A sole source ***determination*** is not effective until the ***sole source request for determination*** has been posted for thirty (30) calendar days without challenge, and subsequently approved in writing by the MRCOG Chief Procurement Officer.

I. Name of Agency: Mid-Region Council of Government

Agency Chief Procurement Officer: Kim Monjaras

Telephone Number: 505-247-1750

II. Name of prospective Contractor: INRIX

Address of prospective Contractor: 10210 NE Points Drive Kirkland, WA 98033

Amount of prospective contract: $56,000

Term of prospective contract: 1-year subscription

III. Please thoroughly list the services (scope of work), construction or items of tangible personal property of the prospective contract:

Response –
A subscription to INRIX Roadway Analytics would provide MRCOG personnel and authorized users the ability to run unlimited travel time analyses within the Albuquerque Metropolitan Planning Area. INRIX, a transportation-based data provider, has been collecting navigation-GPS travel time data for years and the web-based analytics tool would have access to five years of historical archives to perform analyses of travel patterns in the region. Unlike other platforms reviewed, Roadway Analytics allows agencies the optimal platform to view essential transportation information through innovative reports and visualizations to improve project planning, traffic operations, emergency preparedness, and research efforts. It allows technical users to create communication materials to convey information and recommendations to drivers, decision makers and the public.

IV. Provide a detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor ***the one source*** capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the "best" source or the "least costly" source. Those factors do not justify a "sole source.")

Response –
INRIX has significant lead in terms of breadth of navigation-GPS data available and experience in the transportation data analytics world. INRIX is currently the only provider that has freight/truck data

integrated with both passenger connected vehicles, location based service data and other mobile devices thus giving it the largest dataset available on the market. Furthermore, the INRIX traffic data is available on-demand and in real time with five years of sub-TMC level (XD) historical archives pre-loaded and available via the web-based analytics tool – no other data provider can provide this level of data accessibility currently. INRIX not only provides data, but also provides patented data analytics systems that quickly and effectively crunch INRIX's vast data library into reports that can only be created using INRIX data. Lastly, MRCOG has been purchasing INRIX travel time data for our Transportation Analysis and Querying Application (TAQA). All of our travel time analyses up to this point have been done using INRIX and we would like future analyses to use the same data source so they can be compared as they use the same data source. For this reason, we must continue purchasing INRIX data.

V. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are ***unique and how this uniqueness is substantially related to the intended purpose of the contract***.

Response –
INRIX is unique in several ways:

- First, INRIX is the only data service provider that has more than 5 years of historical data with will be immediately available to MRCOG via a web-based portal requiring no software installation.
- Second, this historical data combined with real-time traffic is immediately available with no lag or need to upload historical archives.
- Unmatched XD network roadway coverage available in New Mexico/AMPA in a fixed network that consistently reports data 24/7/365. (some competitors "light up" sections of roads but only do so for minutes or hours per month – wherever we report data we ALWAYS report data)
- Data includes truck and consumer data
- Unique dedicated in-house Traffic Management Center (TMC) staffed by 150+ staff that manage and curate road closure, incident and event information
- Unique licensing that can allow for subscribing agencies to provide free access to all other public agencies within their jurisdictional boundaries, e.g., the City of Albuquerque, etc. via "all domain" license
- INRIX data is of the highest quality and has been independently evaluated many times, most recently through an independent market analysis performed by Frost & Sullivan.

VI. Explain why other similar professional services, services, construction or item(s) of tangible personal property ***cannot*** meet the intended purpose of the contract.

Response –
Data from other vendors is not as extensive, accurate, or most importantly, compatible with our previous years of historical data (we have historical INRIX data available on our TAQA tool going

back to 2012). Having access to the data through INRIX's web-based analytics tool would help us perform analyses easier. The tool also generates reports and allows us to export graphs and spreadsheets with data we want to disseminate to member agencies.

VII. Provide a narrative description of the agency's due diligence in determining the basis for the procurement, including procedures used by the agency to conduct a review of available sources such as researching trade publications, industry newsletters and the internet; reviewing telephone books and other advertisements; contacting similar service providers; and reviewing the State Purchasing Agent's vendor list. Include a list of businesses contacted (***do not state that no other businesses were contacted***), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.

Response –

Several sources of comparable roadway performance data were reviewed for their ability to provide the MRCOG CMP with the required performance data as stated above. Review was conducted via the internet, actual apps-testing, as well as peer review of agencies (verbal at numerous conferences this past year). Providers included HERE Routing, Blyncsy, Waze, and INRIX. Based on the initial assessment, it was determined that INRIX, above all others, would meet the needs of the CMP. Our agency did a 30-day trial with INRIX's web-based tool and demonstrated its capabilities to both the ITS and CMP committees. In the interim did an internet research to see if any other big data companies have reliable travel time data with a web-based browser that allows users to generate reports and export data as easily as INRIX and did not find any suitable alternative.

Certified by: Date: 11/12/20

Kim Monjaras

Chief Procurement Officer

Agency Approval by: Date: 11-12-2020

Dewey V. Cave

Executive Director, Dewey V. Cave