



**Report to the  
Business Administration Committee  
Revised Pre-Solicitation Terms for  
Request for Proposals for  
Taxicab Service at  
Washington Dulles International  
Airport**

**December 2012**

## Action Requested

Request that the Business Administration Committee concur with revised pre-solicitation terms for Request for Proposals (RFPs) for providing taxicab service through the exclusive Washington Flyer brand at Washington Dulles International Airport (Dulles International).

## Background

Current contracts expire January 31, 2013.

Three taxicab concession contracts (Dulles Taxi Systems, Inc., Dulles Airport Taxi, Inc., and Checker Airport Taxi, Inc.) currently manage a total fleet size of 720 taxicabs (240 taxicabs each).

The Committee approved solicitation terms in March 2012 and an RFP was issued in June 2012

Changing passenger activity levels at Dulles International since June 2012 has generated the need to revisit business terms.



## Approved Business Terms (March 2012)

Increase total taxicab fleet from 720 to 820.

Award of up to four taxicab concession contracts.

Establish a minimum Annual Per Taxicab Fee of \$1,000.

Increase the outbound per trip fee from \$2.50 to \$2.65.

Implement a \$2.65 Inbound Dispatch Fee.

Implement a \$250 Annual Per Driver Fee.

## Revised Business Terms (Today)

Maintain total taxicab fleet of 720. (revised)

Award of up to three taxicab concession contracts. (revised)

Limit the number of leased vehicles by any company to 25% of its pro rata share of the portion of the fleet it is assigned. (revised)

Establish a minimum Annual Per Taxicab Fee of \$1,000.

Increase the outbound per trip fee from \$2.50 to \$2.65.

Implement a \$2.65 Inbound Dispatch Fee.

Implement a \$250 Annual Per Driver Fee.



# **Taxicab Concession Contracts Evaluation Criteria**

**(Remains the same)**

**Operations/Management Plan**

**Financial Offer**

**Industry Experience, Qualifications, and Past Performance**

**Financial Ability to Perform**



Request that the Business Administration Committee concur with the revised business terms described above for inclusion in a new RFP for up to three contractors to provide dedicated taxicab fleets operating under the exclusive Washington Flyer brand at Dulles International.

Under authority of the Chief Executive Officer, the current contracts will be extended on a month to month basis pending completion of the second RFP.