

Partnership in Contracted Rail Service

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Solicitation Methodology

- Request for Proposal (RFP) vs Invitation to Bid (ITB)
- Best Value Procurement
- Cost plus other factors considered



Procurement Considerations

- Bundle or multiple contracts
- Agency management support
- Meeting all Federal and State requirements
- Term of contract
- Incentives and Disincentives



Other Considerations

- Additional work
- Dedicated contractor staff
- Coordination with other parties
- Option years over base contract
- CPI or annual flat cost



Other Factors to Consider

- Special terms and conditions
- Ongoing documentation
- Flexibility between Agency and contractor
- Understand contractors true cost and profit
- Be open to alternative suggestions



Contact Us

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