

Questions:

- 1) Could you please provide the length/term of the agreement between the selected vendor and the Department that will result from this procurement?
 - The length of the first term would be four years with the opportunity to renew two times. Each renewal term length would be three years. The intent would be to reprocur after the initial 10-year period.
- 2) Can you please confirm that the 2 required reference letters do not count toward the 20-page limit?
 - The 2 required reference letters do not count toward the 20-page limit.
- 3) The way we interpret the current fee structure of \$450.00 per mainline per direction and \$250.00 per ramp per direction, the current annual fee per direction is \$700.00 and the maximum annual fee per participant is \$1,400.00. Is this correct?
 - Correct, that is the current fee structure if an entity has 2 mainline plaques and 2 ramp plaques. This fee does not include trailblazer signs as that would be an additional fee.
- 4) Can you please clarify that the \$3,000.00 maximum annual fee per participant is for participation in both directions, inclusive of the display of 2 mainline and 2 ramps, which is equal to \$1,500.00 per direction?
 - Correct, the \$3,000.00 maximum annual fee per participant is for participation in both directions, inclusive of the display of 2 mainline and 2 ramps, which is equal to \$1,500.00 per direction. This fee does not include trailblazer signs as that would be an additional fee.
- 5) Will the minimum return of 1.6 million dollars annually also be phased in over a three-year period?
 - No.
- 6) What formula or method will be used to award the 40 possible points for the Revenue Proposal?
 - The formula or method used to award the 40 possible points for the Revenue Proposal will be based on the following items:
 - Demonstrate the transition plan over the first three years and the ability to generate the 1.6 million dollars back to ALDOT. (10 Points)
 - Project the revenue generated back to ALDOT in addition to the annual minimum 1.6 million dollars over a ten year period with the revenue broken down to show the annual return to ALDOT. (30 Points)

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- 7) Could you please provide the sample data that will be used in the scripted demonstrations?
 - The sample data was provided in the “ALDOT Executive Summary for Specific Service Signing Program”.

- 8) Given the relatively quick turnaround between submission of written proposals and the scripted demonstrations, could you please provide the information the short-listed vendors will need to present in the scripted demonstrations?
 - The information the short-listed vendors will present will be the same as the information provided in the technical proposal.

- 9) Could you please provide the date from which the numbers listed in the Current Statewide Board Occupancy chart were pulled and from what source?
 - The date from which the numbers listed in the Current Statewide Board Occupancy chart were pulled on 5/16/2024 and the source is ALDOT’s internal Specific Service Sign program management software ALIMBS.

- 10) Could you please provide additional information on the “administrative fee” referenced?
 - The “administrative fee” shown in the “ALDOT Executive Summary for Specific Service Signing Program” was used to illustrate all cost associated with installing Specific Service Signs if this was performed by ALDOT. The “administrative fee” is governed by the ALDOT Finance and Audit Bureau. This “administrative fee” would not be associated with work performed by the entity that is selected and awarded to Administer the Specific Service Sign Program for ALDOT.

- 11) Are we correct in our understanding that the selected vendor will be required to fund the ongoing administration of the program, necessary new construction and maintenance of specific services signs, and the minimum annual return to the Department solely from the annual participation fees collected from participants?
 - Yes.

- 12) Although the Department has clearly prioritized and completed the upgrade, replacement, or refurbishment of a significant number of specific service signs and motherboards in recent years, there are still a significant number that arguably need upgrade, replacement, or refurbishment. Will the selected vendor be responsible for the costs associated with upgrading, replacing, or refurbishing these specific service signs and motherboards?
 - Yes, but not the Specific Service Signs associated with construction projects awarded in 2024.
 - This will include the following routes:
 - I-459 (MP 0-32)
 - I-20/59 (MP 31-100)
 - ALDOT will provide digital copies of the plan sets for the projects that started in FY 2024

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- 13) There are a significant number of older blank specific service signs and motherboards. Will the selected vendor be responsible for the costs associated with removing these signs and foundations?
- Yes, if the vendor elects to remove a specific service sign it will be at their discretion and will be in accordance with current ALDOT policy and procedure.
- 14) What is the Contract Term for this RFP?
- Refer to the answer for question number 1.
- 15) Are there any extensions of the contract anticipated? If so, how many extensions are anticipated and what is the duration?
- Refer to the answer for question number 1
- 16) What criteria will ALDOT use to determine whether the contract is extended?
- It will be at ALDOT's discretion as to whether the contract is extended.
Note: A contract extension has to be agreed upon by ALDOT and the Vendor in order for the contract to continue.
- 17) When is the required deadline for the procurement of a General Contractor's license?
- The deadline for the procurement of a General Contractor's license will be discussed after the selection and award process.
- 18) Is a general contractor's license required for sign installers or can we operate under the supervision of the DOT as an authorized representative?
- This information can be found on Alabama Licensing Board for General Contractors. The link to this website is provided below.
 - <https://genconbd.alabama.gov/default.aspx>
- 19) Could you elaborate on the expected transition period from the current management model to the new contractor's system?
- The transition period from the current management model to the new contractor's system will be discussed after the selection and award process.
- 20) What level of support will ALDOT provide during the transition period?
- ALDOT will provide information as available and answer questions as needed during the transition period.
- 21) Will ALDOT provide access to its current GIS datasets /Customer data/ accounts receivable to assist with the integration process?
- Yes, after the selection and award process.

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- 22) Are there any known challenges or risks in the current system that we should be aware of when planning our implementation approach?
- There are no known challenges or risks in the current system that ALDOT is aware of.
- 23) Can we get a clarification of what "participant" means on 4.a "maximum annual fee not to exceed \$3,000.00 per participant." Does that mean 1 ML and 1 Ramp per direction per intersection? What if a business is eligible at two intersections or needs more than 1 ramp in a direction? Or if a business requires multiple trailblazers?
- Yes, for each category the "participant" qualifies.
 - Yes, that is the fee associated with a "participant" having one mainline and one ramp in each direction per interchange per service category the "participant" qualifies. The need for more than one ramp sign would be determined by the interchange type.
 - Refer to the answer for question number 4.
- 24) Can we get rate increases for the Specific Service Sign program over the history of the program for the state?
- The current rate has been the rate since the creation of the Specific Service Sign Program.
- 25) What date will the first annual remittance, and each subsequent annual remittance, be due to the state?
- The annual remittance date will be determined after the selection and award process.
- 26) Does the department expect to receive an annual payment, of a minimum of \$1.6 million, for the 2024 participation year or is the \$1.6 mill to be paid starting in 2025, the first year of collected revenues by the contractor?
- At the end of fiscal year 2025 (October 1, 2024 - September 30, 2025), the contractor would be expected to start submitting 1.6 million dollars to ALDOT.
- 27) Which, if any, attachments included in the RFP do not go toward page count? Will Reference Letters count in the page count, for example.
- Front and Back Cover and Cover Page will not count toward the page count.
 - Reference letters will not count toward the page count.
 - All other pages submitted will count toward page count.
- 28) Will divider pages and a cover count towards the 20-page maximum?
- Refer to the answer for question number 27.

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- 29) Can we assume you will be adopting the current edition of the MUTCD is the 11th Edition? The link is for the 2009 MUTCD.
- Yes, ALDOT will adopt the 11th Edition of the MUTCD but has not done so at this time. ALDOT anticipates adoption of the 11th Edition of the MUTCD no later than January 2026. The 2009 Edition of the MUTCD is the edition currently adopted by ALDOT.
- 30) Can you please detail why the Annual Revenue from 2021 to 2022 decreased \$342,905?
- Participants were impacted by the COVID-19 Pandemic and chose not to continue participating.
- 31) Please provide a list of the current condition of assets of the reflective sheeting for all 1048 LOGO Boards in the state. For example, are the boards rated to be in good, fair, poor, or critical standard?
- ALDOT does not have assessment data but can provide the installation date for the Specific Service Signs that have been installed over the last 6 years that have been completed by Maintenance Bureau.
- 32) Of the number of slots contracted, how many are mainline slots and how many are ramp slots?
- Approximately 2,581 slots are mainline and approximately 2,153 are ramp slots.
- 33) Does this number include trailblazers?
- No.
- 34) If so, how many trailblazers?
- There are approximately 466 trailblazer signs associated with the Specific Service Sign Program which are not reflected in the answer to question 32.
- 35) If the contract is awarded in October and the contractor has to maintain signs from Nov-Dec, will that contractor receive a portion of the 2024 annual fees to cover the cost?
- No.
- 36) Does this specific contract require a general contractor's license?
- This information can be found on Alabama Licensing Board for General Contractors. The link to this website is provided below.
 - <https://genconbd.alabama.gov/default.aspx>
- 37) What general contractor's license major classification is required for this contract?
- This information can be found on Alabama Licensing Board for General Contractors. The link to this website is provided below.
 - <https://genconbd.alabama.gov/default.aspx>

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- 38) What exams are required as part of the general contractor license?
- This information can be found on Alabama Licensing Board for General Contractors. The link to this website is provided below.
 - <https://genconbd.alabama.gov/default.aspx>
- 39) Can you please provide an inventory of all Interchanges that currently have LOGO signs installed?
- Yes, ALDOT will provide information currently housed in ALIMBS.
- 40) Please provide an Inventory list of the 1048 LOGO Boards that are installed in the state.
- Refer to the answer for question number 39.
- 41) Please provide GPS coordinates, date of install, and the date of the last substrate replacement of all 1048 LOGO boards in the state.
- Refer to the answer for question number 31.
- 42) How many LOGO Mainline Boards are installed in the state?
- Approximately 891 LOGO Mainline Boards are installed in the state.
- 43) How many LOGO Ramp Boards are installed in the state?
- Approximately 823 LOGO Ramp Boards are installed in the state.
- 44) How many LOGO Trailblazer Boards are installed in the state?
- Refer to the answer for question number 34.
- 45) Please provide a list of pending work orders for LOGO signs that are currently damaged or needing replacement.
- Refer to the answer for question number 12.
 - No additional work will be performed by ALDOT as it pertains to Specific Service Signs once this the selection and award process is completed. During the Mandatory Pre-Proposal meeting ALDOT discussed upcoming projects for FY 2025 that would include Specific Service Sign upgrades. ALDOT will remove the Specific Service Signs associated with those projects and it will be the responsibility of the entity that is selected and awarded this contract to perform those Specific Service Sign upgrades at their discretion.
- 46) When a LOGO Structure has to be removed due to construction, who will be fiscally responsible for reinstalling the structure once construction is complete? The LOGO Vendor, ALDOT, or the construction contractor?
- Construction Contractor
- 47) Will the awarded contractor be expected to take over invoicing on award date of Nov. 1?
- That will be determined after selection and award.

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- 48) Please provide a list of all current LOGO Program participants with the name of the business, physical address, and the date they started participation in the program?
- ALDOT will provide this information after selection and award.
- 49) Does the department keep a waitlist of businesses that have applied for participation in the LOGO Program at interchanges that are at maximum capacity? If so, could you please provide this waitlist?
- ALDOT does not have this information.
- 50) Please provide a list of business that were bumped off of LOGO Boards for businesses that were closer to the interchange for years 2024, 2023, and 2022?
- Refer to the answer for question number 49.
- 51) Can you please describe the cause of the fluctuation of the annual income for the WC Tuscaloosa and EC Birmingham regions from 2021-2022?
- Refer to the answer for question number 30.
- 52) What are the date terms of the current participant agreement?
- November 1 to October 31, participants can renew or cancel on an annual basis
- 53) Is the number of slots occupied a combination of mainline and ramp?
- No, it only reflects the mainline.
- 54) Is the Vendor responsible for taking over maintenance activities for existing repair needs?
- Yes, except as noted in the answer to question 12.