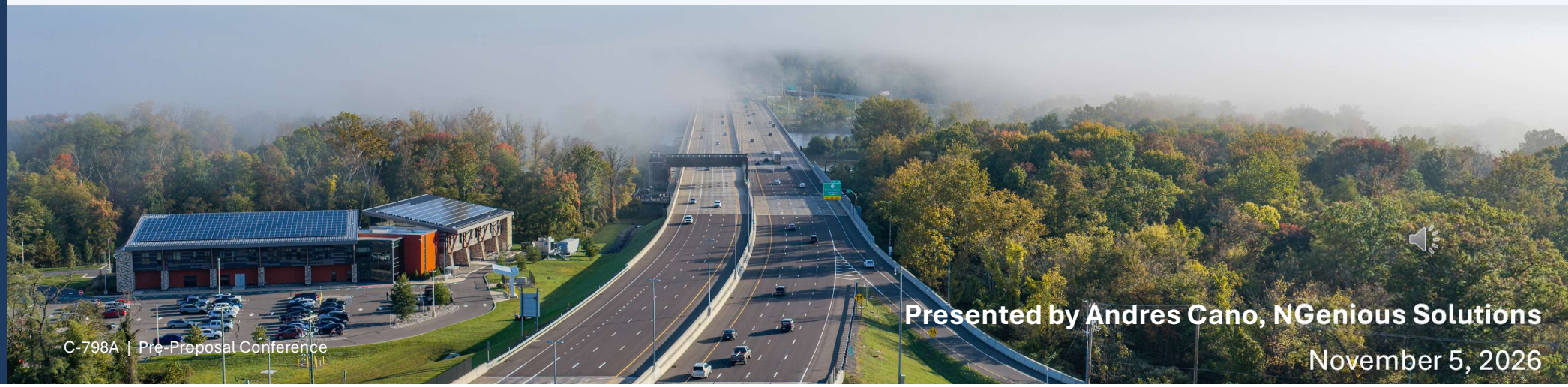
Delaware River Joint Toll Bridge Commission

Preserving Our Past, Enhancing Our Future

Request for Proposals (RFP)
Enterprise Resource Planning (ERP) System

Contract C-798A | Capital Project 2336A

Pre-Proposal Conference



Presented by Andres Cano, NGenious Solutions

November 5, 2026

Today's Briefing

OPENING

- WELCOME AND GROUND RULES
- COMMISSION, ERP SCOPE, AND IBE
- RFP PACKAGE AND RESPONSE
- EVALUATION AND 12 GATES
- SCORING AND DEMONSTRATIONS
- PRICE, SUBMISSION, AND CLOSE



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Welcome and Ground Rules

OPENING

INFORMATIONAL SESSION

The conference explains the solicitation and response process.

NO LIVE Q&A

Questions in the meeting, chat, or verbally will not be answered here.

WRITTEN PROCESS

Send solicitation questions to the designated contact by the RFP deadline.

AUTHORITATIVE DIRECTION

Only formal written addenda modify or clarify the RFP.



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DRJTBC and the Procurement Need

COMMISSION AND SCOPE

BI-STATE PUBLIC AGENCY

Operates and maintains toll and toll-supported bridges between Pennsylvania and New Jersey over the Delaware River.

LONG-LIVED ASSETS

Capital work includes bridge rehabilitation, roadway reconstruction, and facility modernization.

ENTERPRISE CONTROLS

Finance, procurement, capital delivery, maintenance, and compliance rely on accurate shared information.



Current Challenges and Target Outcomes

COMMISSION AND SCOPE

CURRENT ENVIRONMENT

Aging on-premises systems, Tyler Munis financials, spreadsheets, paper approvals, and separate departmental databases.

OPERATIONAL EFFECT

Duplicate entry, fragmented reporting, manual work, and limited enterprise visibility.

TARGET STATE

An integrated SaaS ERP that supports shared financial, operational, project, and approval information.



Departments and Functional Areas in Scope

COMMISSION AND SCOPE

CORE FUNCTIONS

Accounting, Finance, and Payroll
Engineering and Capital Projects
Purchasing and Procurement
Fleet and Maintenance

SPECIALIST FUNCTIONS

Electronic Security Systems
Information Technology
Training and Employee Development
Contract Compliance
Insurance and Risk Management

SHARED CAPABILITIES

External Collaboration
Reporting and Analytics
Integrations
Data movement
Migration
Business Continuity/Disaster Recovery
Security



System Boundaries and Key Interfaces

COMMISSION AND SCOPE

RETAINED SYSTEMS

ADP Workforce Now & eTime
Existing HR and time/attendance systems remain in place. Payroll processing moves to the ERP, with required data integration.

NEW CAPABILITY: PMIS

Integrated ERP + PMIS
A new standardized Project Management Information System is required to support capital projects, budgets, commitments, costs, schedules, and reporting.

CORE & SPECIALTY INTERFACES

Examples include E-ZPass financial feeds, banking and P-Card providers, Gas Boy, Maximo, document repositories, and external collaboration systems.
See Exhibit C for the complete integration inventory.

PRIME SYSTEMS INTEGRATOR

The selected vendor is responsible for required interface design, build, testing, deployment, documentation, monitoring, reconciliation, and support.

Source: RFP Sections 3, 16 and 22; Exhibit C Integration Inventory.

RFP Package and Document Precedence

HOW TO RESPOND

CORE PACKAGE

Main RFP
Exhibit A Requirements Catalog
Exhibit B Vendor Compliance Matrix
Pricing workbook
Exhibit H Client Reference Forms
Exhibit I Terms, Conditions, and Exceptions

EMBEDDED EXHIBITS

Exhibit C Integration Inventory and
Exhibit D Vendor Evidence Checklist
Exhibit E Glossary of Terms
Exhibit F Minimum Insurance Specifications
Exhibit G Proposal Delivery Controls

FORMAL CHANGES

Addenda take precedence over earlier solicitation material.

SPECIAL CONTROLS

Exhibit B controls approved solution requirements; the pricing workbook controls pricing format.

Three Proposal Parts

HOW TO RESPOND

TECHNICAL PROPOSAL

Signed cover letter
Narrative
Exhibit B
References
IBE participation materials
Signed Exhibit I

MANDATORY EVIDENCE

All applicable evidence documents required by Exhibit D.

PRICING PROPOSAL

Completed issued pricing workbook, kept separate from technical materials.

PACKAGE ORGANIZATION

Three clearly labeled folders inside one ZIP file.



Exhibit B Vendor Compliance Matrix

HOW TO RESPOND

COMPLETE EVERY APPLICABLE ROW

Include listed integration rows. Do not leave required responses blank.

USE EXACT STATUS CHOICES

Follow the workbook instructions. Use Not Applicable only when the stated condition is met.

EXPLAIN AND TRACE

Provide the required narrative, evidence references, cost impact, and pricing line references.

KEEP PRICE SEPARATE

Cost impact flags a cost consequence. Dollar amounts belong in the Pricing Proposal.



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Mandatory Evidence and Traceability

HOW TO RESPOND

EXHIBIT D CHECKLIST

Submit every bid-time attachment identified as mandatory, including the applicable IBE Compliance Plan forms and supporting documentation.

CONNECT PROOF TO CLAIMS

Use clear filenames and cross-references from the technical narrative and Exhibit B.

EXAMPLES TIED TO GATES

Examples include data residency attestation, BCDR commitments, ERP/PMIS implementation evidence, client references, and debarment certification.

EVIDENCE SUPPORTS SCORING

Missing evidence may fail PF-05 or reduce evaluation scores when evidence is required.



Contract Compliance - IBE

CONTRACT COMPLIANCE

Agree to abide by the Commission's Contract Compliance Program ("CCP") Requirements.

The 25% IBE participation target is not a condition of submitting a proposal.

To comply with the Contract Compliance Program, a Consultant has two (2) options:

COMPLIANCE PLAN I | OPT-IN

The Consultant may "Opt-In" and submit Forms A and B with required certifications by agreeing to meet or exceed the 25% participation target.

COMPLIANCE PLAN II | GOOD FAITH EFFORTS

The Consultant may provide its Good Faith Efforts documentation (forms A through F) detailing their attempt to meet the 25% participation target.



Contract Compliance / IBE Participation

CONTRACT COMPLIANCE

IBE PARTICIPATION

Identified Business Enterprise (IBE) Participation

The Contract Compliance Program's guidelines and forms are more fully explained and available directly from the Commission website (www.drjtbc.org) under Doing Business.

CONTACT

Questions regarding preparation of the Compliance Plan should be directed to:

Nicholas Haynes
Director of Contract Compliance
1199 Woodside Road
Yardley, PA 19067
(267) 394-6562
nhaynes@drjtbc.org



IBE Payment Verification

CONTRACT COMPLIANCE

THE SYSTEM

The Commission uses Elation, its Payment Verification System.

AWARD COMMITMENT

The Prime Consultant agrees as part of the contract award to fulfill the mandatory requirements of the Commission's Payment Verification System.

REGISTRATION

The Prime Consultant must register and complete online training in Elation to report IBE subconsultant payments and track progress.



Procurement Schedule and Written Questions

HOW TO RESPOND

QUESTIONS

Email written solicitation questions to purchasingbids@drjtbc.org by December 18, 2026 .

Final responses are scheduled for January 22, 2027.

PROPOSAL DUE

February 26, 2027, by 2:00 PM local time.

PROCUREMENT UPDATES & ADDENDA

The Commission may publish responses, updates, and formal addenda at any time during the RFP process. Vendors are responsible for regularly monitoring the Commission's official procurement portal for updates.

LATER MILESTONES

Reviews: March 1 - April 19, 2027.
Shortlist notice: April 20 - 26. Demos: May 10 – 17.
Finalist recommendation: June 4.
Negotiation and contracting: June 28–September 17.
Potential project start: October 2027.



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Four Evaluation Phases

EVALUATION

1. PASS/FAIL REVIEW

Procurement reviews the 12 mandatory gates. A gate failure removes the proposal.

2. TECHNICAL SCORING

Evaluators score assigned requirements and evidence. Pricing remains unavailable until technical scoring closes.

3. SHORTLIST AND DEMONSTRATIONS

DRJTBC may shortlist 3–5 vendors for controlled demonstrations and oral presentations.

4. FINAL SCORING AND RECOMMENDATION

Technical 60%
Demonstration/oral presentation 25%
and 10-year TCO 15% inform the best-value decision.

Phase 1 Pass/Fail Review

EVALUATION

TWELVE GATES

PF-01 through PF-12 are checked before weighted technical scoring.

ANY FAILED GATE

A failure results in non-responsive status and removal from further consideration.

OTHER “MUST HAVE” ITEMS

Gaps are scored under the published rubric unless the RFP expressly says otherwise.

GATE SLIDES AHEAD

Each following slide explains one requirement and its specified evidence.



PF-01 U.S. Data Residency

PASS/FAIL GATES

MANDATORY PASS/FAIL GATE 01 OF 12

All DRJTBC data must remain in the continental United States. The RFP names production and non-production data, backups, disaster recovery replicas, attachments, and logs.

REQUIRED PROOF

Signed attestation and architecture diagram showing data-center locations.

EVALUATION CONSEQUENCE

Procurement checks this gate before weighted scoring. A failure removes the proposal from further consideration.

The exact gate language and evidence are stated in the RFP.

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PF-02 SaaS Deployment

PASS/FAIL GATES

MANDATORY PASS/FAIL GATE 02 OF 12

The proposed ERP must be offered as Software-as-a-Service. The RFP does not accept on-premises or vendor-hosted IaaS deployment for this requirement.

REQUIRED PROOF

Technical narrative and architecture diagram describing the proposed SaaS model.

EVALUATION CONSEQUENCE

Procurement checks this gate before weighted scoring. A failure removes the proposal from further consideration.

The exact gate language and evidence are stated in the RFP.



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PF-03 SSO and MFA

PASS/FAIL GATES

MANDATORY PASS/FAIL GATE 03 OF 12

The ERP must support Single Sign-On through SAML 2.0 or OIDC and enforce Multi-Factor Authentication using Microsoft Authenticator or FIDO2 passkeys.

REQUIRED PROOF

Technical narrative and completed compliance matrix response.

EVALUATION CONSEQUENCE

Procurement checks this gate before weighted scoring. A failure removes the proposal from further consideration.

The exact gate language and evidence are stated in the RFP.



PF-04 Disaster Recovery Objectives

PASS/FAIL GATES

MANDATORY PASS/FAIL GATE 04 OF 12

The vendor must contractually commit to recovery within the RFP limits for the production ERP. RTO is the maximum time to restore service. RPO is the maximum period of recent data that may be lost.

REQUIRED PROOF

Contractual SLA or BCDR policy explicitly stating RTO ≤ 4 hours and RPO ≤ 1 hour.

EVALUATION CONSEQUENCE

Procurement checks this gate before weighted scoring. A failure removes the proposal from further consideration.

The exact gate language and evidence are stated in the RFP.



PF-05 Mandatory Evidence

PASS/FAIL GATES

MANDATORY PASS/FAIL GATE 05 OF 12

The vendor must submit every attachment identified as mandatory in the Vendor Evidence Checklist, including the applicable IBE Compliance Plan forms and supporting documentation.

All required Exhibit D attachments and mandatory IBE submission materials, submitted with the proposal.

All required Exhibit D attachments, submitted with the proposal.

EVALUATION CONSEQUENCE

Procurement checks this gate before weighted scoring. A failure removes the proposal from further consideration.

The exact gate language and evidence are stated in the RFP.



PF-06 Capital Program and ERP/PMIS

PASS/FAIL GATES

MANDATORY PASS/FAIL GATE 06 OF 12

The solution must support multi-year capital planning, required cost categories, approval workflows, and financial tracking at project, contract, and task level. The proposed ERP and standardized PMIS must have operated together on comparable major public works programs.

REQUIRED PROOF

Technical narrative, PMIS data-flow diagram, and comparable references or documented experience showing the ERP and PMIS together.

EVALUATION CONSEQUENCE

Procurement checks this gate before weighted scoring. A failure removes the proposal from further consideration.

The exact gate language and evidence are stated in the RFP.



PF-07 Vendor Qualifications and References

PASS/FAIL GATES

MANDATORY PASS/FAIL GATE 07 OF 12

Provide at least three references from current clients using the proposed ERP. At least two must be public-sector entities. The vendor must also show at least two public-sector ERP implementations completed in the last five years.

REQUIRED PROOF

At least three qualifying Exhibit H forms and evidence of two qualifying public-sector implementations in the required period.

EVALUATION CONSEQUENCE

Procurement checks this gate before weighted scoring. A failure removes the proposal from further consideration.

The exact gate language and evidence are stated in the RFP.



PF-08 Administrative Responsiveness

PASS/FAIL GATES

MANDATORY PASS/FAIL GATE 08 OF 12

Submit a complete, properly formatted proposal before the deadline, with all required signatures and procurement forms. Exhibit I must be completed and signed. Include Part B if requesting exceptions.

REQUIRED PROOF

Timely complete package, signed Exhibit I, and completed Part B when exceptions are requested.

EVALUATION CONSEQUENCE

Procurement checks this gate before weighted scoring. A failure removes the proposal from further consideration.

The exact gate language and evidence are stated in the RFP.



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PF-09 Separate Technical and Pricing

PASS/FAIL GATES

MANDATORY PASS/FAIL GATE 09 OF 12

The Pricing Proposal must be submitted in a separate, clearly marked file or folder. Any pricing data in the Technical Proposal results in immediate disqualification.

REQUIRED PROOF

Procurement verifies that no pricing data appears in the Technical Proposal.

EVALUATION CONSEQUENCE

Procurement checks this gate before weighted scoring. A failure removes the proposal from further consideration.

The exact gate language and evidence are stated in the RFP.



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PF-10 Debarment and Suspension

PASS/FAIL GATES

MANDATORY PASS/FAIL GATE 10 OF 12

The vendor must certify that it and each proposed subcontractor are not currently debarred, suspended, or otherwise prohibited from doing business with the named governments.

REQUIRED PROOF

Signed Debarment Certification Form.

EVALUATION CONSEQUENCE

Procurement checks this gate before weighted scoring. A failure removes the proposal from further consideration.

The exact gate language and evidence are stated in the RFP.



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PF-11 Data Ownership and Extraction

PASS/FAIL GATES

MANDATORY PASS/FAIL GATE 11 OF 12

DRJTBC retains 100% ownership of its data. The vendor must guarantee extraction in a standard, non-proprietary format when the contract ends.

REQUIRED PROOF

Explicit written commitment in the Technical Narrative. The RFP gives CSV and SQL backup as examples.

EVALUATION CONSEQUENCE

Procurement checks this gate before weighted scoring. A failure removes the proposal from further consideration.

The exact gate language and evidence are stated in the RFP.

PF-12 ADP Integration

PASS/FAIL GATES

MANDATORY PASS/FAIL GATE 12 OF 12

The vendor must explicitly commit to a bi-directional integration with the Commission's ADP Workforce Now and eTime systems for HR and Time/Attendance data.

REQUIRED PROOF

Explicit written commitment in the Technical Narrative and Compliance Matrix.

EVALUATION CONSEQUENCE

Procurement checks this gate before weighted scoring. A failure removes the proposal from further consideration.

The exact gate language and evidence are stated in the RFP.



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Technical Proposal Scoring

SCORING AND DEMONSTRATIONS

TECHNICAL COMPONENT

60% of the final score. The category weights shown here total 100% within the Technical Proposal component.

INTERNAL CATEGORIES

Engineering & Capital Projects 18.28%; Purchasing & Finance 22.28%; Fleet & Maintenance 9.72%; ESS 5.59%.

OTHER CATEGORIES

Contract Compliance & Insurance 5.59%; Training 5.59%; Reporting & Analytics 11.18%; Integration & Data Movement 11.18%; IT Security, BCDR & Data Residency 5.59%; IBE 5.00%.

SEPARATE COMPONENTS

Final-score components: Technical 60% + Demonstration/Oral 25% + 10-Year TCO 15% = 100%.

Finalist Demonstration Process

SCORING AND DEMONSTRATIONS

POSSIBLE SHORTLIST

Three to five responsive vendors may advance based on technical potential, documented risks, and RFP considerations.

CONTROLLED FORMAT

DRJTBC provides data, scripts, time limits, and criteria. Scenarios use the proposed solution.

SEPARATE SCORE

Demonstration/oral performance contributes 25% of the final score.

TECHNICAL SCORE STAYS DISTINCT

A demo does not automatically rescore the written proposal. Any adjustment requires documented consensus under the RFP.

Demonstration Scenarios 1–4

SCORING AND DEMONSTRATIONS

01 CAPITAL PROJECT LIFECYCLE | 25%

Planning through closeout, with required relationships, controls, and audit trail.

02 PROCURE-TO-PAY | 15%

Requisition through payment, with approvals and three-way match.

03 FLEET AND MAINTENANCE | 15%

Corrective and preventive maintenance, with asset, labor, parts, and reporting updates.

04 INTEGRATION AND DATA MOVEMENT | 10%

Monitoring and exception handling, including retry, alerting, idempotency, and auditability.



Demonstration Scenarios 5–8

SCORING AND DEMONSTRATIONS

05 REPORTING AND ANALYTICS | 10%

Create, secure, schedule, and export reports. Show drill-down and governed access.

06 SECURITY, ACCESS AND AUDIT | 10%

Show identity, MFA, role-based access, logs, and BCDR evidence.

07 EXTERNAL COLLABORATION PORTAL | 10%

Complete a secure external submission and workflow, including isolation, scanning, routing, and ERP synchronization.

08 DATA MIGRATION | 5%

Run a sample conversion and reconciliation, showing errors, duplicates, rollback, and audit log.



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Pricing and 10-Year TCO

PRICE AND SUBMISSION

USE THE ISSUED WORKBOOK

Complete the DRJTBC ERP Pricing Template. Do not substitute another format.

SEPARATE FROM TECHNICAL

Keep every pricing amount in the Pricing Proposal.

EVALUATED COST

The 10-Year TCO is 15% of the final score and is normalized under the RFP.

COST COVERAGE

Address licensing, implementation, migration, integrations, portal, reporting, training, support, hosting, and recurring costs.

IMPLEMENTATION FEES

The RFP requires fixed-fee, milestone-based implementation payments tied to usable outcomes and written acceptance.

COST SCORE CALCULATION

Lowest responsive 10-Year TCO ÷ vendor 10-Year TCO × 5. The result is a 0–5 cost score.



Proposal Delivery and Receipt

PRICE AND SUBMISSION

SEND TO

purchasingbids@drjtbc.org

PREFERRED METHOD

Email a direct download link to one complete ZIP file. OneDrive is preferred; other secure services may be used if they meet the RFP conditions.

ZIP CONTENTS

Technical Proposal, Mandatory Evidence, and Pricing Proposal folders. Keep Excel and Word forms editable.

CONTROLS

Email attachments limited to 35 MB. Link must work for 30 calendar days. Request and retain a separate confirmation of receipt from DRJTBC.



Closing and Next Steps

CLOSE

BEFORE SUBMITTING

Review the complete RFP package and all formal addenda. Monitor the Commission's official procurement portal regularly, as updates and addenda may be published at any time.

QUESTIONS

Submit written questions by December 18, 2026. Final responses are scheduled by January 22, 2027.

PROPOSAL

Deliver a complete, accessible package by February 26, 2027, at 2:00 PM local time.

END OF SESSION

No live Q&A will follow.

