

Driver License/ID Card and Associated Services RFR

MassDOT Finance & Audit Committee

December 4, 2014

Existing Contract Overview



■ MorphoTrust contract effective 2010

- Five years and one extension exercised
- Expires Jan 2016
- Payment amortized over contract on cost-per-card basis (\$3.44 per card)
- 255 workstations
- Produce approximately 1.5 million DL/ID cards annually
- ~\$32M maximum obligation contract

■ Core functionality

- Workstation hardware & maintenance
- Branch office software – image/vision/document capture
- Credential production
- Facial recognition

Procurement Overview

Title: Driver license ID (DL/ID) card and associated services

Contract length: 5 years plus three 1-year options

Estimated total contract value: ~\$40M

Pricing: Cost-per-card pricing for all equipment, solutions and services

Scope:

DL/ID card production solution services and equipment including:

- Data capture
- Image capture
- Signature capture
- DL/ID card manufacturing
- Facial recognition
- Vision testing
- Document authentication
- Document imaging
- Knowledge test solution
- Road test solution
- Kiosks
- Training

Schedule



Event	Date
RFR Release Date	October 10, 2014
Response Submission Deadline	December 12, 2014
Notification of Award	February 2015
Estimated Contract Start Date	April 1, 2015
Statewide Deployment	April 2015 – January 2016
Implementation Date	January 21, 2016

Procurement Goals

- Highly secure & readable DL/ID card
- Enhanced security and improved accuracy of the facial recognition algorithm
- Real ID compliance
- Ability to function with existing ALARS system and RMV Mod
- Improve the customer experience and reduce time per DL/ID transaction
- Ability to offer expedited service
- Improve driver knowledge and skills testing
- Expand self-service options (i.e. kiosks)
- More robust reporting and reconciliation capabilities
- Meet supplier diversity goal – 10% of total contract value for Supplier Diversity Program businesses

Current DL/ID Market



- Limited pool of vendors that can provide central issuance of DL/ID cards
- Industry has consolidated over the last decade (via acquisitions) within the US market
- One vendor currently has 82% of the DL/ID card market share within the US (41 out of 50 states)
- Increased interest by international based vendors to enter North American market