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To: Gerri Doyle, MoDOT Senior Transportation Planner
Leslie Spencer Fowler, KDOT ITS Manager

From: Raymond M. Webb *RW*
Operation Green Light Project Manager, Mid-America Regional Council

Date: October 16, 2014

Re: Kansas City Regional TransSuite Advanced Traffic Management System
Sole Source Request for Approval

Dear Gerri and Leslie,

Mid-America Regional Council (MARC) operates the Advanced Traffic Management System (ATMS) for the regional Operation Green Light arterial traffic signal system in the Kansas City region. MARC is required by its current 24 partner agencies to continue to provide the Kansas City Regional ATMS software that communicates to its nearly 700 intersections on the OGL network and nearly 1000 intersections throughout the region. We are currently in the process of the final year of renewal of the existing three-year contract, plus two one-year extensions. We are requesting this well in advance of the September 2015 expiration of the extension due to the extensive undertaking should a rebidding process be required. This letter is requesting that KDOT and MoDOT allow MARC to continue to contract with TransCore for the ATMS software.

The current users of the OGL TransSuite system include:

Missouri Department of Transportation, the Cities of Gladstone, Independence, Kansas City, Lee's Summit, Liberty, North Kansas City, Raymore, Raytown in Missouri and the jurisdiction of the Kansas Department of Transportation, the Cities of Bonner Springs, Fairway, Lansing, Leavenworth, Leawood, Lenexa, Merriam, Mission, Mission Woods, Olathe, Overland Park, Prairie Village, Shawnee, Westwood and the Unified Government of Wyandotte County/Kansas City in Kansas.

In order to continue using and receiving updates for this software, TransCore ITS Inc. will be required to provide support to the Kansas City OGL partners for the following reasons:

1. The software is essential for synchronization with existing systems in the KC region. This is due to the specialized nature of the software that has been customized for the multiple types of traffic signal controllers specific to the Kansas City Region. There are central software systems that are made by the same vendor that work with their own controllers. However the KC region has a wide range of controllers and thus requires a center software system that can work with this variety.

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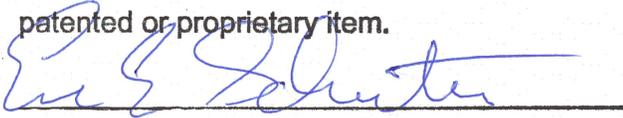
Also, logistics under 23 CFR 635.411(a)(2) is a factor. TransSuite has been customized to fit with the regions maintenance inventory (traffic signal controllers) of choice. This allows funds to be spent on software rather than changing all agencies existing traffic signal controllers to work with a new software product.

2. Also under 23 CFR 635.411(a)(2), the statement "a unique product for which there is no suitable alternative" is satisfied. While there are systems that may be similar, none can be installed directly without extensive and costly systems integration and testing. It is difficult to place a cost on what a new system would cost.
3. Additionally, other factors related to synchronization include the cost of the proprietary software and the costs required to replace the system as well as the lifecycle of the current product. In 2003, Mid-America Regional Council entered into an agreement with TransCore for the purchase of a regional license of the TransSuite ATMS software for the OGL project. The original procurement was through a competitive bid process and OGL is now using the fully deployed software. In order to continue software support, MARC requires TransCore to support the system. The original investment in this system was \$1.6 million. ARRA enhancements in 2010 were \$252,000. Warranty and support services have cost from \$80,000 - \$100,000 annually. Thus the regions total investment at this point is approximately \$2.1 Million. Thus the lifecycle of the product is one in which relatively small annual investments allow the system to continue to provide system this stays current and is performing well.

There is a relatively low annual cost to support the current system versus a solicitation for new software. The system has been through many years of testing to arrive at today's current product. While other vendors do provide traffic signal system software, in order to provide the regional needs of the functionality required to operate across multiple traffic signal controller platforms, would require a large investment for new software, testing and possibly new hardware. That said, it is not known what a new system would cost. Due to the proprietary nature of this system, it is in the best financial interest of MARC and the Kansas City region to continue utilizing the current system. We believe it to also be in the public's best interest for OGL to continue using the TransSuite ATMS software at this time and to contract with TransCore ITS Inc. for continued enhancements.

We request your concurrence in authorizing MARC to sole source this work to TransCore ITS Inc. and would provide several additional years as could be normally contracted.

I do hereby certify that in accordance with the requirements of 23 CFR 635.411(a)(2), no equally suitable alternate exists for this patented or proprietary item.



State Design Engineer

In accordance with the requirements of 23 CFR 635.411(c) the use of this patented or proprietary item from the indicated source is in the public interest.
