



Florida's Turnpike Enterprise

Commercial Back Office Invitation to Negotiate

Industry Forum

February 24, 2021



Agenda

- Introductions
- Procurement Process Overview
- Project Scope Overview
- Questions and Answers
- Closing Remarks

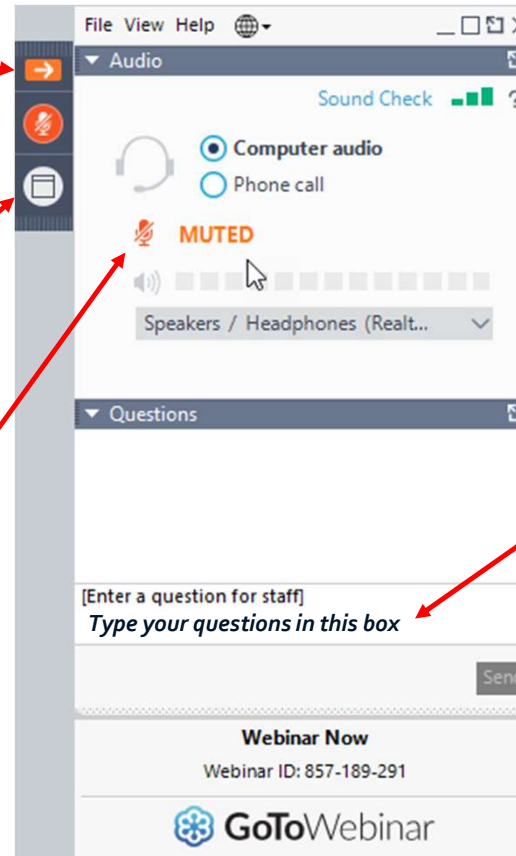


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Procurement Process Overview

Sheree Merting

Florida's Turnpike Enterprise Contractual Services Administrator



Florida Statutes 287.057

- Section 287.057, Florida Statutes, and [Rule 60A, Florida Administrative Code](#), requires state agencies to acquire commodities and contractual services, in excess of Category Two (\$35,000), by competitive sealed bids, request for proposals or by competitive negotiations, unless specifically exempted. These processes require a competitive selection based on either the lowest responsive bid (Invitation to Bid - ITB), or the most advantageous responsive proposal/price (Request for Proposals - RFP), or a "best value" determination (Invitation to Negotiate - ITN). Criteria for evaluation of bids, proposals, or replies will be set forth in the ITB, RFP or ITN package. In accordance with [Rule 60A-1.031, Florida Administrative Code](#), all purchasing actions involving commodities and contractual services procured under Section 287.057 Florida Statutes are subject to a 1% MyFloridaMarketPlace Transaction Fee.



Invitation to Negotiate

- The Invitation to Negotiate is a solicitation used by an agency that is intended to determine the best method for achieving a specific goal or solving a particular problem and identifies one or more responsive vendors with which the agency may negotiate in order to receive the best value.



Qualifications

- Respondent certifies that it has not been suspended, debarred, or had agreements terminated for cause on any government contract within past the 5 years.
- Respondent certifies that it has implemented two or more solutions using enterprise-class software as the main platform, of similar size and cost within the past 5 years.
- Respondent certifies it has previous business and implementation experience in providing the proposed enterprise software platform and system to multiple industry sectors.

Proposed ITN Process

- Technical Replies Received
- All Responsive Technical Replies Scored by TRC
- Determination of Competitive Range
- Conduct Negotiations
- Intent to Award

Proposed ITN Timeline

Title	Dates
Advertisement	04-12-2021
Deadline for Technical Questions	05-21-2021
Public Opening (technical replies)	07-12-2021
Negotiations (Includes Product Demonstrations)	08-16-2021 to 09-24-2021
Posting of Intended Award	09-27-2021 to 09-30-2021
Anticipated Contract Execution	10-01-2021



Vendor Bid System

- Notice of the advertisement of this procurement will be posted on the Florida Vendor Bid System at http://myflorida.com/apps/vbs/vbs_main_menu, (Under "Vendor Bid System," Click on "Search Advertisements," Select the drop-down menu for "Agency" and Select "Department of Transportation," Scroll down and Click on "Advertisement Search," under this ITN number).
- It is the responsibility of all potential Respondents to monitor this site for any changing information prior to submitting your reply. All Addenda will be acknowledged by signature and subsequent submission of Addenda with your reply when so stated in the Addenda.



This presentation included a video on how to find active advertisements on the MyFloridaMarketplace Vendor Bid System website.

For a copy of the video, please contact Windy Spatafora at windy.spatafora@dot.state.fl.us

MyFloridaMarketPlace

■ RESPONDENTS MUST BE REGISTERED IN THE STATE OF FLORIDA'S MYFLORIDAMARKETPLACE SYSTEM BY THE TIME AND DATE OF THE TECHNICAL REPLY OPENING OR THEY MAY BE CONSIDERED NON-RESPONSIVE.

■ All prospective Respondents that are not registered should go to <https://vendor.myfloridamarketplace.com/> to complete online registration or call 1-866-352-3776 for assisted registration.



Additional Requirements for Vendors

- Cone of Silence begins upon Advertisement
- All questions shall be directed to the Procurement Officer
- Technical questions submitted in writing
- Vendor not to contact any staff related to solicitation
- Violators may be found non-responsive



Project Scope Overview

Mark Beall

Florida's Turnpike Enterprise Director of Toll Operations



Key Objectives and Approach

- Modernize Commercial Back Office System
- Procurements driven by specialized expertise
- Six major procurements



Project History

- RFI Issued in 2019
- One-on-One Meetings with Respondents
- Product Demonstrations with ERP Platform Providers
- Determination of ITN Solicitation



Overview of Commercial Back Office

- Commercial Solutions
 - Customer Account Management
 - Financial Accounting
 - Inventory Management

- System Integration Services
 - Configure
 - Integrate
 - Transition

Commercial Back Office Key Objectives

1. Seamless continuity of services
2. Leverage Commercial off the Shelf (COTS) products
3. Automated workflows and promote self-service
4. Real-time access to all data

Implementation Timeline

Title	Dates
Advertisement	04-12-2021
Posting of Intended Award	09-27-2021 to 09-30-2021
Contract Execution	10-01-2021
Project Implementation	Beginning 2022



Questions?

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For information about the upcoming ITN, please contact:

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