

Proposed Sole Source Purchases – Document 2024-01

- Teralytics software and data products, including Studio, in the United States

The Mid-Region Council of Governments intends to make a purchase for which it believes there is no competition. This will be a "Sole Source" purchase made in accordance with State of New Mexico 13-1-126 NMSA 1978. The purpose of this notice is to attempt to identify possible alternatives.

How to Comment/Respond

Any potential vendor who does not agree that this product or service is available only from the intended source must contact this office within thirty (30) calendar days from the date posted.

Your response must be in writing and a description of the product or service you are offering as an equivalent must be included.

Please send your response, via e-mail by sending an email to ppino@mrcog-nm.gov. Please reference the Document Number of the Sole Source/Emergency Procurement you have interest in.

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: Phil Pino

Telephone Number: 505-247-1750

- II. Name of prospective Contractor: Teralytics, Inc

Address of prospective Contractor: 622 20th St Sacramento, CA 95811

Amount of prospective contract: \$17,200 for fist year, \$34,600 annual; recurring beginning in year 2.

Term of prospective contract: annual with renewals until cancel.

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

Task1 – SASS Studio Subscription, All Access Tier, customized for the MRCOG region.

Task 2 – Custom Truck Pilot with AADT Truck Volume estimates (network links) for 2022.

Task 3 – Disaggregated Truck AADTs with sub groups plus auto volumes with separated medium and large truck categories.

Task 4 – Origin and Destination data for above volumes with interactive analysis tools in Studio.

- 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 – Our evaluation of Studio and similar products including Replica, the Teralytics Studio provides unique data integration capabilities without any necessary manipulation or editing to match formats with the Cube Travel Demand modeling software package by Bentley, which MRCOG uses regularly in support of the UPWP. Specifically, trip tables based on GPS datasets are converted into MRCOG’s DASZ dataset for direct use in the travel model stream.

- 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 – Data are rigorously tested by Teralytics staff, customized to the MRCOG region prior to delivery, and based on MRCOG evaluations to competing services, the accuracy of the Teralytics product is superior. These features combine with Studio’s fully-routable Open Street Map and forthcoming All Roads Network formats. Comparably, the Studio platform includes a network of roadways that are actual public roadways; other products compared would post data on private parking lots unbeknownst to the provider, thus resulting in inaccurate summary statistics.

- 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 – Teralytics Inc. is the sole authorized provider for Teralytics software and data products in the United States. Also, the accuracy of Teralytics prior to delivery of service is superior to other vendors.

- 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 – Staff has been evaluating travel analysis software packages for many years. Some of these packages are free, such as the RITIS product from the CATT Lab, and others were evaluated as part of a paid Proof of Concept, such as with Replica. Further, other software applications have been evaluated at national conferences as part of follow up meetings after a topic presentation for example. Once the exclusive features of the Teralytics Studio product were identified, it became clear that Studio by Teralytics Studio provided the most cost-effective package to suit the transportation analysis needs of the MRCOG/MRMPO.

Certified by:

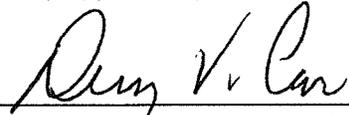
Date: 10-18-2023



Chief Procurement Officer

Agency Approval by:

Date: 10-18-23



Executive Director, Dewey V. Cave



To: Nathan Masek, Mid-Region Council of Governments
From: Michael Clarke, Teralytics, Inc.
Date: September 20, 2023

To Whom it may concern,

This letter acknowledges that Teralytics Inc. is the sole authorized provider for Teralytics software and data products, including Studio, in the United States. Teralytics, Inc. is a software development firm specialized in the design, marketing, and support of transportation related data products for planning, design, and operations applications.

Studio is the only data platform with a standardized national dataset and related technical features. All Teralytics products are proprietary in nature such that the methods and algorithms are not available elsewhere.

Teralytics is the only company capable of providing technical support services for our products. This includes technical support via telephone and email, virtual meetings, as well as access to all software upgrades that become available during the covered term.

Please contact us if you have any questions.

Best regards,

A handwritten signature in blue ink, appearing to read "M. Clarke", written over a light blue horizontal line.

Michael Clarke
CEO



MRCOG Professional Services Quote

Mid-Region Council of Governments

809 Copper Avenue Northwest
Albuquerque, NM 87102
United States

Nathan Masek

npmasek@mrcog-nm.gov
+1(505)724-3620

Reference: 20230901-124153478
Quote created: September 1, 2023
Quote expires: October 1, 2023

Teralytics, Inc.

622 20th Street

Sacramento, California 95811
United States

Prepared by: Katie Brinson

Sales Director
katie.brinson@teralytics.ch

Due now **\$17,220.00**

PRODUCTS & SERVICES	QUANTITY	PRICE
Items due now		
SAAS Annual Studio Subscription, All Access Tier	1	\$24,600.00 / year for 1 year
SAAS Studio Upgrade, One-time 2022 Data	1	\$4,920.00 for 1 year
Items due later		
Custom Truck Pilot, Tasks 2-4 Payment due: March 31, 2024	1	\$35,000.00 for 1 year

SUMMARY	
Annual subtotal	\$24,600.00
One-time subtotal	\$4,920.00
Bentley Bundle Discount	(\$12,300.00)

Due now	\$17,220.00
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Future Payments Summary

ITEM	PAYMENT
Custom Truck Pilot, Tasks 2-4	\$35,000.00 on March 31, 2024
<p>Comments</p> <p>Custom Truck Pilot, Tasks 2-4 details in separate SOW</p>	

<p>Purchase terms</p> <p>2022 data accessible via Studio on or before December 31st 2023, access to 2019 data available upon purchase.</p>

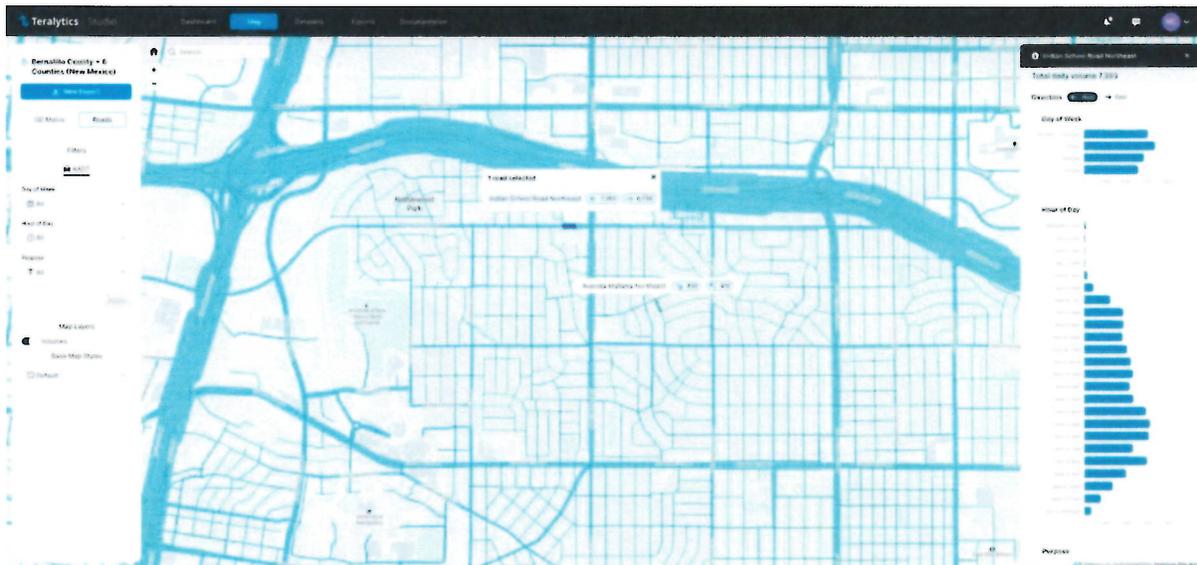
Introduction

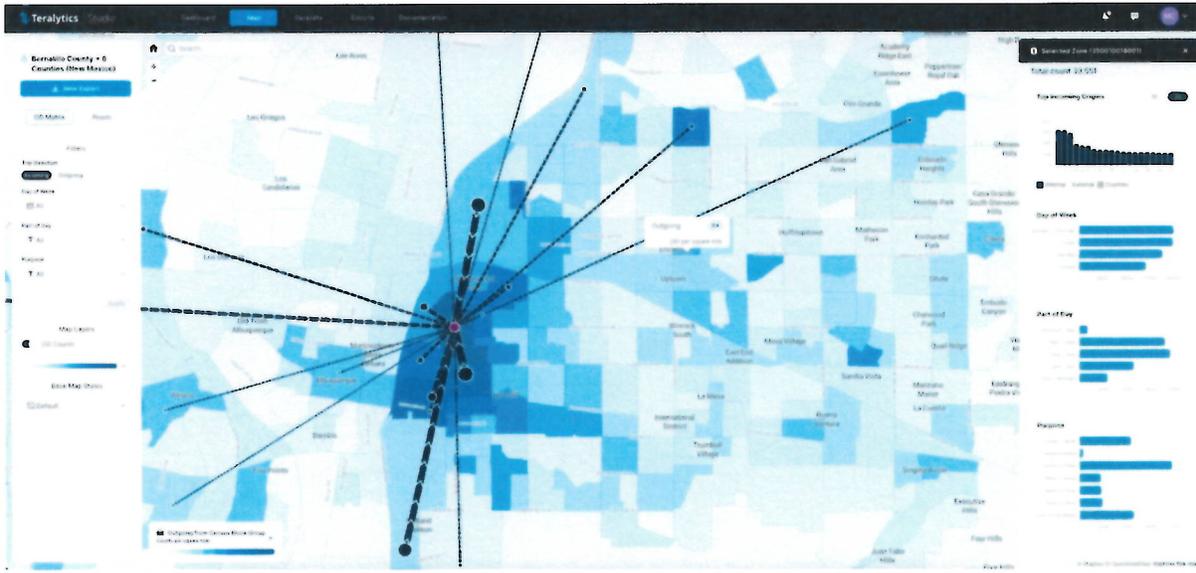
The FAST Act incorporated a stipulation mandating that every State benefiting from funds under the National Highway Freight Program must formulate a State Freight Plan. This plan should encompass a thorough strategy for short-term and far-reaching planning endeavors and financial allocations concerning freight within the State. It is required to encompass all the essential plan components outlined in the Act. The Infrastructure Investment and Jobs Act (IIJA) introduced several novel obligatory components and revised protocols for State Freight Plans.

The following tasks provide MRCOG with the key data elements necessary to comply with the obligatory components and revised protocols for the State Freight Plan.

Task 1: SAAS Annual Studio Subscription, All Access Tier

Teralytics Studio will be the web portal to access the data and insights. In the initial task, Studio will be provided to MRCOG along with access to road volumes and origin destinations for the four-county MRCOG modeling region. Vehicular volumes are available by hour and day type on all roads. Vehicular ODs available at the census block group level by day part, day type and purpose. There is a one-time cost to upgrade to 2022 data, “SAAS Studio Upgrade, One-time 2022 Data” of \$4,920.





Custom Truck Pilot, Task 2: AADT Truck Volumes

Teralytics will update the underlying data to include 2022 AADT total truck volumes on all major roadways in the region. As part of this work, MRCOG will provide Teralytics all existing truck counts. Teralytics will update its machine-learning models to estimate AADT truck counts where counts are unavailable. Teralytics will extract observed truck trips from its sample of mobile devices (approximately 15% of all movement in the region). These truck trips will be used in the Teralytics path weighting process to scale the sample to the target counts.

At the end of this task the calculated AADT truck volumes on major roads will be added into the underlying datasets and accessible by MRCOG through Studio.

Custom Truck Pilot, Task 3: AADT Truck Volumes by Classification

The AADT truck volumes will be disaggregated into sub-groups with light trucks being added to car volumes, and separate categories for medium and large truck class.

The underlying data will be updated by classification and made accessible by MRCOG through Studio.

Custom Truck Pilot Task 4: AADT Truck ODs and Routes by Class

AADT origin-destination tables and routes between each origin-destination by truck class will be calculated.

The underlying data will be updated with the OD and route data and made accessible by MRCOG through Studio.



Schedule

- Task 1: two weeks from notice to proceed
- Task 2: two months from notice to proceed
- Task 3: two months from the end of Task 2
- Task 4: two months from the end of Task 3

Costs

MRCOG will receive access to Teralytics Studio and the volume, OD, and route data for a period of one year after the delivery of Task 1.

- Task 1: \$17,220
- Tasks 2-4: \$35,000
- Total 2023: \$52,220

The future annual cost to renew Studio All Access + Trucks in 2024 will be, \$34,600 (Year 2+). This is the annual reoccurring cost that MRCOG can budget for updated software and data under the subscription period.