

THE PORT AUTHORITY OF NY & NJ

PROCUREMENT DEPARTMENT
4 WORLD TRADE CENTER
150 GREENWICH STREET, 21ST FLOOR
NEW YORK, NY 10007

REQUEST FOR INFORMATION

TITLE: RAIL CAR PASSENGER COUNTING AND DENSITY REPORTING SYSTEM

NUMBER: 6000000286

QUESTIONS DUE BY: April 5, 2021

TIME: 2:00 PM Eastern Time

RESPONSE DUE DATE: April 12, 2021

TIME: 2:00 PM Eastern Time

BUYER NAME: James Tsao

PHONE #: 212-435-4635

EMAIL: JTSAO@PANYNJ.GOV

1. GENERAL INFORMATION: THE PORT AUTHORITY TRANS-HUDSON CORPORATION

The Port Authority Trans-Hudson Corporation (PATH), a subsidiary of The Port Authority of New York and New Jersey (the “Port Authority”), owns and operates the PATH heavy rail rapid transit system that runs from Midtown Manhattan to Newark Penn Station. PATH mainly serves commuters from Essex and Hudson Counties in New Jersey to Lower and Midtown Manhattan. PATH comprises 13 stations, with six in Manhattan, and seven in New Jersey. There are four lines, with two originating from 33rd Street and two from the World Trade Center Transportation Hub. PATH operates 24 hours a day, 7 days a week.

For background on the Port Authority, visit www.panynj.gov. Additionally, the most recent electronic version of the Port Authority’s Annual Report is available at <http://www.panynj.gov/corporate-information/annual-reports.html>.

2. OBJECTIVE – STATEMENT OF BUSINESS NEED

In response to the COVID-19 pandemic, PATH, as a public transportation agency, is reaching out to the marketplace for various solutions that help inspire rider confidence and provide timely, targeted and actionable information to our patrons.

One of the technologies PATH is exploring is a Car Density Calculation and Reporting solution, which would aid passengers in their efforts to social distance while riding PATH. We are seeking information on solutions that gather rail car occupancy information, aggregate it and relay it in real time in clear, easy to interpret formats.

This technology, paired with compliance to wearing face masks and conducting frequent system and ventilation cleaning, will subsequently boost consumer confidence in traveling on PATH.

PATH is seeking information on solutions that can perform the following three logical functions:

- (1) identify / determine / calculate car occupancy;
- (2) send data to off-car computing for interpretation, aggregation, etc.; and then
- (3) present the data in easy-to-understand formats, in real time, to allow:
 - a) our patrons to make informed riding decisions, and
 - b) our management to make informed analytics, trend analysis, etc. with reliable form of data to track the movements of passengers into and out of individual train cars.

PATH is open to exploring any people-counting technology (e.g.: camera technologies, sensors such as for load weight, or other as may be available).

The PATH system contains unique features. It operates between the States of New York and New Jersey, with approximately 50% underground in tunnels of its total 13 miles of track. Trains are comprised of 7 or 8 cars. There are approximately 300 cars arranged into 40 trains each day. Trains arrive at stations approximately every 5 minutes during rush hour. The passenger density in each car must be identifiable and the data must be transmitted to off-car computing center.

PATH is undertaking this Request for Information (RFI) to better understand the marketplace and has not established a timeline or budget to move forward with implementation at this time.

PATH anticipates, but does not guarantee, that a procurement may be undertaken as a result of the information received pursuant to this RFI.

PATH will not preclude firms or organizations who do not respond to this RFI from participating in any possible future procurements related to this technology.

PATH is open to all ideas, solutions and approaches from Respondents.

PATH encourages prospective Respondents from any geographic location.

Respondents are free to provide images (diagrams, pictures, etc.) if such items assist in explaining or clarifying the solution(s) and are relevant.

3. RESPONSE

In order to effectively communicate their Solution, Respondents are encouraged to provide the following information presented in this order:

I. Business Solution and Company Overview

- Provide a high-level overview of your offering.
- How long have you been in business?
- Is your solution in production or in development?
- How many customer accounts do you have? Do you hold contracts with government entities? Provide a key reference and contact information.

II. Preliminary Technical Solution Overview

- This is a preliminary conversation orienting the Agency with your product. It is understood that a variety of technologies exist, some of which may be proprietary. Please answer the following questions as completely as possible. Pending that your product is identified as a viable solution, the Agency may request a presentation and utilize a deeper line of questioning in future exchanges.

1. Which car density technology does your product utilize? Please provide a brief functional description of your system including power requirements.
2. Do you have commercial literature available describing your product? If so, please provide.
3. Does your product require extensive installation procedures? Please provide an overview of the installation process.
4. Does your product utilize existing hardware on the vehicle?
5. Does your product generate data from sensors or algorithms embedded in software?
6. Does your product utilize video? Is the video recorded? Or capable of being recorded (hard drive, sd card, flash memory)?
7. Does your product transmit data? How is the data transmitted (WiFi, LTE, other)?
8. Can the data be utilized in an application format?
9. Do you provide an application interface to accompany your product?
10. Is your product used by any transit agency? If so, where and how many are in use?

III. Key Business Questions

Please describe how your Solution is uniquely positioned to address the following potential challenges:

- Uninterrupted communication in tunnels and underground stations
- Communication must be in real time
- Car density is required to be calculated by each car independently, reported to an off-car location, i.e., database for use in metric analysis or input to an application for passenger information.
- Passengers standing and sitting, grouping in sections, carrying large luggage, and moving within cars.

IV. Cost Metrics and No-Cost Pilot

- While PATH is aware that it is too premature to secure cost estimates, please advise the information needed to provide a rough order magnitude.
- PATH may request that a Respondent(s) demonstrate their proposed product functionality through a no-cost pilot. The requirements and details surrounding each and any pilot exercise, shall be determined at the time of such request.

V. Subcontracting Goals

- The Authority has a long history of developing MBE/WBE/DBE/SDVOB and related business entities. Please discuss how your firm supports these goals.
- Please discuss your internal diversity program.

4. SUBMISSION OF INFORMATION

PATH intends to review responses on a rolling basis, as submissions are received. Respondents are advised that the final date and time for submission will be posted in an Addendum approximately one (1) week before the RFI is closed. Early submission is encouraged.

Each Respondent shall EMAIL a .PDF copy of its response in one file to James Tsao at jtsao@panynj.gov and shall reference RFI number **6000000286** and title “**RAIL CAR PASSENGER COUNTING AND DENSITY REPORTING SYSTEM**” in the email Subject line and within the response document.

The Response shall also include or identify the following:

- A. Transmittal Letter / Executive Overview
 1. The name, address, homepage URL and Federal Employer Identification Number of the Respondent;
 2. Contact information (name, title, email, telephone number) of the individual who shall act as the Respondent’s contact with PATH for further information requests and future solicitations, if any. In addition, at any time after the opening of the responses to the RFI, PATH may request additional information relating to the Respondent’s qualifications and will use this individual as the point of contact for these queries.
 3. A brief description of the Respondent, its lines of business, organization, mission, affiliates, objectives, location, government agencies with current contracts, years in business under its present business name, and a list of previous business names used, if any.
- B. A signed copy of Attachment A (Agreement on Terms of Discussion) hereof.

5. QUESTIONS AND COMMUNICATIONS REGARDING THIS RFI

All communications concerning this RFI should be directed to the James Tsao at jtsao@panynj.gov. All questions regarding this RFI should be submitted by email to the Buyer at the email address listed, and by the due date and time set forth, on the cover page. The Buyer is authorized only to direct the attention of prospective Respondents to various portions of this RFI so that they may read and interpret such portions themselves.

Neither the Buyer nor any other employee of PATH is authorized to interpret the provisions of this RFI or give additional information as to its requirements. If interpretation or other information is

required, it will be communicated to Respondents by written addenda and such writing shall form a part of this RFI.

6. CONFERENCE/MEETING

At any time after the receipt of Responses, Respondents may be asked to participate in informal discussions with PATH regarding further clarification of the Response and/or to provide additional information. Any such informal discussion may last for two (2) hours.

To facilitate the free flow and exchange of ideas and information, PATH intends to meet with Respondents separately. Selection of Respondents for a meeting, if any, will be at the sole discretion of PATH. The meeting may be conducted virtually. PATH will communicate the meeting details and objectives.

7. GENERAL

- A. PATH reserves the right to conduct interviews, issue a solicitation for a proposal, or to perform none of the above.
- B. PATH may consult any reference familiar with the Respondent regarding its current or prior operations and projects, financial resources, reputation, performance, or other matters. Submission of a Response shall constitute permission by the Respondent for PATH to make such inquiries and authorization to third parties to respond thereto.
- C. PATH reserves the unqualified right to request further information from any Respondent.
- D. Neither the expression of your organization's interest, nor the submission of your Response to the RFI and any documents or other information supplied by you, nor any correspondence, discussions, meetings or other communications between your organization and PATH, shall impose any obligation on PATH. PATH shall have no obligation to any Respondent. Costs of participation or information preparation are not compensable or reimbursable by PATH.

ATTACHMENT A: AGREEMENT ON TERMS OF DISCUSSION

PATH's receipt or discussion of any information (including information contained in any proposal, vendor qualification(s), ideas, models, drawings, or other material communicated or exhibited by us or on our behalf) shall not impose any obligations whatsoever on PATH or entitle us to any compensation therefor (except to the extent specifically provided in such written agreement, if any, as may be entered into between PATH and us). Any such information given to PATH before, with or after this Agreement on Terms of Discussion ("Agreement"), either orally or in writing, is not given in confidence. Such information may be used, or disclosed to others, for any purpose at any time without obligation or compensation and without liability of any kind whatsoever. Any statement which is inconsistent with this Agreement, whether made as part of or in connection with this Agreement, shall be void and of no effect. This Agreement is not intended, however, to grant to PATH rights to any matter, which is the subject of valid existing or potential letters patent. Any information (including information contained in any proposal, vendor qualification(s), ideas, models, drawings, or other material communicated or exhibited by us or on our behalf) provided in connection with this procurement is subject to the provisions of PATH Public Records Access Policy adopted by PATH's Board of Commissioners, which may be found on PATH website at: <http://corpinfo.panynj.gov/documents/Access-to-Port-Authority-Public-Records/>. The foregoing applies to any information, whether or not given at the invitation of the Authority.

(Company)

(Signature)

(Title)

(Date)

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Rev. 01/27/17