Metropolitan Transportation Authority

JUNE 2025

LIST OF COMPETITIVE PROCUREMENTS FOR BOARD APPROVAL

Procurements Requiring Two-Thirds Vote:

C. Competitive Request for Proposals (Award of Purchase and Public Work Contracts)

(Staff Summaries required for items requiring Board approval.)

1. **Alstom Transportation Inc.** **$2,304,271,712 (estimated)** ***Staff Summary Attached***
   Term
   Contract #237848
   Contract award for M-9A Passenger Railcars Procurement.

Procurements Requiring Majority Vote:

F. Personal Service Contracts

(Staff Summaries required for items estimated to be greater than $1,000,000.)

1. **21 Tech LLC** **$13,001,280** ***Staff Summary Attached***
   Four years + two 2-year Options
   Contract # 900000000005018
   Contract award for the provision of consulting services to replace a 29-year-old Computer Maintenance Management System in 27 bus depots and four shops within the five boroughs

2. **BlackRock Financial Management Inc.** **$2,848,750** ***Staff Summary Attached***
   Five-years
   Contract # 15900
   Contract award for the provision of portfolio management services in connection with the assets held within the First Mutual Transportation Assurance Company.

G. Miscellaneous Contracts

(Staff Summaries required for items estimated to be greater than $1,000,000.)

3. **Tango Analytics LLC** **$2,313,338 (est.)** ***Staff Summary Attached***
   Three years + two 1-year Option
   Contract # 900000000004944
   Contract award to furnish and implement an MTA-wide Energy Management System for utility billing data management and efficient and cost-effective management of MTA energy use.

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LIST OF COMPETITIVE PROCUREMENTS FOR BOARD APPROVAL

Procurements Requiring Two-Thirds Vote:

C. Competitive Request for Proposals (Award of Purchase and Public Work Contracts)

(Staff Summaries required for items requiring Board approval.)

1. **Alstom Transportation Inc.** **$2,304,271,712 (estimated)** ***Staff Summary Attached***
   Base: September 2036 / Option: March 2038
   Contract #237848
   Contract award for M-9A Passenger Railcars Procurement.

Staff Summary

Metropolitan Transportation Authority

Item Number 1			
Department, Department Head Name: **Procurement & Logistics, Lawrence Montreuil**			
Internal Approvals			
Order	**Approval**	**Order**	**Approval**
1	Chief, Rolling Stock Programs Officer MTA		
2	MTA General Counsel		
3	MTA CFO		

SUMMARY INFORMATION	
Alstom Transportation Inc.	**Contract No.** 237848
Description Design, Manufacture, Test & Deliver M-9A Passenger Railcars	
Total Amount: **Estimated** $2,304,271,712	
Contract Term (including Options, if any) Base: September 2036 Option: March 2038	
Option(s) included in Total Amount? ☐ Yes ☒ No ☐ N/A	
Renewal? ☐ Yes ☒ No	
Procurement Type ☒ Competitive ☐ Noncompetitive	
Solicitation Type ☒ RFP ☐ Bid ☐ Other:	
Funding Source ☐ Operating ☒ Capital ☐ Federal ☐ Other:	

Purpose

To obtain MTA Board approval authorizing Long Island Rail Road ("LIRR") and Metro-North Commuter Railroad ("MNR"), collectively ("the Railroads"), to award a purchase contract for M-9A Passenger Railcars to Alstom Transportation Inc. ("Alstom") in the estimated amount of $2,304,271,712, for the design, manufacture, test, furnish, and delivery of 316 (160 LIRR/156 MNR) self-powered base order cars. The base order includes apparatus such as special tools, bench test equipment, diagnostic test equipment, spare parts, technical documentation, and training materials. Base order cars will be utilized in LIRR electric territories, while MNR cars will operate on the Hudson and Harlem lines. The contract also includes future options from 100 up to 242 cars (180 LIRR/62 MNR) for which subsequent Board approval will be sought. This procurement will be funded through the Capital Program. Option cars will be financed through future Capital Programs, which will support ridership growth.

Discussion

The M-9A cars are needed to replace the MNR M-3 cars that are beyond their service life and retire the LIRR M-3 cars whose service has been extended to support Grand Central Madison ("GCM") service expansion. The M-9A car will be produced as an Electric Multiple Unit in a paired configuration. The M-9A car will build on the success of the M-7, M-8, and M-9 car procurements, continuing the modernization of the Railroads' fleets. These cars will provide improved and reliable passenger service to LIRR and MNR's electric branch customers, offering greater operational efficiency and flexibility. Because the LIRR cars were identified in the Federal Transit Administration ("FTA")/MTA Full Funding Grant Agreement for GCM, the awarded M-9A contract is required to follow FTA Procurement Guidelines, including Buy America requirements.

The Board authorized the use of a competitive Request for Proposal ("RFP") process for the procurement of M-9A Railcars. The M-9A RFP was advertised in compliance with Public Authorities Law Section 1265-a. Aggressive outreach by the Railroads resulted in eight car builders having obtained the RFP package.

Three car builders were conditionally qualified to submit a Price and Technical Proposal for the original one hundred base-order cars included in the M-9A procurement. Initial Technical and Price Proposals were received in January 2020 from two of the three conditionally qualified car builders: Bombardier Transit Corporation ("Bombardier") and China Rail Rolling Stock Corporation Sifang America Incorporated ("CRRC"). Hyundai Rotem USA Corporation, the third conditionally qualified car builder, did not submit a proposal.

In March of 2020, the procurement was paused during the COVID-19 pandemic. In January 2021, amid the peak of the pandemic, Alstom acquired Bombardier.

In December 2021, the National Defense Authorization Act ("NDAA") came into effect and prohibited the MTA from awarding procurements of rolling stock to any manufacturer that is "owned or controlled by, is a subsidiary of, or is otherwise related legally or financially to a corporation based in" certain foreign countries, including the People's Republic of China. Consequently, CRRC was notified that it would no longer be eligible for consideration for the M-9A Contract award in accordance with the provisions of the National Defense Authorization Act for Fiscal Year 2020.

Following CRRC's exit from the M-9A procurement the Railroads reengaged with Alstom (as the acquiror of Bombardier), which was the sole remaining carbuilder. The commercial negotiations with Alstom, however, took significant time as Alstom's post-acquisition position on the technical specification and terms and conditions were significantly different than what Bombardier submitted in its proposal. In order to address their evolving operational needs, the Railroads updated their Procurement strategy by expanding the base order to encompass both LIRR (GCM Cars) and MNR (M-3 replacements), which increased the total number of cars from 100 to 222. A request for an interim proposal was issued to Alstom in June 2022. Alstom submitted its proposal in October 2022; however, Alstom's proposal included detailed exceptions to the Railroads' commercial and technical requirements.

The Railroads and Alstom participated in extensive negotiations following Alstom's October 2022 proposal submission. The negotiations focused on Alstom's submitted exceptions and ways of mitigating various risks in order to secure more efficient pricing and to otherwise improve production timing. The Railroads also further expanded the base order from 222 to 316 cars (160 LIRR/156 MNR) to further reduce the per-car price and address the Railroads' operational needs.

The Railroads issued a request for updated pricing following negotiations in November 2023. Alstom's proposal, which was received in March 2024, also included exceptions to the Railroads' commercial and technical requirements. In response, the Railroads engaged in a comprehensive modernization of its contract to allocate risk more efficiently between the parties, applying the principles used for the improvement of construction contracts by MTA Construction & Development. Negotiations progressed through several rounds of extensive discussions with Alstom, emphasizing both commercial flexibility and technical aspects, resulting in substantial changes to both the terms and conditions and the technical specifications.

The Railroads issued their request for a Best and Final Offer ("BAFO") in August 2024, and Alstom submitted a proposal in November of the same year.

The Railroads negotiated certain aspects of Alstom's price, with extensive emphasis placed on reducing both the production and delivery schedules, resulting in a decrease of approximately 11 months. Consequently, Alstom was able to submit an update to its proposal that was compliant, commercially competitive, and technically sound.

The delivery of the 316 cars, starting with the pilot cars, is scheduled to commence in the third quarter of 2029 and to conclude in the fourth quarter of 2032, based on an award made in July 2025.

Alstom has committed to making parts available for 20 years after the acceptance of the last car. Alstom has further committed that 40 percent of the materials incorporated into these cars will be Commercial Off-the-Shelf.

The final negotiated price is $2,304,271,712 for the base contract (316 cars) and $1,499,780,544 for the option contract (242 cars). The total price of the base contract is 0.7 percent or $16 million less than the independent estimate. Negotiations resulted in combined savings of $395 million or 14.6 percent less than Alstom's proposal for the base order cars compared to the November 2024 BAFO. The base price and option pricing have been determined to be fair and reasonable.

This contract includes price adjustment provisions requiring the MTA to cover price changes based upon changes in preestablished, published indices for factors outside of either parties control, for the term of the contract, such as changes in foreign currency market for specific subcomponents. These adjustments can increase or decrease the final pricing of the project.

Alstom demonstrates the requisite experience, technical competencies, resources, and facilities essential for executing the required work. The technical team from the Railroads conducted a site visit at Alstom's NYS Hornell facility, designated for final assembly, and expressed satisfaction with the plan for staffing and equipping the facility.

Alstom's Adjusted BAFO was evaluated based on price, schedule, and technical criteria, representing the best value for the Railroads.

Alstom will comply with the FTA Buy America requirement of 70 percent.

The MTA's Controller's Office found reasonable assurance that Alstom has the financial resources to support performance under this Award.

In connection with a previous contract awarded to Alstom, Alstom was found to be responsible notwithstanding significant adverse information ("SAI") pursuant to the All-Agency Responsibility Guidelines. No new SAI has been found relating to Alstom and Alstom has been found to be responsible.

Alstom has certified that pursuant to EO 16, it is not doing business in Russia.

Alstom has certified its compliance with MTA cybersecurity requirements, including requirements under federal, state, and local law regulations. Applicable cybersecurity requirements will be included in the final contract.

M/W/DBE Information

Because this contract will be subject to Federal Procurement guidelines, the FTA Transit Vehicle Manufacturer program applies. Requirements for subcontracting with disadvantaged business entities will be enforced in accordance with the applicable FTA regulations.

Impact on Funding

This contract will be funded with funds from the 2010–2014, 2015–2019, 2020–2024, and 2025–2029 MTA Capital Programs. The options, if exercised, will be funded in future Capital Programs.

Alternatives

None is recommended. In the current economic environment, with so much uncertainty about factors affecting international trade and tariffs, there is a low probability that a new solicitation will yield better pricing. It would delay the Railroads' ability to replace or procure railcars needed for GCM and M-3 replacement, which would potentially impact service.

Recommendation

It is recommended that the MTA Board approve the award of Contract No. 237848 to Alstom in the amount of $2,304,271,712 for 316 M-9A Passenger Railcars and related non-car items, including special tools, bench test equipment, diagnostic test equipment, spare parts, technical documentation, and training materials.

Staff Summary

Metropolitan Transportation Authority

Item Number: 2			
Department, Department Head Name:			
Department of Buses, Chris Pangilinan, Acting SVP			
Internal Approvals			
Order	**Approval**	**Order**	**Approval**
1	Procurement	6	Budget & Financial Management
2 X	MTA IT		
3 X	CFO		
4 X	Office of Civil Rights		
5	Legal		

SUMMARY INFORMATION	
Vendor Name 21Tech LLC	**Contract:** 900000000005018
Description Hexagon System Implementation for NYCT Department of Bus and MTA Bus	
Total Amount: $13,001,280	
Contract Term (including Options, if any) Up to 8 years (4-year base + 2 two-year options) July 2025–June 2029, optional term: July 2029–June 2033	
Option(s) included in Total Amount?	☒Yes ☐ No ☐ N/A
Renewal?	☐ Yes ☒ No
Procurement Type ☒ Competitive ☐ Noncompetitive	
Solicitation Type ☒ RFP ☐ Bid ☐ Other:	
Funding Source ☒ Operating ☐ Capital ☐ Federal ☐ Other:	

Purpose:
MTA Headquarters is seeking Board approval to award a competitively negotiated personal service contract to 21Tech LLC ("21Tech") to provide consulting services to replace a 29-year-old Computer Maintenance Management System ("CMMS") in 27 bus depots and four shops within the five boroughs to a new Hexagon Enterprise Asset Management System ("EAM") for NYC Transit's Department of Buses ("DOB") and MTA Bus Company ("MTABC"). The value of the base four-year contract is $8,999,680 and two, 2-year options priced at $2,000,800 per option, for an overall total $13,001,280. The Board is also requested to authorize the MTA Deputy Chief Procurement Officer to approve the exercise of the two, 2-year options pending the approval of funding.

Discussion:
DOB and MTABC currently use a legacy CMMS that was originally installed in the mid-1990s and configured by the system developer, SPEAR, specific to DOB and MTABC needs. CMMS manages maintenance activities including the bus fleets for both NYC Transit DOB and MTABC, DOB facilities, non-revenue fleet, and MTA bus depots. It centralizes asset maintenance information, automates processes, and optimizes maintenance workflows, ultimately improving equipment uptime and reducing downtime costs. Now obsolete, the CMMS can no longer be fully supported.

DOB and MTABC now require consulting services to replace the legacy CMMS with the new Hexagon EAM platform. In 2016, the MTA Board approved a competitive Request for Proposals ("RFP") process to implement an MTA-wide EAM platform, which resulted in the standardization of INFOR (purchased by Hexagon on October 1, 2021). This initiative aided in standardizing a new set of federal requirements for managing assets that support process improvements. This Hexagon EAM is currently implemented at NYC Transit, NYC Transit Department of Subways, Long Island Rail Road, Metro-North Railroad, and Bridges & Tunnels. Under this contract, 21Tech will expand the implementation of Hexagon EAM to DOB and MTABC, which are the remaining agencies requiring this new platform.

An RFP was issued on December 16, 2024, and requested by 644 vendors. Proposals were received from four firms: 21-Tech; Accenture LLP ("Accenture"); Consultadd, Inc.; and ExterNetwork Inc. A Selection Committee ("SC") consisting of the MTA Senior Director for the Department of Buses, Assistant Chief Financial Officer for Business Planning & Administration, Director of Business Process Re-engineering, and an IT Computer Specialist was established to review the proposals. The selection criteria, as set forth in the RFP, included (1) Hexagon EAM Integration Expertise & Knowledge; (2) Technical Proposals – knowledge of configuration; (3) Public Sector Experience and Knowledge in Bus Transportation Asset Management Systems; and (4) Pricing.

Of the four proposers, 21Tech and Accenture were shortlisted and invited for oral presentations. After a series of discussions and vendor evaluations, the SC unanimously determined 21Tech, a NYS Certified Minority-Owned Business Enterprise, to be the most technically qualified to perform work necessary to implement the Hexagon EAM system due to its in-depth experience and capabilities in implementing large-scale Hexagon EAM projects, such as Chicago Transit Authority, Los Angeles Metro Bus, San Francisco Municipal Transportation Agency, and METROLINX (Canada). With its 15+ years of public sector expertise, 21Tech focused on CMMS systems, primarily with SPEAR systems, that were successfully converted to a Hexagon EAM system.

The final hourly rates provided by 21Tech are 4–22.5 percent below those proposed by other firms. Additionally, 21Tech's negotiated rates are 12.5–17 percent below current market rates received for contractors providing a Technical Project Manager title and a Hexagon Consultant title. Payments are made upon successful completion and acceptance of each project deliverable established in the contract. All rates, terms, and conditions remain firm throughout the contract period including the options years with no escalations. Based on the aforementioned, MTA Procurement and the Selection Committee found the price to be fair and reasonable.

Under this contract, 21Tech will perform consulting services including, but not limited to: requirements gathering, software design and development, testing, and implementation of a modern Hexagon system. The base four years (July 2025–June 2029) will allow sufficient time to build the Hexagon system, migrate data from the legacy CMMS system, and fully convert to the new Hexagon platform. The remaining optional years (July 2029–June 2033) will provide support and system configurations if needed, and potential roll out of training services.

This contract has been evaluated to determine the necessity and appropriate scope, if any, of cybersecurity requirements, including any requirements under federal, state, and local law and regulations. Any applicable cybersecurity requirements, to the extent required, will be included in the contract terms and conditions.

21Tech has certified that pursuant to EO16 it is not doing business in Russia.

M/W/DBE Information

DDCR has assigned goals of 15 percent MBE, 15 percent WBE, and 6 percent SDVOB for this procurement. 21Tech has submitted a utilization plan to achieve the assigned MWBE and SDVOB goals.

Impact on Funding

The total estimated contract is valued at $13,001,280 and is funded by DOB's Operating Budget. MTABC will be reimbursed by the City of New York for its portion of this engagement.

Alternatives

Perform services in-house: This alternative is not feasible since MTA IT has neither the bandwidth nor the experience in CMMS to Hexagon conversions, implementations and integrations.

Do not approve award: The old CMMS system is obsolete and is no longer supported by the OEM. The consequence of this will be failing to meet MTA's commitments to a State of Good Repair to its funding partners to modernize asset management systems and failing to act on the recommendations of the 2019 Crowe Financial Audit related to the implementation of modern asset management systems. Also, EAM must meet the new federal requirements that support process improvements and the installation of an enterprise information system for asset management. The MTA and its agencies do not have resources or the trained personnel to perform these services.

Staff Summary

Metropolitan Transportation Authority

Item Number: 3			
Department, Department Head Name: Kevin Willens			
Internal Approvals			
Order	**Approval**	**Order**	**Approval**
1	**Procurement**		
2	**Legal**		
3	**DDCR**		
4	**Risk & Insurance Management**		

SUMMARY INFORMATION	
Vendor Name BlackRock Financial Management Inc.	**Contract No.** 15900
Description Investment Portfolio Manager for FMTAC	
Total Amount: $2,848,750 Base: $1,709,250 + 2 Option years: $1,139,500	
Contract Term (including Options, if any) **Five years** August 1, 2025–July 31, 2030 (3 years + two, 1-year Options to renew)	
Option(s) included in Total Amount?	☒ Yes ☐ No ☐ N/A
Renewal?	☒ Yes ☐ No
Procurement Type ☒ Competitive ☐ Noncompetitive	
Solicitation Type ☒ RFP ☐ Bid ☐ Other:	
Funding Source ☒ Operating ☐ Capital ☐ Federal ☐ Other:	

Purpose

To obtain Board approval to award a competitively negotiated personal service contract to BlackRock Financial Management Inc. ("BlackRock") to serve as the Portfolio Manager to provide portfolio management services in connection with the assets held within the First Mutual Transportation Assurance Company ("FMTAC"), the MTA's wholly owned captive insurance company. The proposed contract is for an initial term of three years beginning August 1, 2025, with two 1-year extension options to be exercised at MTA's sole discretion. The five-year contract is for the total not-to-exceed amount of $2,848,750. The Board is also requested to authorize the MTA Deputy Chief Procurement Officer to approve the exercise of one or both options.

Discussion

FMTAC is regulated by the New York State Department of Financial Services with respect to the amount of liquid assets that it must have available to cover FMTAC liabilities. FMTAC's assets, which currently total approximately $990 million, are separated into eight trust funds and its Investment Guidelines define the types of investments the Portfolio Manager can participate in for each fund. MTA management anticipates that the portfolio value will increase to over $1 billion during the term of this contract.

MTA's current contract for portfolio management services is with BlackRock, and it expires on July 31, 2025. In order to maintain the provision of these services, a Request for Proposals ("RFP") was issued and publicly advertised in March 2024; notifications were emailed to 47 firms, including several MWBE firms. Proposals were received from seven firms: BlackRock; DWS Investment Management Americas, Inc ("DWS"); Conning; Goldman Sachs Asset Management ("Goldman Sachs"); Invesco Advisors, Inc.; Nuveen Asset Management, LLC; and T. Rowe Price Associates, Inc. The Selection Committee ("SC"), comprised of representatives from MTA Risk and Finance Departments, reviewed each of the proposals. The evaluation criteria included the following: a firm's experience in the management of captive insurance company portfolios, experience of the personnel assigned to the account in the management of captive insurance company portfolios, responsiveness to the RFP, the firm's demonstration of a clear understanding of the different funding arrangements of FMTAC and its objectives and the constraints of the investment program, the firm's sample reports, cost; and diversity practices.

Following evaluations, three firms, BlackRock, DWS, and Goldman Sachs, were invited for oral presentations based on their respective (1) account team experience, (2) firm's qualifications, (3) suggestion of new allocation ideas, and (4) size of the institutional insurance assets under management, historical positive growth. Subsequent to oral presentations, Goldman Sachs and BlackRock were selected for negotiations as they demonstrated the strongest understanding of FMTAC's program structure and investment goals, and experience supporting captive insurers.

The fees for this service are determined by the total Net Asset Value ("NAV") multiplied by the applicable basis points. Revised cost proposals and Best and Final Offers ("BAFOs") were submitted by both shortlisted proposers BlackRock ($2.85 million) and Goldman Sachs ($2.97 million), assuming a total Net Asset Value of $990 million, the estimated portfolio size at the time of BAFO issuance. Utilizing the projected portfolio value of $990 million, BlackRock's BAFO was $121,250, or 4 percent, less than Goldman Sachs' BAFO. For an additional comparison of the basis points cost structure currently in place using the assumed NAV of $990 million, the negotiated five-year replacement contract cost of services will be $1,113,750 less when compared to the existing contract. The basis points are fixed for the duration of the contract, inclusive of the option years. Based on the foregoing, the total not-to-exceed cost of $2,848,750 is found to be fair and reasonable.

The SC unanimously chose BlackRock finding that its proposal offered the best value to the MTA from a technical and cost perspective, and that BlackRock's staff has extensive experience managing portfolios with captive insurers. According to the SC the firm's proposal offered an innovative and thorough approach to investments, and new allocation ideas. BlackRock is recognized as one of the leaders in this market with $587 billion insurance assets under management. MTA project management has found BlackRock's performance satisfactory under the current contract.

Negotiation of commercial terms and conditions have been substantially completed with the exception of a few remaining items that the parties are currently working to finalize. However, there does not appear to be any remaining terms and conditions to be negotiated that would impact BlackRock's price.

The contract has been evaluated to determine the necessity and appropriate scope, if any, of cybersecurity requirements, including any requirements under federal, state and local law and regulations. Any applicable cybersecurity requirements, to the extent required, shall be included in the contract terms and conditions prior to award.

Pursuant to EO 16, BlackRock has certified that it is not doing business in Russia.

M/W/DBE Information
The Department of Diversity and Civil Rights has established zero percent MBE, zero percent WBE, and zero percent SDVOB participation goals on the contract.

Impact on Funding
The total cost of this contract will be funded by FMTAC's general operating fund.

Alternatives
1. *Do not contract for a Portfolio Manager*: This alternative is not recommended. Failure to provide this service would limit FMTAC in maximizing its investment returns.
2. *Perform services in-house*: This alternative is not feasible or cost effective. MTA does not have staff with specialized expertise for these services.

Recommendation
It is recommended that the Board approve the award of a competitively negotiated personal service contract for Investment Portfolio Manager to BlackRock.

Item Number: 4

Vendor Name (Location) Tango Analytics LLC (Dallas, Texas)	**Contract Number** 900000000004944
	Renewal? ☒ Yes ☐ No
Description Energy Management System	**Total Estimated Amount:** $2,313,338 (estimate)
Contract Term (including Options, if any): Three Years plus two 1-year Options	
Option(s) included in Total Amount? ☒ Yes ☐ No ☐ n/a	**Funding Source** ☒ Operating ☐ Capital ☐ Federal ☐ Other:
Procurement Type ☒ Competitive ☐ Noncompetitive	**Requesting Department:** MTAHQ Energy Finance
Solicitation Type ☒ RFP ☐ Bid ☐ Other: Sole-Source	

Discussion:

MTA Headquarters is requesting Board approval to award an All-Agency competitively negotiated miscellaneous service contract to Tango Analytics LLC ("Tango"), to furnish and implement an MTA-wide Energy Management System ("EMS") for utility billing data management and efficiently and cost-effectively manage MTA energy use through data collection, reporting monitoring and user engagement. The estimated amount is $2,313,338 for up to a five-year period (three-year base + two 1-year options). The Board is also requested to authorize the MTA Deputy Chief Procurement Officer to approve the exercise of the two 1-year options, pending approval of funding. This contract replaces the current EMS (from 2015) provided by SourceOne, Inc. ("SourceOne").

Over the past five years, the MTA has spent more than $900 million annually on fuel and utilities with Agencies responsible for their own bill auditing. The EMS serves as a bill management system for the MTA, managing up-to-date and historical billing information for electricity, natural gas, water, steam, and heating and diesel fuel. Additionally, the platform stores electric interval meter data. This database provides the MTA Agencies with the ability to perform functions related to report creation and analytics, as well as bill auditing and payment services. It also enables the MTA to utilize energy data to track its emissions of greenhouse gases and air pollutants. Billing data is updated monthly, and interval data is updated daily.

The EMS has served as a vital tool over the past few years in managing the MTA's energy usage and costs. The web-based energy data management platform is used MTA-wide and contains data across all MTA Agencies. The system gives agency users access to up-to-date and five-plus years of historical billing information for fuel, electricity, and other utility billing data as well as interval data for traction power electric meters. The system is used for bill auditing and analysis of energy consumption and cost data. Over the 2019–2024 time period, the annual average bill auditing savings were approximately $2.4 million. In addition, energy consumption and cost data were utilized for cost benefit analysis of various proposed energy savings initiatives, including bus electrification energy supply analysis that resulted in change in bus depot energy supply strategy.

Tango will migrate energy billing data from SourceOne and establish with MTA's energy providers the necessary interfaces to upload new bill data into Tango's EMS.

A Request for Proposals ("RFP") was released on September 8, 2023, with notices to multiple potential proposers. Three vendors submitted proposals: Tango; EnergyCAP, LLC; and Veolia d/b/a SourceOne ("Veolia").

A Selection Committee ("SC") comprised of representatives from MTAHQ, MTA-IT, Metro-North Railroad, Long Island Rail Road, and NYC Transit, was tasked with evaluating the proposals. The evaluation was based on a set of selection criteria established in the RFP that included vendor expertise and experience, past performance, project timeline, and costs. After evaluation of the technical proposals, all proposers were brought in for oral presentations and software demos. Subsequently, the SC deemed Tango and EnergyCAP the most technically capable with MTA's Scope of Work and requirements. Based on negotiations, follow-up responses, and Best and Final Offers ("BAFOs") from Tango and EnergyCAP, the SC unanimously determined Tango to be the most technically qualified.

Tango's BAFO was $38,282, or 1.6 percent less than EnergyCAP, and the SC deemed Tango's responses to be the (1) best fit for MTA's implementation approach, and (2) most responsive to ensuring all critical data available from MTA's energy service providers are accessible, accurate and timely on Tango's platform. Procurement negotiations yielded a 32 percent reduction from Tango's original proposed price of $3,418,133. This final price of $2,313,338 is a discount of 43 percent from Tango's five-year standard price of $4,038,093. The SC deemed the pricing submitted by Tango to be fair and reasonable as it provides the best value to the MTA.

The five-year estimated contract value is $2,313,338, as set forth below:

Implementation Cost	**One-Time**	$173,520
Annual Software Subscription, Data Acquisition, and Interval Data Costs	**Year 1**	$430,827
↓	**Year 2**	$416,827
↓	**Year 3**	$416,827
Option Years	**Year 4**	$437,668
	Year 5	$437,668
Total (*including Options*)		**$2,313,338**

Tango is a seasoned corporation with a proven track record in the field of providing Energy Management Software as a Service. Since 2000, Tango has specialized in providing guidance and support for companies seeking to improve energy management and utilization. Tango has recently established similar contracts with City of Fort Worth, City of Sedona, LA Metro, Federal Reserve Board & Banks, and NYC Department of Education.

Agreement to Cybersecurity requirements and terms and conditions are complete. Contract terms and conditions are under review and appropriate provisions will be included.

M/W/DBE Information
DDCR has assigned zero goals for this contract.

Impact on Funding
Funding is provided by the MTAHQ Operating Budget.