



Re: New York City Department of Transportation Staten Island Ferry WIFI Request for Expressions of Interest

PIN: 84114RFEI002

To Whom It May Concern:

I am pleased to invite you to submit a response to the New York City Department of Transportation (NYCDOT) Staten Island Ferry WIFI Request for Expressions of Interest (RFEI).

Please be advised that any inquiries concerning this RFEI should be directed by e-mail, under the subject line "WIFI RFEI Q&A", to WIFI_RFEI@dot.nyc.gov.

A Pre-submission site visit will be conducted on two separate days. Since the Staten Island Ferry is a secure location, all respondents wishing to participate in the site visit must be accompanied by DOT Security personnel. Pre-submission site, Visits will at the St. George Terminal on August 29, 2013 from 9 am to 12pm EST, and on September 5, 2013 from 9am to 12pm EST to reserve a spot, please send an email to WIFI_RFEI@dot.nyc.gov.

A pre-submission meeting will be held at 3:15pm EST on September 12, 2013 at NYCDOT, 55 Water Street- Ground Floor, Bid Room A, New York, NY 10041. The deadline for submission of written requests for clarification is September 17, 2013 at 2:00 p.m. EST. NYCDOT will circulate questions and answers, including those asked at the pre-submission meeting, to respondents who provide e-mail addresses no later than September 24, 2013.

Final Submissions are due **October 8, 2013 at 2:00 pm EST**. Please submit five copies of your submission, printed on both sides (double-sided) on paper with no less than 30% post-consumer material content to the following location.

New York City Department of Transportation
Office of the Agency Chief Contracting Officer
55 Water Street 8th Floor, Room 826
New York, NY 10041
Attn: Susane Gabriele, DACCO

Please read the full RFEI before submitting a response and please do not include standard marketing materials. If you have any questions concerning this RFEI, please call (212) 839-9295.

Very truly yours,

Susane Gabriele, DACCO
Office of the Agency Chief Contracting Officer

Enclosure

RFEI FOR STATEN ISLAND FERRY WIFI

1. Purpose of the RFEI

This Request for Expressions of Interest ("RFEI") is issued to invite interested vendors to submit information to the New York City Department of Transportation (NYCDOT) about ways to install and maintain a free wireless service for Staten Island Ferry passengers both in the Ferry terminal buildings and vessels.

This RFEI is not intended as a formal offering for a future negotiated transaction. NYCDOT strongly encourages all parties interested in installing or maintaining a free wireless service to submit proposals in response to this RFEI. Finally, NYCDOT seeks to gauge respondents' interest in participating in field tests of proposed technology in advance of a possible full deployment of a wireless service.

2. Background:

New York City has made great strides in its quest to become a hub of tech innovation. In order for the City to continue on this trajectory, its mobile telecoms network needs to be upgraded. Better connectivity in the City's public transit modes will be critical to the City's businesses, residents and visitors, and to the City's ability to drive growth, innovation and maintain its competitiveness.

As the Staten Island Ferry is the most highly traveled commuter ferry route in the United States today, offering a free Wi-Fi service for the 5-mile 25-minute ride would greatly improve the rider experience and productivity of the 65,000 daily passengers. Installing a free Wi-Fi system would allow workers and students to make the most of their commute by using their wait and traveling time to access work remotely and browse the internet. A free passenger Wi-Fi would further complement the pipeline of economic development projects in Staten Island, such as the New York Wheel and associated retail development.

3. Project Overview

A free wireless technology system for passengers has the potential to deliver tangible benefits for users of the Staten Island Ferry. As described in more detail in this RFEI, the NYCDOT seeks information from interested firms on effective technology and system development approaches that would accomplish these goals. NYCDOT envisions a system that provides:

- Wireless service in both the ferry terminals and vessels (see appendix for terminal and ferry information)
- Wireless use for ferry passengers, with seamless hand-off from terminal to ferry. The system is not intended to replace current services designed for businesses and residents (see appendix for ridership information)
- Security protection against misuse, ranging from inappropriate use of bandwidth to illegal activities

4. The role of this RFEI and points of interest to NYCDOT

This RFEI will allow us to engage with technology providers in an open but structured way, providing the City with insight into current industry best practices. The interaction with industry will be iterative including site surveys of boats and terminals prior to submitting the RFEI (see section 5.6), Q&A session following site surveys, written responses to this RFEI, follow-up interviews and meetings, and opportunities for field tests with an overall focus on the following areas:

- Improving the City's understanding of system design and required technology components
- Determining the route to implementation and key factors for successful ongoing operations

Key Questions and Response guidelines for each of the areas are shown below:

4.1 Improving the City's understanding of system design and required technology components

- 4.1.1 What technologies are available that would provide passengers with a seamless, dependable wireless connection from the ferry terminals to the ferries?
- 4.1.2 How would we ensure that the connection was dependable and fast enough for the number of passengers on the ferries and at the terminals at one time?
- 4.1.3 What network security and quality controls should be implemented?

Respondents are asked to provide an overview of the technology system being proposed based on ridership information and terminal/ferries specifications provided in the appendix. This should include the following:

- Description of system design, including but not limited to devices, cabling, internet service and channel requirements
- Map of proposed locations for equipment installations on terminals and ferries
- Cost estimates for equipment, installation and ongoing operation of the system, including but not limited to design, construction, cabling, monthly recurring operating budget, electricity, retrofitting fleet, and the cost for bringing in an internet connection into the terminal buildings
 - Estimates of costs and number of access points, transmitters and other devices needed for each of the proposed areas should be broken out (i.e. separated and clearly specified)
- Description of appropriate network security protection against misuse, ranging from inappropriate use of bandwidth to illegal activities,
 - Description of a master switch-off function and how that function would operate should be included
- Description of how demand would be measured (track number of unique users, duration of use and any other measurements deemed useful to assess the effectiveness of providing free wireless to passengers)

4.2 Determining the route to implementation and key factors for successful ongoing operations

- 4.2.1 How can strategic decisions about technology (platform type, wireless speed, security controls) be sequenced properly?
- 4.2.2 How can public and private stakeholders be coordinated to deliver a cohesive, cost-effective?

system that provides free wireless to passengers?

- 4.2.3 What are potential hurdles that the Respondent may face when installing and maintaining this system? How can one address those hurdles and can the City play a role?

Respondents are asked to provide a diagrammatic road map showing the sequence of key decisions and actions for public and private partners in the system described in the RFEI. The roadmap should plan for potential commercial and regulatory arrangements and approvals required based on past experience with projects at marine facilities. The road map should suggest roles of the City in the deployment process, particularly with respect to fostering effective field trials. Respondents should indicate interest in participating in field tests at no cost to the City, with proposed scope and timeframe.

Respondents are asked to propose an operating model. This should include specifications on who will ultimately end up owning, running and maintaining the system and whether day-to-day management will be required. It should also include ideas for business or sponsorship models that may be used to offset costs.

- 4.2.4 What are the options insofar as providing appropriate technical support staff, with the requisite marine engineering/naval architecture background to oversee the project under the direct supervision of NYCDOT's Staten Island Ferry Division, recognizing that NYCDOT has limited staff resources to oversee such project?

Respondents are asked to provide options for how NYCDOT could augment staff to oversee this project, prepare the technical specifications and designs for approval by the United States Coast Guard and American Bureau of Shipping and then oversee the actual system installation and commissioning on each of the eight ferryboats and two terminals. In addition to this, respondents should also propose staffing options for ongoing system maintenance and customer service for an active system.

5. Submission Requirements

Content

All submittals ("Submittals") must be in hardcopy and in electronic format (CD or DVD) and delivered by-hand or by a nationally recognized express mail carrier to NYCDOT at the address designated below.

- Submittals must include the information listed:

5.1 Respondent's Information

Provide contact information, including, the legal name of your firm or entity, business address, name of contact, telephone and email.

Provide a summary of your firm's background and experience related to the development and deployment of in-vehicle device technology and related systems. Please do not submit standard marketing material.

5.2 Response to NYCDOT Points of Interest

Address all the questions listed and provide all information requested in Section 4, including, but not limited to, the diagrammatic road map.

- 5.3 Any other information the Respondent deems critical in response to the City.
- 5.4 Any inquiries concerning this RFEI should be directed by e-mail, under the subject line "WIFI RFEI Q&A", to WiFi_RFEI@dot.nyc.gov.
- 5.5 Respondents are encouraged to visit the terminals and ride the ferry and to familiarize themselves with the ferry terminal and configuration and layout of ferries. Those areas of the Staten Island Ferry operation which are open to the general public can be accessed at any time.
- 5.6 A Pre-submission site visit will be conducted on two separate days. Since the Staten Island Ferry is a secure location, all respondents wishing to participate in the site visit must be accompanied by DOT Security personnel. Pre-submission site, Visits will be at the St. George Terminal on **August 29, 2013 from 9 am to 12pm EST**, and on **September 5, 2013 from 9am to 12pm EST**. To reserve a spot, please send an email to WiFi_RFEI@dot.nyc.gov.
- 5.7 A pre-submission meeting will be held at **3:15pm EST on September 12, 2013** at NYCDOT, 55 Water Street- **Ground Floor**, Bid Room A, New York, NY. The deadline for submission of written requests for clarification is **September 17, 2013 at 2:00 p.m. EST**. NYCDOT will circulate questions and answers, including those asked at the pre-submission meeting, to respondents who provide e-mail addresses no later than **September 24, 2013**.
- 5.8 Final Submissions are due **October 8, 2013 at 2:00 pm EST**. Please submit five copies of your submission, printed on both sides (double-sided) on paper with no less than 30% post-consumer material content to the following location:

New York City Department of Transportation
Office of the Agency Chief Contracting Officer
Contract Management Unit
55 Water Street, 8th Floor, Room 826
New York, NY 10041
Attn: Susane Gabriele- WiFi_RFEI@dot.nyc.gov

6. Additional information

- 6.1 This RFEI is not intended as a formal offering for the award of a contract or for participation in any future solicitation.
- 6.2 NYCDOT does not intend to grant or issue any agreements on the basis of this RFEI.
- 6.3 NYCDOT, the City and their officials, officers, agents and employees make no representation or warranty and assume no responsibility for the accuracy of the information set forth in this RFEI.
- 6.4 Neither NYCDOT nor the City shall be liable for any costs incurred by any Respondent in the preparation, submittal, presentation or revision of its submission. Neither NYCDOT nor the City shall be obligated to pay and shall not pay any costs in connection with the preparation of such **submissions**.
- 6.5 All submissions shall become the property of NYCDOT and the City and shall not be returned. Respondents acknowledge and understand that none of the information contained in the submissions shall be deemed confidential. Furthermore, information in the submissions will likely be

shared with other governmental entities. Therefore, Respondents should not submit any information deemed to be proprietary information.

- 6.6 NYCDOT at its sole discretion reserves, without limitation, the right to:
 - 6.6.1 Withdraw the RFEI at any time;
 - 6.6.2 To discuss various approaches with one or more Respondents (including parties not responding to the RFEI);
 - 6.6.3 Use the ideas and/or submissions in any manner deemed to be in the best interests of NYCDOT and the City, including but not limited to soliciting competitive submissions relating to such ideas or proposals and/or undertake the prescribed work in a manner other than that which is set forth herein; and
 - 6.6.4 Change any terms of the RFEI.

APPENDIX

- I. Technical Specifications (the information provided here is general in nature and should not be construed by any potential vendor as definitive)
 - a. Terminal
 - i. Dimensions and height
 - 1. Whitehall: The terminal encompasses a total floor area of 200,000 square feet and height of 75 feet, including, a 19,000-square-foot waiting room, 6,000 square feet of retail, 10,000 square feet of office space, and 10,000 square feet of ancillary support and ferry operation rooms
 - 2. St. George: The terminal encompasses a total floor area of 16,000 with a height of 30ft
 - H. GPS latitude and longitude of dock locations and of terminal buildings
 - 1. St. George Terminal: 40-38.623 N 074-04.310 W
 - 2. Whitehall Terminal: 40-42.011 N 074-00.802 W
 - b. Fleet
 - i. Dimensions
 - 1. Kennedy Class (1 ship): This ferry is a car boat with three decks for passengers. She is 297' long with a width of 69'. She is certified for 3,055 passengers.
 - 2. Barberi class (2 ships): These ferries have three passenger decks. They are 300' long with a width of 70'. They are each certified for 5,200 passengers.
 - 3. Austen class (2 ships): These ferries have two decks. They are 206' long with a width of 40'. They are each certified for 1,107 passengers.
 - 4. Molinari class (3 ships): They are car boats with four decks for passengers. They are 310' long with a width of 70'. They are each certified for 4,427 passengers.
- II. Internet service
 - a. There is currently no internet service connection in the terminals available for use in a Ferry Wi-Fi system (there are internet connections installed by private retailers and the city for their own business purposes).
- III. Installation labor requirements

- a. Respondents must use their own contractors/employees to install equipment in terminals and on board ferryboats. All such contractors and employees must have TWIC cards issued by the Transportation Security Administration.

IV. Passenger and ridership information-

- a. Approximately 70,000 passengers ride the ferry daily. Based on actual ridership data, during the evening rush hour periods, the number of people aboard the north and south bound ferries and in the terminals can exceed over 6,000 passengers.
- b. At most there are four ferries in transit at the same time