:30 p.m.
7/23/18	Board Meeting	1:30 p.m.
<u>August</u>		
8/13/18	Committees as a Whole	1:30 p.m.
8/27/18	Board Meeting	1:30 p.m.
<u>September</u>		
9/10/18	Committees as Whole	1:30 p.m.
9/24/18	Board Meeting	1:30 p.m.
<u>October</u>		
10/15/18	Committees as a Whole	1:30 p.m.
10/29/18	Board Meeting	1:30 p.m.
<u>November</u>		
11/05/18	Committees as Whole	1:30 p.m.
11/26/18	Board Meeting	1:30 p.m.
<u>December</u>		
12/03/18	Committees as Whole	1:30 p.m.
12/17/18	Board Meeting	1:30 p.m.

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