

# San Jose Airport Connector Project: Pre-Proposal Conference

| June 7<sup>th</sup>, 2022

SANJOSE



# Introductions - City Speakers



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Transportation



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José Dept. of  
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# San Jose Airport Connector Project: Pre-Proposal Conference Agenda

Introductions - Objectives of this meeting

Project and Procurement Overview

Bidding and Proposal Submittal

Evaluation and Scoring

PDA phases

Question & Answer

# Introductions - City Project Team



Brian Stanke

City of San Jose  
Project Manager



Ramses Madou

City of San Jose  
Project Principal



Ryan Sheelen

Mineta International  
Airport

# Networking

## Attendee list

- The City of San Jose will make available contact details of registered attendees to help facilitate the formation of teams.
- Please contact the City, [PW\\_Procurement@sanjoseca.gov](mailto:PW_Procurement@sanjoseca.gov), by 8 am June 9<sup>th</sup> if you do not wish for your contact details to be shared.

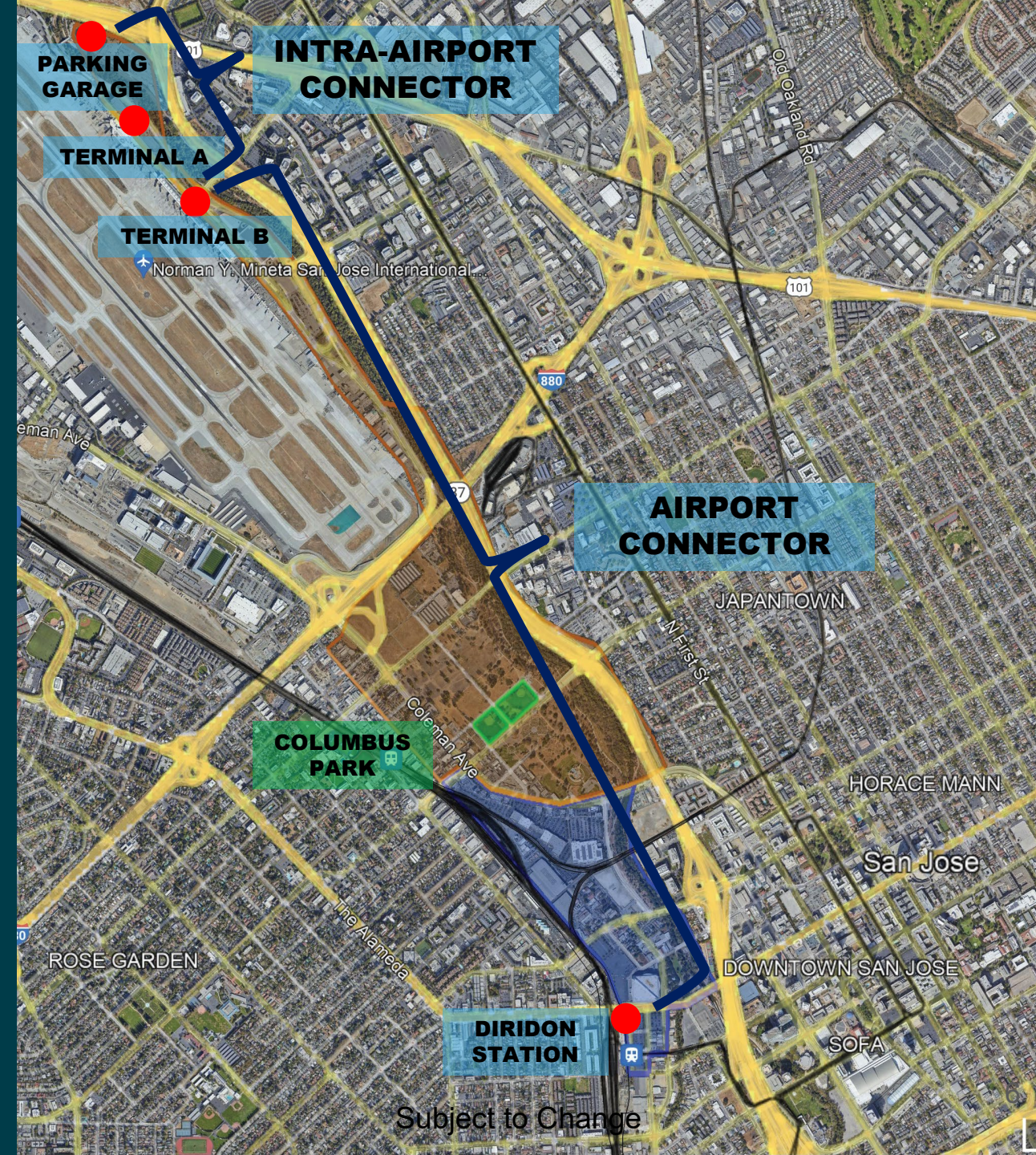


# The Project Goal

## Overarching Goal

Create a new approach to developing transit in the Silicon Valley that delivers safe, fast, frequent, reliable, separate from mixed-traffic. Use it to create a new transit network emanating from Diridon Station.

The Airport Connector will be the first section, connecting Diridon Station to Terminal B of the Mineta San Jose International Airport is the Project for the purposes of this procurement.

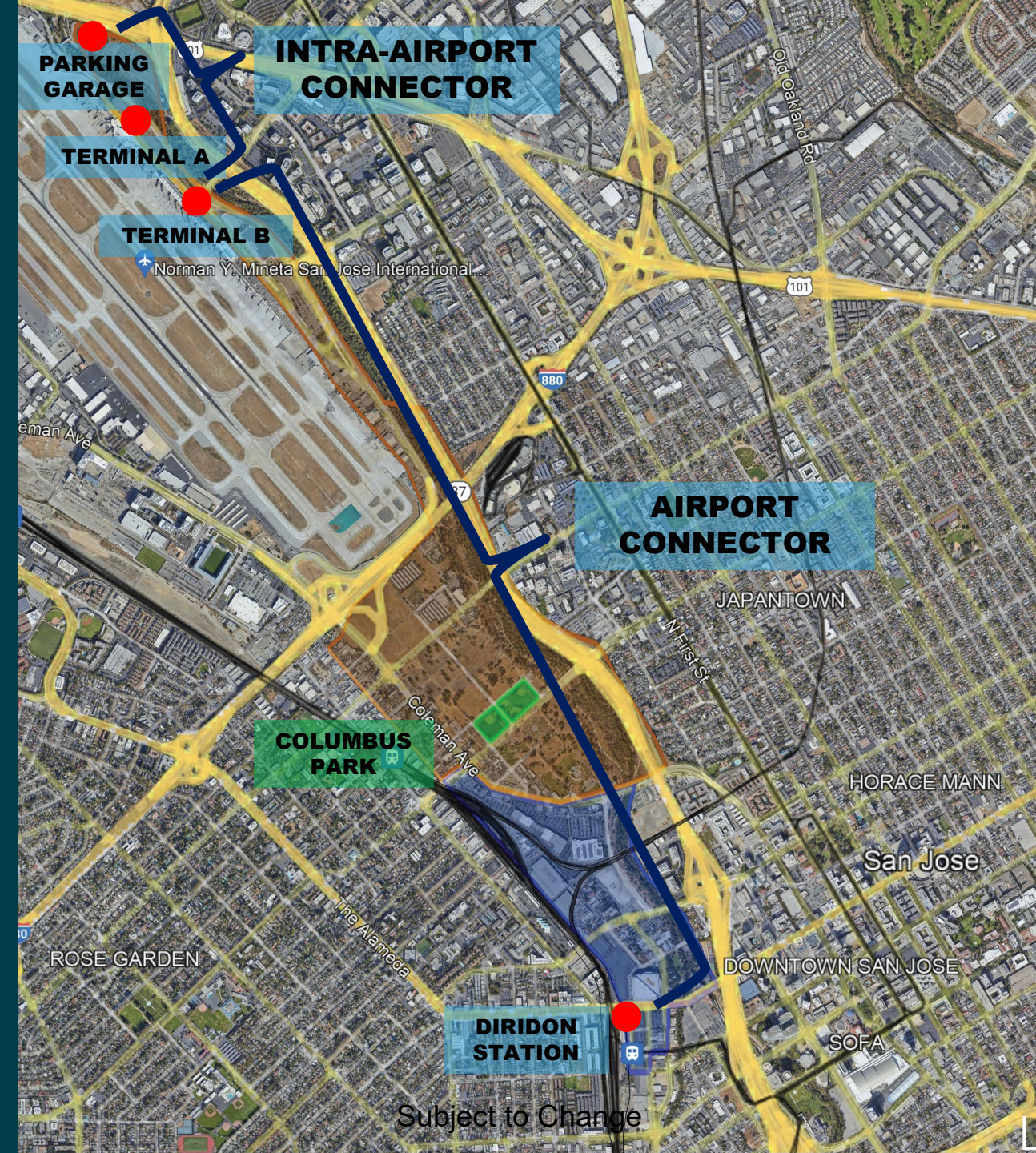




# The Project

Three-mile to four-mile (depending on alignment) transit connection from Diridon Station to SJC Airport that would “integrate Diridon Station and SJC as a single facility from the passenger’s perspective”.

1. **Airport Connector** – Project Segment connecting Diridon Station with SJC Terminal B.
2. **Intra-Airport Connector** – Optional segment connecting SJC Terminal B with Terminal A and parking facilities. (To be evaluated and determined during PDA Phase).
3. **Future Expansion** - Technical solution should be scalable. PDA and DBFOM may include an ability to collaboratively define, negotiate and execute identified future extension routes within the City.





# Anticipated P3 Delivery Model

RFP to award an at-risk, phased Predevelopment Agreement (PDA), to work collaboratively with the Developer to validate and define Project delivery before entering into a long-term implementation agreement:

- Leverage market know-how and innovation early in the process, remaining open to the technology solution
- Engage a developer to deliver the Project through its entire life-cycle:
  - Project development, delivery, financing, and operations
- Minimize public funding for procurement and delivery



# Bidding and Proposal Submittal Schedule

	Activity	Timeframe
<b>RFP Phase</b>	Proposal Submission	August 16, 2022
	Select Preferred Proposer(s)	No later than December 3, 2022
	Award and PDA execution	Expected Q4, 2022/Q1, 2023
<b>PDA Phase 1</b>	City and Preferred Proposer(s) conduct Feasibility Validation	Following execution of the PDA
	Feasibility Validation report Submission	180-210 days after execution of the PDA
	Selection of Final Proposer	Expected Q3, 2023
<b>PDA Phase 2</b>	NTP for PDA Phase 2; Detailed development of the Project	Expected Q3, 2023
	City and Developer agree on environmental review pathway	TBD
<b>PDA Phase 3</b>	Implementation Proposal Submission by Developer	TBD
	Evaluation of Implementation Proposal by City	TBD
	Final environmental approvals obtained and satisfaction of other conditions to submission of Implementation Proposal	TBD
	Commercial Close of Implementation Agreement (if applicable)	TBD
<b>Implementation Phase</b>	Financial Close of Implementation Agreement (if applicable)	TBD
	Beginning of on-site construction	Following Financial Close

# Bidding and Proposal Submittal

## 1. Questions and Responses Regarding this RFP:

- A. Proposer can submit RFP Comments (written comments, questions, objections, or requests for clarification) via the Procurement Portal.
- B. Proposers must submit any RFP Comments no later than the deadline of July 22, 2022.
- C. The City may, but is not obliged to, provide a written response to any RFP Comments submitted in the form of a single response or by issuing an Addendum. The City may rephrase RFP Comments and consolidate similar RFP Comments. Final City answers will be posted by August 3, 2022
- D. RFP Comments a Proposer believes contain confidential or proprietary information and therefore desire not be made public should be raised during One-on-One Meetings with the City. The City reserves the right to disagree with the Proposers and to make said information public in the interest of maintaining a fair process or complying with Applicable Law.



# Bidding and Proposal Submittal

## 1. One-on-One Meetings:

- A. Non-Mandatory interactive bilateral meetings with each Proposer during the procurement to discuss issues and provide clarifications regarding the Project and Project-related documents.
- B. Single round of One-on-One Meetings consisting of two meetings: one to address technical topics and one for commercial/financial topics. The anticipated topics are set out in Tables 5 & 6 of RFP.
- C. One-on-One Meetings are scheduled for the week of July 11, 2022. The City may cancel/change-schedule/schedule additional One-on-One Meetings in its sole discretion.
- D. Proposers wishing to participate in the One-on-One Meetings must request in writing to the City by emailing [PW\\_Procurement@sanjoseca.gov](mailto:PW_Procurement@sanjoseca.gov). Proposers who do not provide such written notice will be deemed not interested. The City will issue a notice via e-mail only to those Proposers who requested the meeting with the date, time, and location of the meeting. Proposers will be offered the opportunity to submit agenda items for additional topics.

# RFP Proposal Evaluation Overview

The City will follow the steps below to evaluate the Proposals and determine the Preferred Proposer(s):



1. Responsiveness and Responsibility Review of the Proposal and Administrative Submittals (Volume 1)
2. Pass/Fail Evaluation for the Technical and Commercial Proposal
3. Evaluate Team Proposal (Volume 2) against criteria
4. Evaluate Technical Proposal (Volume 3) against criteria
5. Evaluate Financial Proposal (Volume 4) against criteria

BEST VALUE SELECTION

Subject to Change



# Pass/Fail Requirements

1. Administrative Responsiveness and Responsibility
2. Pass/Fail Evaluation for the Technical and Commercial Proposal with respect to the following criteria:
  - A. Technology Maturity of the proposed Transit Technology:
    - i. If proprietary, a minimum Technology Readiness Level (TRL) of 6.
    - ii. If generic and non-proprietary, a minimum TRL of 8.
  - B. Compliance with the System Performance Thresholds;
  - C. Inclusion of the Option; and
  - D. A binding commitment in the PDA to develop the Transit Solution during the PDA Phase with the total project cost not to exceed \$500 million, in June 30, 2022 dollar

# Scoring

<b>Submittal</b>	<b>Point Allocation</b>
<b>Team Proposal</b>	<b>3,500 points</b>
Development Team and Project Delivery Experience	875 points
Technical Experience	1,750 points
Financial Capacity and Experience	875 points
<b>Technical and Commercial Proposal</b>	<b>4,500 points</b>
Technology Maturity	1,000 points
Transit Solution	2,000 points
Management and Partnering Approach	650 points
Commercial Concept	650 points
Approach to Community and Environment	200 points
<b>Financial Proposal</b>	<b>2,000 points</b>
PDA Cost Cap for PDA Phase 1	1,500 points
PDA Cost Cap (Design) for PDA Phase 2	500 points
<b>Total Proposal Score</b>	<b>10,000 points</b>



# Phased Approach – PDA Phases

1. An at-risk, phased Predevelopment Agreement with the City, with three (3) phases and decision gates:
  - A. First phase: Development of Technical Feasibility and Business Cases.
  - B. Second phase: Further development of the Project including design and engineering, environmental, and permitting process.
  - C. Third phase: final proposal for Implementation Agreement.

# PDA Phase 1 scope

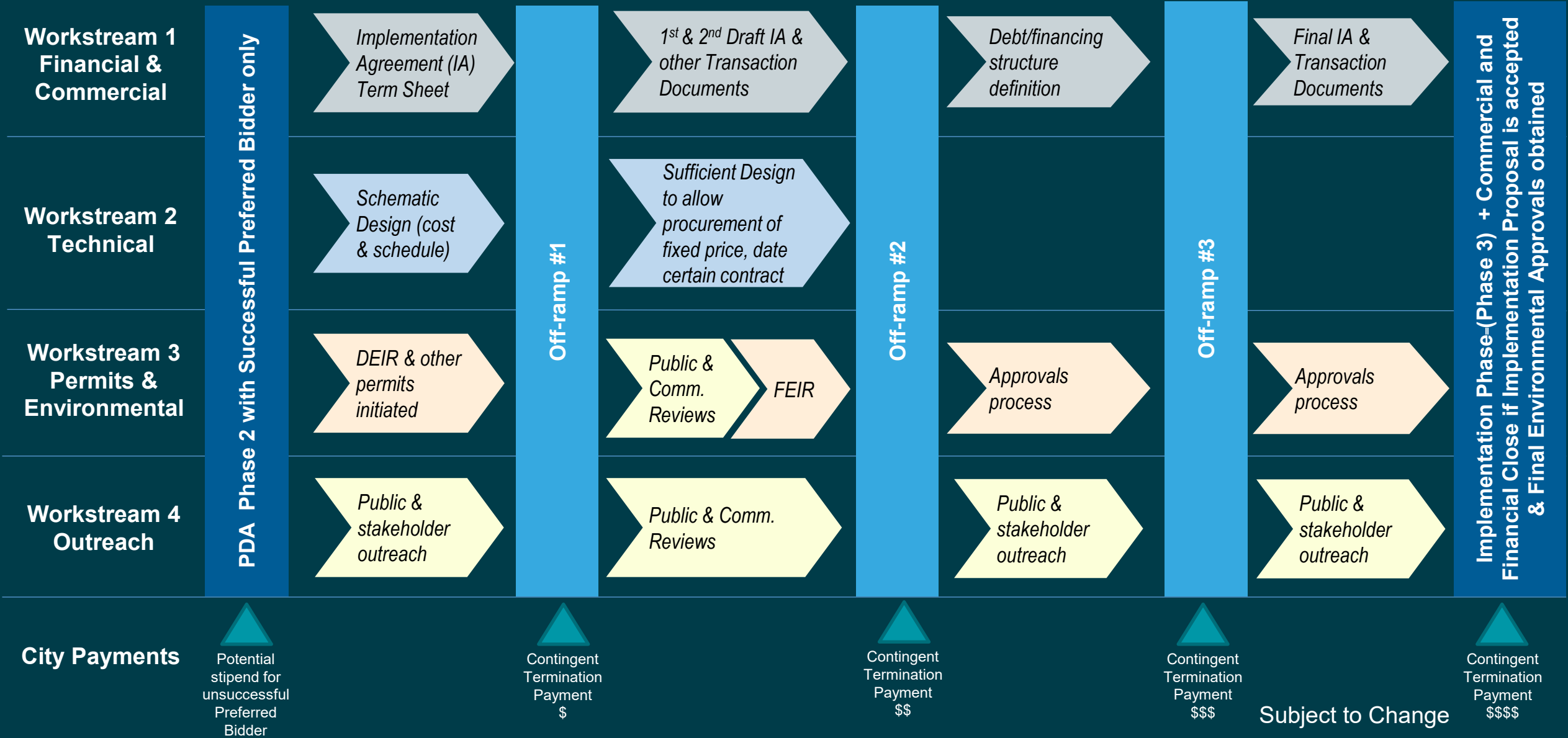
During PDA Phase 1 Preferred Proposer(s) to work with the City to conduct feasibility validation of Proposal(s). The City will provide an updated version of the 2017 passenger study.

## Submittals for evaluation:

1. Outline Project Plan, including at minimum individual plans for:
  - A. PDA Management
  - B. Quality Management
  - C. Financing Management
  - D. Design Management
  - E. O&M Development
  - F. Ridership and Revenue Forecasting
  - G. Cost and Risk Management
  - H. Government Entity Coordination
  - I. Public Outreach and Engagement
  - J. Subcontractor Bidding and Selection
2. Feasibility Validation Report, including at a minimum:
  - A. Technical feasibility assessment
  - B. Commercial structure
  - C. Financial feasibility assessment
  - D. Benefit-Cost Analysis



# PDA Phase 2 and 3 Schedule





# Question & Answer

