

**Request for Information  
(Transit Maintenance and Operation Services – Silver Line Extension)**

Dear Service Providers:

**Introduction:**

The Washington Metropolitan Area Transportation Authority (WMATA) is gathering information that may facilitate a formal procurement process and invites your firm to provide input associated with this Request for Information (RFI). Any suggestions received through this inquiry may be incorporated into a final scope of work that will provide the basis for a future procurement solicitation.

**Background:**

WMATA is responsible for operating a 23-mile extension of the Metro heavy rail network known as the Silver Line (the “Silver Line Extension”). When complete, the Silver Line will connect Falls Church, VA with Dulles Airport and two stations in Loudoun County. The five stations that were included in Phase I of the Silver Line Extension opened in 2014; the six stations that are included in Phase II of the Silver Line Extension will open in 2020. Phase II will also include construction of a significant layover yard.

WMATA is in the preliminary stages of considering whether to partner with one or more service providers to provide certain maintenance and/or operations related to the Silver Line Extension. WMATA is interested in exploring the types of service packages and transaction terms potential partners would find attractive. Among the categories of service that could be included are maintenance of the fixed guideway, track structure and electrical distribution system, station maintenance, yard maintenance, car cleaning and running repairs.

WMATA is also seeking input concerning whether operation of the Phase II line, stations and/or yard would be interesting as one or more standalone packages, and whether including some or all of the line, stations and operations included in Phase I would make the package or packages more attractive to potential partners. WMATA will decide whether to proceed with one or more partnering projects after analyzing the data gathered through market research and, potentially, through one or more RFIs and RFPs.

**Objectives of the RFI**

This RFI provides the opportunity for contractors, suppliers, distributors, service-providers, private firms and corporations, etc. to assist WMATA with gathering technical information relative to the potential partnering for the transit services described in this RFI.

Responses to this RFI will not be used to qualify proposers/bidders for future solicitations, nor are they a pre-condition to responding to future RFIs or RFPs.

WMATA will not be responsible for any cost incurred in furnishing this information.

If a solicitation is released, it will be synopsisized/advertised on WMATA's website at: <https://wmata.com/Business/procurement/solicitations/active-procurement-opportunities.cfm>

### **Responding to this RFI:**

#### **RFI responses must include:**

#### **Company Profile:**

- Name of Firm
- A brief description of your Firm, including primary business and corporate mission
- Email address
- Phone
- Identification of other key individuals/firms who collaborated on the RFI response
- A brief summary description of previous relevant experience in the operating and/or maintaining assets similar to those installed on the Silver Line Extension.

#### **RFI Questions:**

1. WMATA is not seeking a traditional outsourcing solution. Rather, it is seeking one or more partners that can utilize their experience, creativity and market-driven operating structures to provide an improved level of service on the Silver Line at a reduced cost to the public. What transaction attributes are most important to you in considering whether to enter into a partnership with a public agency? Without narrowing your response, consider the following as potential attributes to include as part of your response:
  - a. Term of the agreement (minimum and maximum preferred duration);
  - b. Scope of services: Based on the scope areas identified above:
    - i. What would be your preferred scope?
    - ii. For those scope areas you are not interested in, why not?
    - iii. From your perspective and experience, which scope areas are likely to provide the highest value to WMATA in terms of service improvement and potential cost savings? Which areas are likely to provide the least or no value to WMATA?
  - c. Degree of control; and
  - d. Performance measurements.
2. When qualifying this type of opportunity, what transaction attributes would make you less likely to submit a proposal? Are there any that, by themselves, would cause you not to submit a proposal?
3. To obtain the full benefit of its partner's experience and creativity, WMATA would prefer to define desired outcomes and in as many cases as possible (e.g., where WMATA is not legally

required to dictate certain requirements) leave it to its partner to determine how to accomplish those outcomes, rather than entering into a more traditional, overly prescriptive contract in which it specifies activities (in other words, it would prefer to define “what” rather than “how”). How comfortable are you with this kind of relationship? Would an outcome-based structure make it more or less likely that you would submit a proposal?

4. To simplify project administration, WMATA would prefer to deal with one entity to perform all services rather than a variety of independent partners each responsible for a narrow scope. In your experience, do you prefer a general contractor structure in which one entity would be responsible to WMATA for its work and the work of its subcontractors, or a consortium structure in which the parties required to perform all aspects of the work form an entity that is responsible to WMATA?
5. Turning to the specifics of the Silver Line Extension, how attractive would you find a partnership arrangement in which WMATA’s partner is responsible for all aspects of operating and maintaining the Silver Line Extension (i.e., both Phases I and II) from an interchange with the Orange Line to the end of the line?
6. Would the partnership be more or less attractive if it covered only the portion of the line included in Phase II of the Silver Line Extension (Reston to Loudoun County)?
7. If operation of trains is not included in the partnership, would an arrangement covering maintenance of the fixed guideway, track structure, electrical distribution system and stations and operation of the stations included in Phase I and Phase II, including the layover yard, be attractive? Would it be more or less attractive than including the operations of the trains?
8. If operations of the trains is not included in the partnership, would an arrangement covering the scope identified in Question 7 however limited to the line and stations in Phase II of the Silver Line Extension, including the layover yard, be attractive? Would it be more or less attractive than the arrangement described in Question 7? Would it be more or less attractive than the arrangement described in Question 6?
9. Are there specific tasks within the Silver Line Extension (or similar) operation or maintenance to which you believe it would be difficult for a private sector partner to add value?
10. In your experience working with public agencies, what performance measures for train operations and infrastructure maintenance have proven to be most workable? Have any proven to be less workable? (Please do not limit your response to Metro/subway kinds of operations. Experience partnering in light rail, commuter rail, intercity rail or freight is also of interest.)
11. In an effort to assess your interest level, please complete and submit the accompanying Excel spreadsheet (Interest Level Assessment). Instructions are included at the top of the Excel spreadsheet.

**Electronic submission:** Submissions in PDF format are encouraged (with exception to the Excel spreadsheet response identified in Question 11 above; please return the spreadsheet back in Excel).

**Response Submission Deadline/Action Dates:** Submissions are due February 9, 2018 at 1 p.m. EST.

**Point of Contact for Inquiries and Submissions:** Inquiries should be submitted by email to [PRMT\\_SilverlineRFI@wmata.com](mailto:PRMT_SilverlineRFI@wmata.com). Electronic submissions should also be sent via email to [PRMT\\_SilverlineRFI@wmata.com](mailto:PRMT_SilverlineRFI@wmata.com). If responses are submitted in printed form, five copies should be delivered to:

Washington Metropolitan Area Transit Authority  
Office of Procurement  
Attention: Silverline RFI  
600 Fifth Street NW, Third Floor  
Washington, D.C. 20001

**Rights and Options Reserved:**

In addition to the rights reserved elsewhere in this RFI, WMATA reserves and may, in its sole discretion, exercise any one or more of the following rights and options with respect to this RFI if determined that doing so is in the best interest of WMATA to:

1. decline to consider any response to this RFI (Response); to cancel the RFI at any time; to elect to proceed or not to proceed with discussions or presentations regarding its subject matter with any Respondent and with firms that do not respond to the RFI; or to reissue the RFI or to issue a new RFI (with the same, similar or different terms);
2. waive, for any Response, any defect, deficiency or failure to comply with the RFI if, in WMATA's sole judgment, such defect is not material to the Response;
3. extend the Submission Date/Time and/or to supplement, amend, substitute or otherwise modify the RFI at any time prior to the Submission Date/Time, by posting notice thereof on WMATA's web page(s) where the RFI is posted;
4. require, permit or reject amendments (including, without limitation, submitting information omitted), modifications, clarifying information, and/or corrections to Responses by some or all Respondents at any time before or after the Submission Date/Time;
5. require, request or permit, in discussions with any Respondent, any information relating to the subject matter of this RFI that WMATA deems appropriate, whether or not it was described in the Response or this RFI;
6. discontinue discussions, at any time determined by WMATA, with any Respondent or all Respondents regarding the subject matter of this RFI, and/or initiate discussions with any other Respondent or with vendors that did not respond to the RFI; and
7. do any of the foregoing without notice to Respondents or others, except such notice as WMATA, in its sole discretion, may elect to post on the WMATA web page(s) where this RFI is posted.

To the best of WMATA's knowledge, the information provided herein is accurate. Respondents should undertake appropriate investigation in preparation of responses.

**This RFI is issued solely for information and planning purposes and does not constitute a solicitation or commitment to contract. Responses to this notice are not an offer and cannot be accepted by WMATA to form a binding contract.**

WMATA is not obligated to conduct subsequent discussions with any Respondent to this RFI, and reserves the right to conduct discussions regarding its subject matter with firms that do not respond to this RFI. This RFI and the process it describes are proprietary to WMATA and are for the exclusive benefit of WMATA. No other party, including any Respondent, is intended to be granted any rights hereunder. Upon submission, Responses to this RFI shall become the property of WMATA that shall have unrestricted use thereof. Responses may be subject to public disclosure under applicable law. By submitting its Response, the Respondent agrees to the terms and conditions of this RFI.

#### **DISCLAIMER**

To the extent permitted by law, WMATA will not publicly disclose information that is (a) submitted in response to this RFI, (b) confidential, (c) proprietary, and (d) unambiguously marked as such. Submitters are cautioned to clearly label as "Proprietary and Confidential" any specific information or other material that it considers to be proprietary and confidential.

This RFI may also be found electronically at **[www.wmata.com](http://www.wmata.com)**

Attachment: Interest Level Assessment