



Date: October 7, 2014

From: Bryan Kendro, Director
Public Private Partnerships Office

A handwritten signature in black ink, appearing to read "BK", positioned above the name "Bryan Kendro" in the "From:" field.

RE: Evaluation of Qualifications Submitted in Response to P3 Request for Qualifications
"Wireless Telecommunications Partnership Program"

The Public Private Partnerships Office (P3 Office), as the Issuing Office designated to conduct the Wireless Telecommunications Partnership Program procurement, has completed its evaluation of Statements of Qualifications received in response to the Request for Qualifications (RFQ) issued on May 17, 2014.

The Department is advancing this competitive procurement following an Unsolicited Proposal by Site Acquisition Services, Inc. (SASI), submitted in accordance with Section 3.2 of the *P3 Implementation Manual and Guidelines*.

A Selection Committee was established consisting of representatives from the PennDOT and the Pennsylvania Turnpike Commission. Potential offerors were given the opportunity to submit questions during the RFQ to the Issuing Office in accordance with Section 4 of the RFQ. An addendum was issued on June 6, 2014 in response to the sole question raised during the designated period.

As further described below, four teams will be invited to submit proposals for the Department's Wireless Telecommunications Partnership Program. In accordance with Section 6.1.1 of the *P3 Implementation Manual and Guidelines*, the firm that submitted the Unsolicited Proposal, SASI, is deemed to be qualified to advance to the Request for Proposal (RFP) stage of the procurement. This determination by the P3 Office is based upon the information that SASI submitted in the Unsolicited Proposal. The firm also provided a Statement of Qualifications (SOQ) in response to the RFQ.

The Issuing Office established the relative importance of the major evaluation criteria prior to opening the SOQs. Offerors were afforded approximately six (6) weeks to respond to the RFQ. Statements of Qualifications were evaluated and scored based on criteria such as: project team's structure; experience in managing comparable projects; financial capability to carry out the project; understanding of the problem; approach to project delivery; and approach to project costs and revenues.

RECOMMENDATION: The Selection Committee recommends the issuance of the Request for Proposals to the following firms:

- American Towers, LLC
- Crown Castle USA, Inc.
- Parallel Infrastructure/ PI Telecom Infrastructure, LLC
- Site Acquisition Services, Inc.

PennDOT expects to release the details of the project and proposal requirements to the four teams this fall and select a proposal in the winter.

The Wireless Telecommunications Partnership Program was approved by the Pennsylvania P3 Board on September 27, 2013. Public notice of the Request for Qualifications was posted on the PennDOT P3 Office website (www.P3forPA.pa.gov) on May 17, 2014.