

From: Doc Mirino [mailto:doc.mirino@mygovwatch.com]

Sent: Wednesday, October 05, 2016 8:51 AM

To: PA FOI <pafoi@panynj.gov>

Subject: RE: Public Records Access Request No. 17404

The documents provided do not have information regarding prices submitted by bidders or the price submitted by the winning bidder, regarding the General Collection Services for the Electronic Toll Collection Program (E-Z Pass) / 38391 issued by Port Authority of New York and New Jersey that was/is due on 8/4/2014.

Can you please provide this information.

THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY
PUBLIC RECORD ACCESS FORM

PRA # 17433

Action by (print / type name):

William Shalewitz

, Freedom of Information Administrator

Signature:



Date:

12/05/2016

On behalf of the Secretary of the Port Authority, as Records Access Officer and Custodian of Government Records of the Port Authority.

- The requested records are being made available.
- Any responsive records that may exist are currently in storage or archived, and a diligent search is being conducted. The Port Authority will respond by:
- A diligent search has been conducted, and no records responsive to your request have been located.
- The requested records that have been located are not being made available, as they are exempt from disclosure for the following specific reasons:

- Some requested records that have been located are being made available. The remainder are exempt from disclosure for the following specific reasons:

- The request does not reasonably describe or identify specific records; therefore, the Port Authority is unable to search for and locate responsive records. Please consider submitting a new request that describes or identifies the specific records requested with particularity and detail.

- Other:

Material responsive to your request can be found on the Port Authority's website at <http://corpinfo.panynj.gov/documents/17433-C/>. Paper copies of the available records are available upon request.

This form is promulgated by the Port Authority pursuant to the Port Authority Public Records Access Policy and is intended to be construed consistent with the New York Freedom of Information Law and the New Jersey Open Public Records Act. It is intended to facilitate requests for Port Authority public records and does not constitute legal advice.

Igor Allied Interstate

ATTACHMENT BIII (A) COST PROPOSAL FORM

Proposers must provide an all-inclusive fee incorporating costs for providing all Services required in this RFP. Proposers shall provide separate fees for collection of Violations, Revoked Accounts, Low Volume Transactions and Airport Parking calculated as a fixed percentage.

A	B	C	D
DESCRIPTION	ESTIMATED THREE (3) YEAR COLLECTIONS	COST PER UNIT	ESTIMATED CONTRACT PRICE, THREE (3) YEARS (Column B X Column C)
Violations	\$13.3 M	15.9%	\$2,114,700
Revoked Accounts	\$444,000	15.9%	\$70,596
Low Volume Transactions	\$100,000	15.9%	\$15,900
Airport Parking	\$668,000	15.9%	\$106,212
TOTAL ESTIMATED THREE (3) YEAR CONTRACT PRICE			\$2,307,408

The Estimated collection numbers are here for comparison purposes only and are not guaranteed by the Port Authority.

The Cost Per Unit inserted above shall remain firm throughout the three (3) year base term and any option period(s), if exercised.

Con serve

ATTACHMENT BIII (A) COST PROPOSAL FORM

Proposers must provide an all-inclusive fee incorporating costs for providing all Services required in this RFP. Proposers shall provide separate fees for collection of Violations, Revoked Accounts, Low Volume Transactions and Airport Parking calculated as a fixed percentage.

A	B	C	D
DESCRIPTION	ESTIMATED THREE (3) YEAR COLLECTIONS	COST PER UNIT	ESTIMATED CONTRACT PRICE, THREE (3) YEARS (Column B X Column C)
Violations	\$13.3 M	13.9 %	\$ 1,848,700
Revoked Accounts	\$444,000	13.9 %	\$ 61,716
Low Volume Transactions	\$100,000	13.9 %	\$ 13,900
Airport Parking	\$668,000	13.9 %	\$ 92,852
TOTAL ESTIMATED THREE (3) YEAR CONTRACT PRICE			\$ 2,017,160

The Estimated collection numbers are here for comparison purposes only and are not guaranteed by the Port Authority.

The Cost Per Unit inserted above shall remain firm throughout the three (3) year base term and any option period(s), if exercised.

ATTACHMENT BIII (A) COST PROPOSAL FORM

Proposers must provide an all-inclusive fee incorporating costs for providing all Services required in this RFP. Proposers shall provide separate fees for collection of Violations, Revoked Accounts, Low Volume Transactions and Airport Parking calculated as a fixed percentage.

A	B	C	D
DESCRIPTION	ESTIMATED THREE (3) YEAR COLLECTIONS	COST PER UNIT	ESTIMATED CONTRACT PRICE, THREE (3) YEARS (Column B X Column C)
Violations	\$13.3 M	13.21 %	\$ 1,756,930.00
Revoked Accounts	\$444,000	13.21 %	\$ 58,652.40
Low Volume Transactions	\$100,000	13.21 %	\$ 13,210.00
Airport Parking	\$668,000	13.21 %	\$ 88,242.80
TOTAL ESTIMATED THREE (3) YEAR CONTRACT PRICE			\$ 1,917,035.20

The Estimated collection numbers are here for comparison purposes only and are not guaranteed by the Port Authority.

The Cost Per Unit inserted above shall remain firm throughout the three (3) year base term and any option period(s), if exercised.

E. Proposal

This entire section is considered *Confidential & Proprietary*.

1. Cost Proposal

Please find attached below the completed Cost Proposal & Calculation of Average Hourly Rate Forms (RFP Attachment BIII (A) and BIII (B)).

Attachment BIII (A) Cost Proposal Form

Proposers must provide an all-inclusive fee incorporating costs for providing all Services required in this RFP. Proposers shall provide separate fees for collection of Violations, Revoked Accounts, Low Volume Transactions and Airport Parking calculated as a fixed percentage.

A	B	C	D
DESCRIPTION	ESTIMATED THREE (3) YEAR COLLECTIONS	COST PER UNIT	ESTIMATED CONTRACT PRICE, THREE (3) YEARS (Column B X Column C)
Violations	\$133 M	18 %	\$ 2.4 M
Revoked Accounts	\$444,000	20 %	\$ 79 K
Low Volume Transactions	\$100,000	20 %	\$ 20 K
Airport Parking	\$668,000	18 %	\$ 120 K
TOTAL ESTIMATED THREE (3) YEAR CONTRACT PRICE			\$2,629,000

The Estimated collection numbers are here for comparison purposes only and are not guaranteed by the Port Authority.

The Cost Per Unit inserted above shall remain firm throughout the three (3) year base term and any option period(s), if exercised.

NRA

E. Proposal

1. Cost Proposal Form

ATTACHMENT BIII (A) COST PROPOSAL FORM

Proposers must provide an all-inclusive fee incorporating costs for providing all Services required in this RFP. Proposers shall provide separate fees for collection of Violations, Revoked Accounts, Low Volume Transactions and Airport Parking calculated as a fixed percentage.

A	B	C	D
DESCRIPTION	ESTIMATED THREE (3) YEAR COLLECTIONS	COST PER UNIT	ESTIMATED CONTRACT PRICE, THREE (3) YEARS (Column B X Column C)
Violations	\$13.3 M	12%	\$1,596,000
Revoked Accounts	\$444,000	12%	\$53,280
Low Volume Transactions	\$100,000	11%	\$11,000
Airport Parking	\$668,000	11%	\$73,480
TOTAL ESTIMATED THREE (3) YEAR CONTRACT PRICE			\$1,733,760

The Estimated collection numbers are here for comparison purposes only and are not guaranteed by the Port Authority.

The Cost Per Unit inserted above shall remain firm throughout the three (3) year base term and any option period(s), if exercised.

720

ATTACHMENT BIII (A) COST PROPOSAL FORM

Proposers must provide an all-inclusive fee incorporating costs for providing all Services required in this RFP. Proposers shall provide separate fees for collection of Violations, Revoked Accounts, Low Volume Transactions and Airport Parking calculated as a fixed percentage.

A	B	C	D
DESCRIPTION	ESTIMATED THREE (3) YEAR COLLECTIONS	COST PER UNIT	ESTIMATED CONTRACT PRICE, THREE (3) YEARS (Column B X Column C)
Violations	\$13.3 M	13.25 %	\$ 1,762,250
Revoked Accounts	\$444,000	13.25 %	\$ 58,830
Low Volume Transactions	\$100,000	13.25 %	\$ 13,250
Airport Parking	\$668,000	13.25 %	\$ 88,510
TOTAL ESTIMATED THREE (3) YEAR CONTRACT PRICE			\$ 1,922,840

The Estimated collection numbers are here for comparison purposes only and are not guaranteed by the Port Authority.

The Cost Per Unit inserted above shall remain firm throughout the three (3) year base term and any option period(s), if exercised.

F.1 Cost Proposal

ATTACHMENT BIII (A) COST PROPOSAL FORM

Proposers must provide an all-inclusive fee incorporating costs for providing all Services required in this RFP. Proposers shall provide separate fees for collection of Violations, Revoked Accounts, Low Volume Transactions and Airport Parking calculated as a fixed percentage.

A	B	C	D
DESCRIPTION	ESTIMATED THREE (3) YEAR COLLECTIONS	COST PER UNIT	ESTIMATED CONTRACT PRICE, THREE (3) YEARS (Column B X Column C)
Violations	\$13.3 M	15.5 %	\$ 2,061,500
Revoked Accounts	\$444,000	15.5 %	\$ 68,820
Low Volume Transactions	\$100,000	15.5 %	\$ 15,500
Airport Parking	\$668,000	15.5 %	\$ 103,540
TOTAL ESTIMATED THREE (3) YEAR CONTRACT PRICE			\$ 2,249,360

The Estimated collection numbers are here for comparison purposes only and are not guaranteed by the Port Authority.

The Cost Per Unit inserted above shall remain firm throughout the three (3) year base term and any option period(s), if exercised.



ATTACHMENT BIII (A) COST PROPOSAL FORM

Proposers must provide an all-inclusive fee incorporating costs for providing all Services required in this RFP. Proposers shall provide separate fees for collection of Violations, Revoked Accounts, Low Volume Transactions and Airport Parking calculated as a fixed percentage.

A	B	C	D
DESCRIPTION	ESTIMATED THREE (3) YEAR COLLECTIONS	COST PER UNIT	ESTIMATED CONTRACT PRICE, THREE (3) YEARS (Column B X Column C)
Violations	\$13.3 M	15 %	\$ 1,995,000
Revoked Accounts	\$444,000	15 %	\$ 66,600
Low Volume Transactions	\$100,000	15 %	\$ 15,000
Airport Parking	\$668,000	15 %	\$ 100,200
TOTAL ESTIMATED THREE (3) YEAR CONTRACT PRICE			\$ 2,176,800

The Estimated collection numbers are here for comparison purposes only and are not guaranteed by the Port Authority.

The Cost Per Unit inserted above shall remain firm throughout the three (3) year base term and any option period(s), if exercised.

NO BAFD

ATTACHMENT BIII (A) COST PROPOSAL FORM

Proposers must provide an all-inclusive fee incorporating costs for providing all Services required in this RFP. Proposers shall provide separate fees for collection of Violations, Revoked Accounts, Low Volume Transactions and Airport Parking calculated as a fixed percentage.

A	B	C	D
DESCRIPTION	ESTIMATED THREE (3) YEAR COLLECTIONS	COST PER UNIT	ESTIMATED CONTRACT PRICE, THREE (3) YEARS (Column B X Column C)
Violations	\$13.3 M	12.95 %	\$ 1,722,350
Revoked Accounts	\$444,000	12.95 %	\$ 57,498
Low Volume Transactions	\$100,000	12.95 %	\$ 12,950
Airport Parking	\$668,000	12.95 %	\$ 86,506
TOTAL ESTIMATED THREE (3) YEAR CONTRACT PRICE			\$ 1,879,304

The Estimated collection numbers are here for comparison purposes only and are not guaranteed by the Port Authority.

The Cost Per Unit inserted above shall remain firm throughout the three (3) year base term and any option period(s), if exercised.



September 29, 2014

Ms. Margaret D'Emic, Sr. Buyer
The Port Authority of NY & NJ
2 Montgomery Street, 3rd Floor
Jersey City, NJ 07302

RE: Request For Proposal #38391 – General Collection Services for the Electronic Toll Collection Program (E-Z Pass) – Best and Final Offer (BAFO) Request

Dear Ms. D'Emic:

Continental Service Group, Inc., d/b/a ConServe, a Fairport, New York based accounts receivable management organization is pleased to submit a modified Cost Proposal Form. As requested, we have thoroughly reviewed our original cost proposal and have determined that while our original offer represented a balanced overall value, we appreciate the competitive nature of this opportunity and have enhanced our competitive offer.

A combination of our **rates** and the success of our **recoveries** guarantee our commitment to achieving the **highest level of return for our Clients**. Our debt counselors are real time problem solvers, dedicated to helping debtors find solutions that preserve a sense of control and individual self-esteem. We leverage a "Team Recovery Approach" which teams our debt counselors into specific portfolio types which enables specific expertise to facilitate higher volumes of resolutions.

Thank you again for requesting additional information from ConServe. We appreciate being considered and look forward to a partnership with The Port Authority of NY & NJ, and to create a successful business relationship.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert E. Matter".

Robert Matter
National Director of Business Development
585-943-6917

RFP 38391 – BAFO COST PROPOSAL FORM

Proposers must provide an all-inclusive fee incorporating costs for providing all Services required in this RFP. Proposers shall provide separate fees for collection of Violations, Revoked Accounts, Low Volume Transactions and Airport Parking calculated as a fixed percentage.

A	B	C	D
DESCRIPTION	ESTIMATED THREE (3) YEAR COLLECTIONS	COST PER UNIT	ESTIMATED CONTRACT PRICE, THREE (3) YEARS (Column B X Column C)
Violations	\$13.3 M	13.4%	\$ 1,782,200
Revoked Accounts	\$444,000	13.4%	\$ 59,496
Low Volume Transactions	\$100,000	13.4%	\$ 13,400
Airport Parking	\$668,000	13.4%	\$ 89,512
TOTAL ESTIMATED THREE (3) YEAR CONTRACT PRICE			\$ 1,944,608

The Estimated collection numbers are here for comparison purposes only and are not guaranteed by the Port Authority.

The Cost Per Unit inserted above shall remain firm throughout the three (3) year base term and any option period(s), if exercised.



AllianceOne
a telereformance company

Response to:

**The Port Authority of NY & NJ
RFP for General Collection Services for Electronic Toll
Collection Program (E-ZPass®)**

RFP 38391

BAFO

Due: September 29, 2014 – 12:00pm EST

**AllianceOne Receivables Management, Inc.
4850 Street Road, Suite 300
Trevose, PA 19053**



September 25, 2014

The Port Authority of NY & NJ
Procurement Department
Attn: Margaret D'Emic, Senior Buyer
Two Montgomery Street, 3rd Floor
Jersey City, NJ 07302
Via email: baforesponse@panynj.gov

Re: **Best and Final Offer: RFP 38391 for General Collection Services For The Electronic Toll Collection Program (E-ZPass®)**

Dear Ms. D'Emic and other evaluation committee members:

AllianceOne is very excited about the opportunity to present a Best and Final Offer to The Port Authority of NY & NJ regarding RFP 38391. Our management team has reviewed the opportunity again and determined the following cost proposal provides our lowest possible rate for the Port Authority while maintaining all resources, staffing and service proposed in our bid response. No transaction fees will be applied for this contract. We are fully committed to providing the Port Authority with superior revenue and service.

If you have any questions regarding our BAFO submission or are in need of any other information please contact me or Mark Lombardo. We look forward to hearing from you.

Point of Contact/Contract Coordinator

Mark Lombardo, VP Business Development

6160 Mission Gorge Rd #300

San Diego, CA 92120

Office: 866-580-8434/858-712-6600

Email: mark.lombardo@allianceoneinc.com

Authorized Representative

Renee Linnabary, Senior Vice President

6565 Kimball Drive, Suite 200

Gig Harbor, WA 98335

Office: 800-456-8838 x2204/253-620-2204

Email: renee.linnabary@allianceoneinc.com

Sincerely,

Renee Linnabary
Senior Vice President

Enclosure

RFP 38391 – BAFO COST PROPOSAL FORM

Proposers must provide an all-inclusive fee incorporating costs for providing all Services required in this RFP. Proposers shall provide separate fees for collection of Violations, Revoked Accounts, Low Volume Transactions and Airport Parking calculated as a fixed percentage.

A	B	C	D
DESCRIPTION	ESTIMATED THREE (3) YEAR COLLECTIONS	COST PER UNIT	ESTIMATED CONTRACT PRICE, THREE (3) YEARS (Column B X Column C)
Violations	\$13.3 M	10.99 %	\$ 1,461,670
Revoked Accounts	\$444,000	10.99 %	\$ 48,796
Low Volume Transactions	\$100,000	10.99 %	\$ 10,990
Airport Parking	\$668,000	10.99 %	\$ 73,413
TOTAL ESTIMATED THREE (3) YEAR CONTRACT PRICE			\$ 1,594,869

The Estimated collection numbers are here for comparison purposes only and are not guaranteed by the Port Authority.

The Cost Per Unit inserted above shall remain firm throughout the three (3) year base term and any option period(s), if exercised.

NOTE: No transactions fees will be charged.