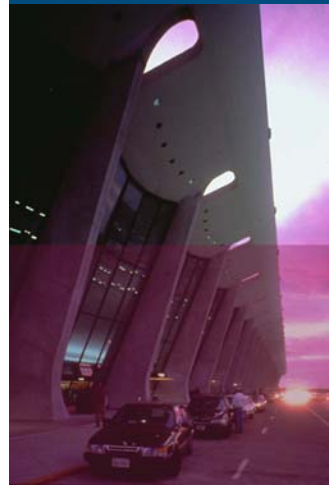
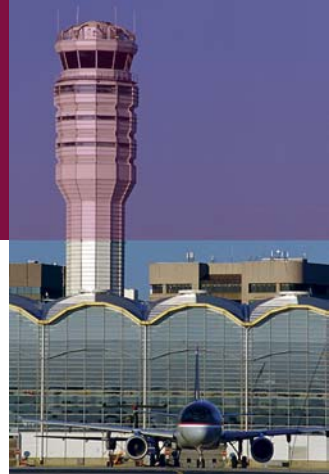


# Preproposal Conference

**RFP I-09-C09I**  
**and**  
**RFP I-09-C10I**

**Airport Shuttle Bus Service  
for National and Dulles Airports**

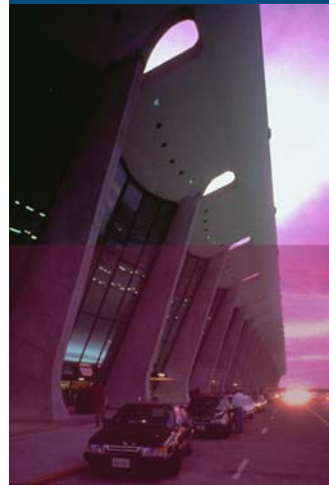
**May 27, 2009**



# Disclaimer

The information contained in this presentation is for informational purposes only.

In the event of a discrepancy between the information contained herein and the RFP documents, the RFP documents will take precedence.



# LDBE Participation Requirements

This RFP has a **40% Local Disadvantaged Business Enterprise (LDBE)** participation requirement. Firms located within a 100-mile radius and whose 3 year average gross receipts, including all affiliates, do not exceed the specified size standards are eligible for consideration.

For any LDBE/MBE/WBE information, including other LDBE size standards, contacts the Equal Opportunity Programs Department at **703-417-8367, Anne Lewis**



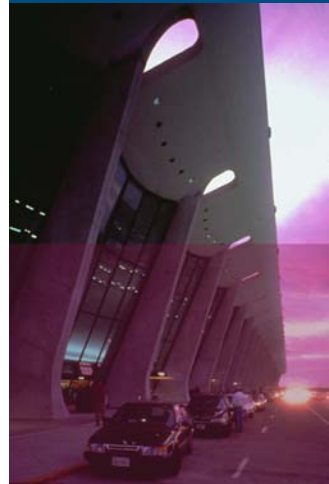
## LDBE Participation Size Standards

<u>NAICS Code</u>	<u>Type Of Work / Service</u>	<u>LDBE Size Standard</u>
485320	Limousine Service	\$ 7 Million
485999	Shuttle Service	\$ 7 Million
485113	Bus & Motor Vehicle Transit Systems	\$ 7 Million
487110	Scenic & Sightseeing Transportation	\$ 7 Million
485510	Charter Bus Industry	\$ 7 Million
812930	Parking Lots/Garages	\$ 7 Million



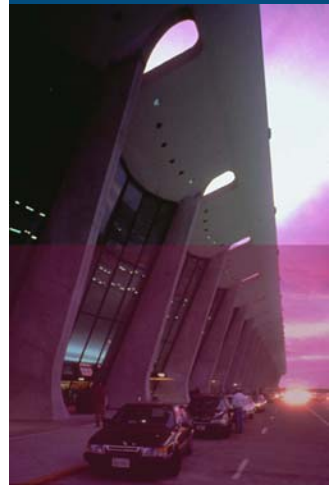
## Estimated Cost and Contract Duration

- \* The Estimated Cost is between **\$5,000,000 and \$7,000,000 annually for National**
- \* The Estimated Cost is between **\$7,000,000 and \$10,000,000 annually for Dulles**
- \* Performance Period: Three Year Base Period from date of award, with Two one-year options
- \* Anticipated award date: Mid-November, 2009
- \* Terms and Conditions of the Solicitation/Contract are not negotiable in any material way
- \* This will be a fixed price contract



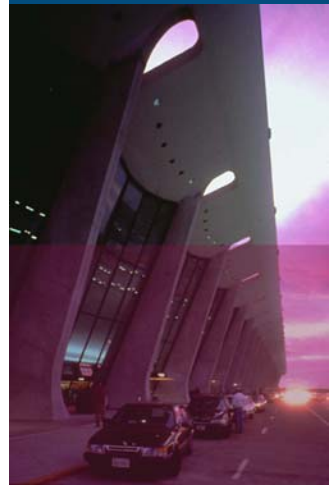
# Requirements

- ✦ A 100% Performance Bond is required from the successful contractor
- ✦ Proposals are due on June 17, 2009 at 2:00 PM local time at the address indicated on the solicitation
- ✦ Price is only one of several criteria upon which proposals will be evaluated. Reference Attachment 02 for documentation and information required by, or in support of the evaluation criteria.



## Proposal Submissions Part I – Representation Package

- ✦ Submit an original and one (1) copy of the following documents:
  - ✦ Solicitation Offer and Award Page
  - ✦ Representations and Certifications, Section IV
  - ✦ Section VI, Special Provisions, Use of Contract by Other Jurisdictions  
(Failure to extend a contract to any participating jurisdiction will have no effect on consideration of proposals)
  - ✦ LDBE Certification Exhibits as applicable:
    - ✦ Exhibit A, Voluntary Efforts to Obtain MBE/WBE Participation
    - ✦ Exhibit F, LDBE Certification Application or proof of certification
    - ✦ Exhibit G, Application for Joint Venture Eligibility
    - ✦ Exhibit H, Request for Waiver
  - ✦ References. Three (3) - Name of the organization, address, telephone number, name and title of the organization's representative for whom work was provided



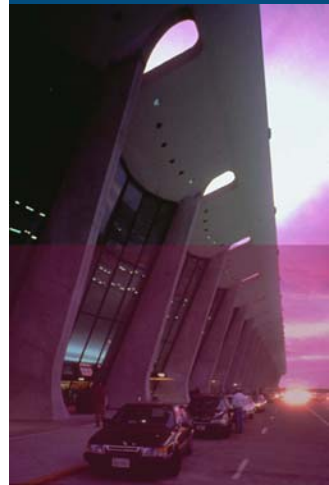
## Proposal Submissions Part 2 – Price Proposal

- \* Submit an original and one (1) copy of the following documents:
  - \* Price Schedule, Section III  
(Must be submitted in hard copy and on CD-ROM)
  - \* Exhibit D, Contract Participation Form



## Proposal Submissions Part 3 – Technical Proposal

- \* Submit an **original** and seven (7) copies
  - \* Do not include any reference to price.
  - \* Submit on typewritten 8 ½ x 11” plain white paper.
  - \* Assemble in a three ring binder. No other binding methods are acceptable.
  - \* Do not exceed fifty (50) single sided pages. Exhibits and samples of previous work are not included in the 50-page limit.
  - \* Address the evaluation criteria in the order they are presented.



## Site Visits

- ✦ A Site Visit of National Airport will follow this Conference
- ✦ A Site Visit of Dulles Airport will be held on May 28, 2009, Thursday 10:00 am, Washington Dulles International Airport, JP Morgan Chase Building 45025 Aviation Drive, Suite 250



## On-Line Resources

- ✦ The Preproposal Conference Attendees List and this presentation will be posted to the Airports Authority website, <http://www.mwaa.com>
- ✦ All questions must be submitted through the Airports Authority website by 3:00 PM June 1, 2009
- ✦ Answers to all questions received will be posted on-line, and all registered Planholders will be notified



# Planholder List: <http://www.mwaa.com/contracting>

http://www.mwaa.com/\_/File/\_/1-09-C091\_Planholders.pdf - Microsoft Internet Explorer

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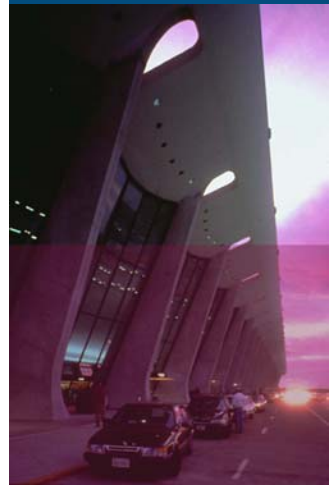
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## PLANHOLDER LIST FOR SOLICITATION 1-09-C091 SHUTTLE BUS SERVICES, IAD

CONTRACTOR NAME	PRIMARY CONTACT	STREET ADDRESS	CITY, STATE, ZIP	PHONE NUMBER	FAX NUMBER	HOW FIRM INTENDS TO PARTICIPATE IN SOLICITATION				
						PRIME	J.V.	SUB	SUPL.	OTHER
1. ALLSTATE TRANSPORTATION, INC.	ALI KHAN	20481 GREYMONT TERRACE	ASHBURN, VA 20147	202-439-6120	410-684-6907					X
2. ATEL BUS & TRUCK	BRIAN CONNOLLY	3421 PENNSY DRIVE	LANDOVER, MD 20785	301-210-5100	301-210-5102	X	X			X
3. BEVERLY TOURS	WILBERT BEVERLY	12100 HOMESPUN LANE	LUSBY, MD 20657	410-326-5384	410-394-6754	X				
4. CAPE JONES CONSULTING, LLC	DIANE JEMMOTT	7203 PARK TERRACE DRIVE	ALEXANDRIA, VA 22307	703-765-0886	866-863-6415					
6. CAPITAL EXECUTIVE LIMOUSINE	FAISAL KHAN	8433 EUCLID AVENUE	MANASSAS, VA 20111	703-929-3936	703-365-0507	X	X			X
8. CAPITOL ENTERTAINMENT SERVICES, INC.	JOHN BEST	3629 18th STREET, N.E.	WASHINGTON, DC 20018	202-636-9203	202-636-4178	X				
7. CENTRAL PARKING SYSTEM	STEPHEN MCCORMICK	P.O. BOX 60751	HOUSTON, TX 77205	281-233-1740	281-233-1742					
8. CLS MANAGEMENT SERVICES, INC.	ANNE MARIE BROWN	P.O. BOX 154	MOUNT VERNON, VA 22121	703-498-9846	703-647-9232				X	X
9. CLS MANAGEMENT SERVICES, INC.	CYNTHIA SHIFFLETT	9423 MOUNT VERNON CIRCLE	ALEXANDRIA, VA 22309	703-360-7374	703-360-8333				X	X
10. COACH AMERICA	BODIE LYON	5430 LBJ FREEWAY	DALLAS, TX 75240	972-354-3535	972-354-3525	X				
11. CORPORATE EXPRESS LIMO, INC.	STEVE KALIFA	1618 7TH STREET, N.W.	WASHINGTON, DC 20001	202-265-9500	202-265-2500	X	X			X
12. DESTINATION SHUTTLE SERVICES	ED POMONIO	8939 SEPULVEDA BOULEVARD #110-1031	LOS ANGELES, CA 90045	310-338-9466	310-338-9466	X				
13. FEDSOLUTIONS, INC.	SONNY CHOUDHURY	1100 H STREET, N.W., SUITE 830	WASHINGTON DC, DC 20005	202-730-9701	202-318-1395	X				
14. FIRST TRANSIT, INC.	LISA GATWOOD	600 VINE STREET, SUITE 1400	CINCINNATI, OH 45202	513-684-8753	513-419-3333	X				
16. FLEETPRO, INC.	KJ REYNOLDS	1540 CATON CENTER DRIVE, SUITE A	BALTIMORE, MD 21227	410-247-1310	410-247-2729					X
18. HOSPITALITY AND TRANSPORTATION SERVICES, INC.	NANCY BRYCE	1000 OHIO DRIVE, S.W.	WASHINGTON, DC 20024	202-359-6211	202-488-5200	X	X			
17. HOSPITALITY AND TRANSPORTATION SERVICES, INC.	SAMUEL THOMPSON	1000 OHIO DRIVE, S.W.	WASHINGTON, DC 20024	202-439-6479	202-488-5200	X	X			
18. INFO SERVICES AND PR, INC.	CARLA LONGSHORE	P.O. BOX 25073	ALEXANDRIA, VA 22314	202-439-1339	703-621-5400				X	
19. JENKINS LIMOUSINES & TRANSPORTATION SERVICES, LLC	DARRYL JENKINS	1361 TALBERT TERRACE, S.E.	WASHINGTON, DC 20020	301-203-6600	413-294-6600	X				
20. LANDMARK SERVICES TOURMOBILE, INC.	RONNIE INGE	1000 OHIO DRIVE, S.W.	WASHINGTON, DC 20024	202-488-5207	202-488-5200	X	X			
21. PENKE TRUCK LEASING	ANDREW SMALLACOMBE	1200 BROADCASTING ROAD, SUITE 100	WYOMISSING, PA 19348	610-320-7056	610-320-7095					X
22. REPUBLIC PARKING SYSTEM, INC.	JOHN LEAVENS	633 CHESTNUT STREET, SUITE 2000	CHATTANOOGA, TN 37377-2806	423-756-2771	423-265-5728				X	
23. RESTON LIMOUSINE AND TRAVEL SERVICE, INC	TONY SIMON	45685 ELMWOOD COURT	DULLES, VA 20166	571-323-2526	703-471-0184	X	X			X
24. RHG GROUP, INC.	REGINALD LAURENT	915 5th STREET, N.W.	WASHINGTON, DC 20001	202-789-0039	202-789-1933					X
26. SERCO	BILL DALY	1818 LIBRARY STREET, SUITE 1000	RESTON, VA 22190	404-819-0296	770-477-8924	X				
28. STANDARD PARKING	JACK RICCHIUTO	1301 E. 9th STREET #1050	CLEVELAND, OH 44114	216-802-6650	216-523-8080	X				
27. THE HOTCHKISS GROUP, LLC	RICK HOTCHKISS	519 WEST PRATT STREET	BALTIMORE, MD 21201-0437	410-576-1048	801-516-1048					
28. THRIFTY TRANSPORTATION, INC.	KARIM KHAN	12192 OPEN MEADOW LANE	BRISTOW, VA 20136	202-438-1681	703-396-7077					X
28. TRANSPORTATION MANAGEMENT SERVICES TMS	JAMES BLAND, III	17810 MEETING HOUSE ROAD, SUITE 200	SANDY SPRINGS, MD 20860	301-780-0238	301-260-1124	X				
30. VEOLIA TRANSPORTATION	BRENDAN MATTHEWS	3050 KENTHILL LANE	PROVIDENCE FORGE, VA 23140	410-948-3488	410-783-2448					X
31. VEOLIA TRANSPORTATION	SANDRA SHOWALTER	1414 W. BROADWAY, SUITE 232	TEMPE, AZ 85282	480-303-4092	480-303-4097	X				

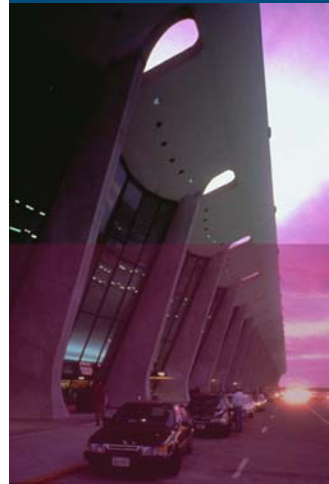
## Key Concepts

- ✦ The Contractor shall provide all labor and experience necessary to operate, manage and maintain the Shuttle Bus System serving the Public and Employee Parking Lots
- ✦ Hours of Operation – 24 hours per day, 365 days per year
- ✦ Special On-Airport Tours and Charters



## Qualifications

- ✦ Qualifications for Operations Managers, Bus Drivers, Maintenance Managers and Mechanics
- ✦ Employee Uniforms
- ✦ Safe and Clean Working Conditions
- ✦ Communication
- ✦ Labor Laws
- ✦ Secured Area Access
- ✦ Drug Testing
- ✦ Customer Service and Assistance
- ✦ Lost and Found Articles



## Requirements

- ✦ Reporting – Daily, Monthly and Accident Reporting Requirements
- ✦ Shuttle Bus Premises and Operating Equipment
  - ✦ Bus Maintenance Facility (BMF)
  - ✦ Employee Shuttle Operations Center (ESOC)
  - ✦ Shuttle Bus Operations (SBO) Building



## Requirements

- \* Operating Equipment Maintenance and Repair
- \* Compliance with Warranties
- \* Parts Inventory
- \* Vehicle Inspections
- \* Vehicle Cleaning
- \* Fueling
- \* Hazardous Materials
- \* Maintenance and Repair Records
- \* Liquidated Damages



# QUESTIONS

