

# DOTD FORM: 24-102

## PROPOSAL TO PROVIDE CONSULTANT SERVICES


(Revised January 1, 2023)

Prime consultant shall complete the DOTD Form 24-102 without altering the Form's text; however, the instruction and/or guidance for Sections 12 through 23 can be removed but do not remove Section title and number.

ANY CONSULTANT FAILING TO SUBMIT ANY OF THE INFORMATION REQUIRED ON THE DOTD FORM 24-102, OR PROVIDING INACCURATE INFORMATION ON THE DOTD FORM 24-102, MAY BE CONSIDERED NON-RESPONSIVE.

1. Contract Name as shown in the advertisement	I-10: Atchafayla Basin Speed Enforcement PH 3 Ruote: I-10 Iberville and St. Martin Parishes
2. Contract Number(s) as shown in the advertisement	4400026586
3. State Project Number(s), if shown in the advertisement	TBD
4. Prime consultant name ( <b>name must match as registered with the Louisiana Secretary of State where such registration is required by law</b> )	ETAN Limited, LLC 2500 Dallas Parkway, Suite 550 Plano, TX 75093
5. Prime consultant license number (as registered with the Louisiana Professional Engineering and Land Surveying Board (LAPELS) if registration is required under Louisiana law)	License #1946 for Integrated Logistical Support, Inc ILSI Engineering (Sub-Consultant)
6. Prime consultant mailing address	ETAN Limited, LLC 2500 Dallas Parkway, Suite 550 Plano, TX 75093
7. Prime consultant physical address (existing or to be established, if location is used as an evaluation criteria)	ETAN Limited, LLC 2500 Dallas Parkway, Suite 550 Plano, TX 75093
8. Name, title, phone number, and email address of prime consultant's contract point of contact	Ben Clarke CEO 2500 Dallas Parkway, Suite 550 Plano, TX 75093
9. Name, title, phone number, and email address of the official with signing authority for this proposal	Ben Clarke CEO (646) 206-6117 bclarke@etantolling.com

Prime consultant should enter the firm name in the footer at the bottom of this page. (It will carry over to subsequent pages.)

<p>10. This is to certify that all information contained herein is accurate and true, and that the team presently has sufficient staff to perform these services within the designated time frame. By submitting this proposal, proposer certifies that it is not engaged in a boycott of Israel and it will, for the duration of its contract obligations, refrain from a boycott of Israel. Proposer also certifies and agrees that the following information is correct: In preparing its response, the proposer has considered all proposals submitted from qualified, potential subcontractors and suppliers, and has not, in the solicitation, selection, or commercial treatment of any subcontractor or supplier, refused to transact or terminated business activities, or taken other actions intended to limit commercial relations, with a person or entity that is engaging in commercial transactions in Israel or Israeli-controlled territories, with the specific intent to accomplish a boycott or divestment of Israel. The proposer also has not retaliated against any person or other entity for reporting such refusal, termination, or commercially limiting actions. DOTD reserves the right to reject the response of the bidder or proposer if this certification is subsequently determined to be false, and to terminate any contract awarded based on such a false response.</p>	<div style="text-align: right;">  </div> <p>Ben Clarke</p> <hr/> <p>Signature above shall be the same person listed in Section 9:</p> <hr/> <p>Date: April 11, 2023</p>
<p>11. If a Disadvantaged Business Enterprise (DBE) goal has been set for this advertisement, indicate which firm(s) will be used to meet the DBE goal and each firm(s)' percentage.</p>	<p>Firm(s): <u>ILSI Engineering</u> Firm(s)' 15 %:</p>

**12.Past Performance Evaluation Discipline Table:**

As indicated in the advertisement, insert the completed table here. The percentages for the prime and sub-consultants must total 100% for each past performance evaluation discipline, as well as the overall total percent of the contract.

The **only** past performance evaluation disciplines to be used are: Road, Bridge, Traffic, CE&I/OV, Geotech, Survey, Environmental, Data Collection, Planning, Right-of-Way, CPM, ITS, Appraiser and Other (please specify).

Past Performance Evaluation Discipline(s)	% of Overall Contract	Prime Etan Industries	INEX	ISIL Engineering	Each Discipline must total to 100%
Road	5		50	50	<b>100%</b>
Bridge	25		70	30	<b>100%</b>
Traffic	70	80	20		<b>100%</b>
Identify the percentage of work for the <b>overall contract</b> to be performed by the prime consultant and each sub-consultant.					
Percent of Contract	<b>100%</b>	56%	34%	10%	100

**13. Firm Size:**

For all firms that are part of this team, indicate the approximate number of personnel to be committed to this contract, by DOTD Job Classification and the total number of personnel within the firm that could provide support, if needed. If a specialized job classification is required and not included on the DOTD job classification list, specify “Other (please specify)” and include the classification title inside the parentheses.

The DOTD Job Classification(s) to be used can be found at the following link:

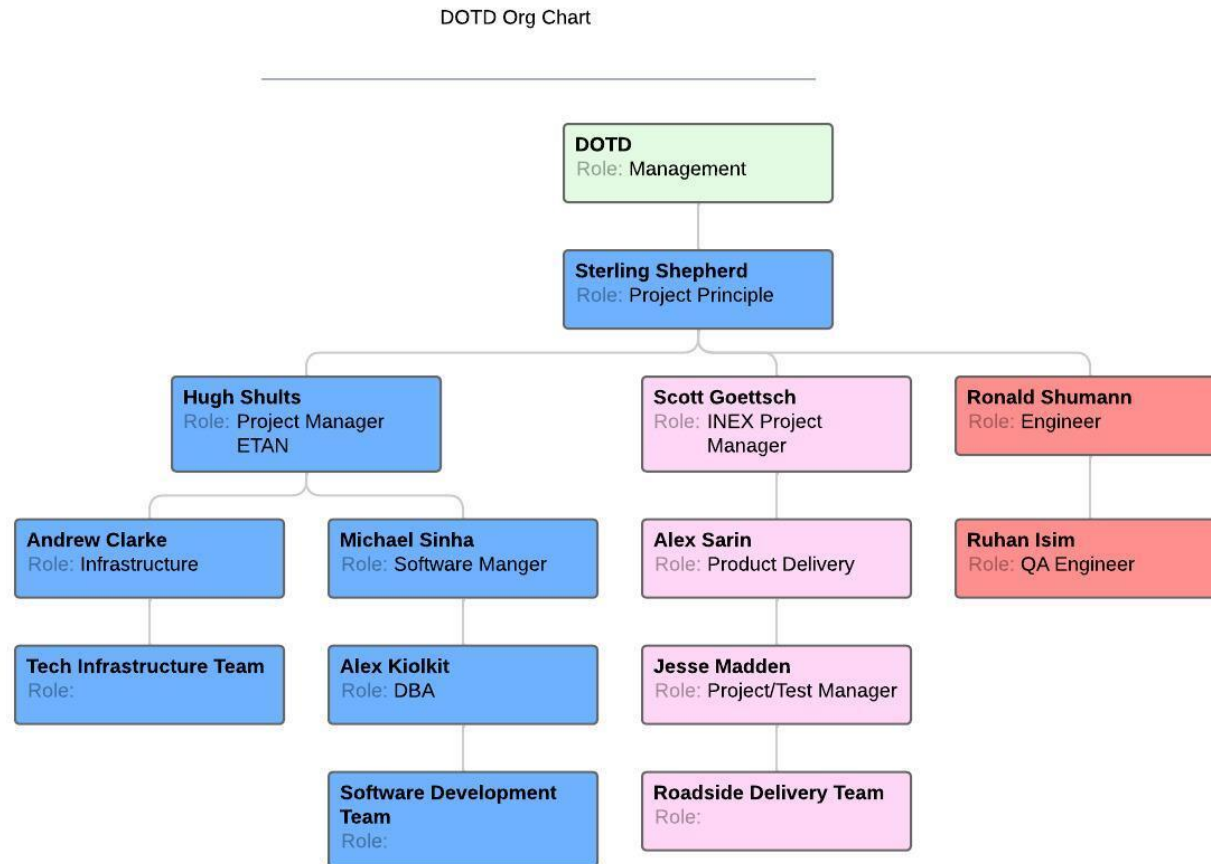
[http://wwwsp.dotd.la.gov/Inside\\_LaDOTD/Divisions/Engineering/CCS/Job\\_Qualification/Job%20Classifications%20with%20Descriptions.pdf](http://wwwsp.dotd.la.gov/Inside_LaDOTD/Divisions/Engineering/CCS/Job_Qualification/Job%20Classifications%20with%20Descriptions.pdf)

Firm name	DOTD Job Classification	Number of personnel committed to this contract	Total number of personnel available in this DOTD Job Classification (if needed)
ETAN Industries, LLC (Prime)	Principal	1	3
	Project Manager	1	5
	Other (Database Administrator)	1	8
	Other (Accounting Manager)	1	3
	Other (Senior Software Developer)	1	10
	Other (Database Administrator)	1	10
	Other (Infrastructure Manager)	1	5
	Other (Reports Developer)	1	15
	Other( Maintenance Manager)	1	7
	Other ( Quality Manager)	1	4
	Sub Total	10	70
INEX Technologies, LLC (Sub-Consultant)	Project Manager	1	1
	TCS Installation & Test Manager	1	1
	Test Manager	1	1
	Sub Total	3	3
Integrated Logistical Support, Inc Engineering (Sub-Consultant)	Civil Project Manager	1	1
	Civil Quality Control & Testing	1	3
	Sub Total	2	4

(Add rows as needed)

**14. Organizational Chart:**

Provide an organizational chart showing ALL **relevant** prime consultant and sub-consultant (if applicable) personnel assigned to the contract, area of project responsibility for each, and reporting lines for the purposes of this contract. An individual's role does not necessarily have to match their DOTD job classification identified in Section 13. **If applicable, identify all personnel performing traffic engineering analysis and/or QC of traffic engineering analysis by placing an asterisk next to their name. Include the certificates required by the Traffic Engineering Process and Report Training Requirements article of the Advertisement in Section 20.** It is acceptable to use an 11x17 format for Section 14.



**15. Minimum Personnel Requirements:**


Use the table below to identify both prime consultant and sub-consultant staff designated to work on this contract meeting the Minimum Personnel Requirements (MPRs) specified in the advertisement. Ensure the résumé reflects the required experience stated in the MPR. **Make sure the P.E. discipline is also listed (highlighted in table) that is meeting the MPR; e.g. professional civil engineer should show the discipline of the license as civil if meeting that MPR.**


MPR No. Do not insert wording from ad	Personnel being used to meet the MPR (Individual(s) may not satisfy more than one MPR unless specifically allowed by Attachment B of the advertisement)	Firm employed by	Type of license and discipline meeting MPR/ certification & number (Ex: PE # - Civil)	State of licens e	License / certification expiration date
1	Sterling Shepherd	ETAN Industries			
2	Hugh Shults	ETAN Industries			
3	Ronald L. Schumann, Jr. PE	Integrated Logistical Support, Inc.	PE Civil Engineering 20102	LA	20102/Exp 09/30/2024
4	Alex Sarin	INEX Technologies, LLC			
5	Scott Goettsch	INEX Technologies, LLC			
6	Ruhan Isim, PE	Integrated Logistical Support, Inc.	PE Civil Engineering 39882	LA	39882/Exp 09/30/2023

(Add rows as needed)


**16. Staff Experience:**


Résumés shall be provided for all prime and sub-consultant personnel listed in Sections 14 and/or 15 of the proposal. Résumés of personnel not identified in Section 14 or Section 15 of the proposal should not be included and will not be evaluated. Résumés should be **limited to 2 pages per person**. Any certificates required by the advertisement are to be placed in Section 20.

			
Firm employed by ETAN Industries			
Name	Sterling Shepherd		Years of relevant experience with this employer
Title	Project Principal		Years of relevant experience with other employer(s)
Degree(s) / Years / Specialization			
Active registration number / state / expiration date		Microsoft Systems Engineer; Project Management Institute Certification;	
Year registered		Discipline	Technical project management; Program design, development, deployment and support.
Contract role(s) / brief description of responsibilities		Project Principal, Project Manager, Technical Project Manager, Solutions Architect	
Experience dates (mm/yy–mm/yy)	Experience and qualifications relevant to the proposed contract; <i>i.e.</i> , “designed drainage”, “designed girders”, “designed intersection”, etc. Experience dates should cover the years of experience specified in the applicable MPR(s).		
08/19 - 04/23	Employed by ETAN Industries - as Project Principle for United Bridge Projects including Dominion Bridge, Cline Avenue Bridge, Liberty Bridge		
07/17 - 08/19	Employed by ETAN Industries - as Project Principle for Washington State Department of Transportation WSDOT		
03/17 - 06/19	Employed by ETAN Industries - as Project Manager for San Diego Association of Governments SANDAG		
06/16 - 06/19	Employed by ETAN Industries - as Project Manager for Tampa Hillsborough Expressway Authority THEA		
09/13 - 09/18	Employed by ETAN Industries - as Project Manager for Miami Dade Expressway Authority MDX		

			
Firm employed by ETAN Industries			
Name	Hugh Shults		Years of relevant experience with this employer
Title	Project Manager		Years of relevant experience with other employer(s)
Degree(s) / Years / Specialization		B.S Information Technology; Project Management Certification; Scrum Alliance Certification	
Active registration number / state / expiration date		Project Management PMP # 531251; Scrum Alliance CSM # 206806	
Year registered		Discipline	Transportation Project Management; IT Management; Software Development; Business Analyst; Government Contracting
Contract role(s) / brief description of responsibilities		Transportation Project Manager. IT Manager, Transportation System Consultant;	

Experience dates (mm/yy–mm/yy)	Experience and qualifications relevant to the proposed contract; <i>i.e.</i> , “designed drainage”, “designed girders”, “designed intersection”, etc. Experience dates should cover the years of experience specified in the applicable MPR(s).
03/18 - 04/23	Employed by ETAN Industries - as Project Manager for Washington State Department of Transportation
06/17 - 03/18	Employed by Conduent - as IT Manager for Texas Department of Transportation
04/16 - 04/07	Employed by Traffic Technologies, Inc - as Senior Transportation System Consultant
08/15 - 03/16	Employed by Fagan Consulting - as Senior Transportation System Consultant
09/11 - 08/15	Employed by 3M - as Project / Program Manager
08/15 - 09/11	Employed by Federal Signal Technologies - as Project / Program Manager

			
Firm employed by ETAN Industries			
Name	Michael Sinha	Years of relevant experience with this employer	4
Title	Software Manager	Years of relevant experience with other employer(s)	10
Degree(s) / Years / Specialization		Bachelor of Science	
Active registration number / state / expiration date			
Year registered		Discipline	Transportation software development, deployment and project management
Contract role(s) / brief description of responsibilities		Design, develop and implement custom back office software and services	
Experience dates (mm/yy–mm/yy)	Experience and qualifications relevant to the proposed contract; <i>i.e.</i> , “designed drainage”, “designed girders”, “designed intersection”, etc. Experience dates should cover the years of experience specified in the applicable MPR(s).		
11/20 - 04/23	Employed by ETAN Industries - as VP Transportation Systems		
04/22 - 04/23	Employed by ETAN Industries - as Interim Project Manager for San Diego Association of Governments SANDAG		
09/22 - 04/23	Employed by ETAN Industries - as Project Principal for Washington State Department of Transportation WSDOT		
07/15 - 11/20	Employed by Northern Lakes Data Corporation - as Project Manager for New Jersey Turnpike Authority NJTA CSC & BOS		
07/15 - 11/20	Employed by Northern Lakes Data Corporation - as Project Manager for Washington Department of Transportation WSDOT - BOS and CSC		
07/15 - 11/20	Employed by Northern Lakes Data Corporation - as Project Manager for Cline Avenue Bridge - BOS & CSC Host		

			
Firm employed by ETAN Industries			
Name	Alexi Kolkit	Years of relevant experience with this employer	3
Title	Senior DBA	Years of relevant experience with other employer(s)	20



Degree(s) / Years / Specialization			Database Administration
Active registration number / state / expiration date			
Year registered		Discipline	Database Administration
Contract role(s) / brief description of responsibilities			Overall Management of all aspects around development and maintenance of system database and data warehousing. With special consideration to ongoing database performance and accuracy.
Experience dates (mm/yy–mm/yy)	Experience and qualifications relevant to the proposed contract; <i>i.e.</i> , “designed drainage”, “designed girders”, “designed intersection”, etc. Experience dates should cover the years of experience specified in the applicable MPR(s).		
01/20-04/23	Senior DBA Washington State Department of Transportation, Manages all aspects of the database performance. Is responsible for database speed and ensuring no maintenance issues. WSDOT database and datawarehouse create over 60 Million Transactions a year and over 3 Million General Ledger inserts per day. The WSDOT database has over 10 years of historical data.		
06/22-04/23	Senior Database Administrator DBA SANDAG		
01/20-06/22	Senior Database Administrator DBA United Bridge Partners		

<div><div>ETAN</div><div>TOLLING TECHNOLOGY</div></div>				
Firm employed by ETAN Industries				
Name	Andrew Clarke		Years of relevant experience with this employer	8
Title	Infrastructure Manager		Years of relevant experience with other employer(s)	26
Degree(s) / Years / Specialization		MBA - Business Administration; Bachelor of Business Administration		
Active registration number / state / expiration date				
Year registered		Discipline	Information technology	
Contract role(s) / brief description of responsibilities		As VP of IT has responsible for Enterprise-wide technology, operational technology deployment, process improvement, IT governance and security		
Experience dates (mm/yy–mm/yy)	Experience and qualifications relevant to the proposed contract; <i>i.e.</i> , “designed drainage”, “designed girders”, “designed intersection”, etc. Experience dates should cover the years of experience specified in the applicable MPR(s).			
	Infrastructure Manager Washington State Department Of Transportation (WSDOT) Responsible for the overall technical architecture and the various technology components within the software solution. Drew has over 24 years of experience and was an integral part of FASTLane™ implementations and service for Miami Dade Expressway MDX, New Hampshire Department of Transportation NHDOT, Tampa Hillsborough Expressway Authority THEA, Utah Department of Transportation UDOT and other Agency installations.			
07/17 - 04/23	Employed by ETAN Industries - as Infrastructure Manager for Washington State Department of Transportation WSDOT			
03/17 - 04.23	Employed by ETAN Industries - as Infrastructure Manager for San Diego Association of Governments SANDAG			
07/16 - 04/23	Employed by ETAN Industries - as Infrastructure Manager for United Bridge Partners UBP			



Firm employed by INEX Technologies \_\_\_\_\_



Name	Scot Goettsch	Years of relevant experience with this employer	8
Title	Tolling Project Manager	Years of relevant experience with other employer(s)	28
Degree(s) / Years / Specialization	Bachelors of Science / 4		
Active registration number / state / expiration date			
Year registered		Discipline	Project Management
Contract role(s) / brief description of responsibilities	Technical Architect, System Integration		
Experience dates (mm/yy–mm/yy)	Experience and qualifications relevant to the proposed contract; <i>i.e.</i> , “designed drainage”, “designed girders”, “designed intersection”, etc. Experience dates should cover the years of experience specified in the applicable MPR(s).		
2017-current	Project Manager - Illinois Tollway (ISHTA) - Responsible for the overall technical architecture and integration. Scot has over 28 years of experience and was an integral part of License Plate Reading technology for many tolling projects.		
2019-current	Project Manager - New York State Thruway Authority (NYSTA) - Responsible for the overall technical architecture and integration. Scot has over 28 years of experience and was an integral part of License Plate Reading technology for many tolling projects.		
2022-current	Project Manager - Ohio Turnpike - Responsible for the overall technical architecture and integration. Scot has over 28 years of experience and was an integral part of License Plate Reading technology for many tolling projects.		
2016-2020	Project Manager - LA-1 LA Dot - Responsible for the overall technical architecture and integration. Scot has over 28 years of experience and was an integral part of License Plate Reading technology for many tolling projects. ETCC was the prime contractor.		
2022 - Current	Project Manager - VDOT I-64 - Responsible for the overall technical architecture, and integration. Scot has over 28 years of experience and was an integral part of License Plate Reading technology for many tolling projects.		





Firm employed by INEX \_\_\_\_\_

Name	Alex Sarin	Years of relevant experience with this employer	9
Title		Years of relevant experience with other employer(s)	32
Degree(s) / Years / Specialization	Bachelors of Science / 6		
Active registration number / state / expiration date			

Year registered		Discipline	Product architecture, development and deployment
Contract role(s) / brief description of responsibilities			
Experience dates (mm/yy–mm/yy)	Experience and qualifications relevant to the proposed contract; <i>i.e.</i> , “designed drainage”, “designed girders”, “designed intersection”, etc. Experience dates should cover the years of experience specified in the applicable MPR(s).		
2022-current	Project Delivery Manager - Ohio Turnpike Responsible for the overall technical architecture, installation, and integration. Alex has over 32 years of experience and was an integral part of License Plate Reading technology and networking for many tolling projects.		
2017-current	Project Delivery Manager - Illinois Tollway (ISHTA) - Responsible for the overall technical architecture, installation, and integration. Alex has over 32 years of experience and was an integral part of License Plate Reading technology and networking for many tolling projects.		
2016-2020	Project Delivery Manager - LA-1 LA Dot - Responsible for the overall technical architecture, installation, and integration. Alex has over 32 years of experience and was an integral part of License Plate Reading technology and networking for many tolling projects.		
2019-current	Project Delivery Manager - New York State Thruway Authority (NYSTA) - Responsible for the overall technical architecture, installation, and integration. Alex has over 32 years of experience and was an integral part of License Plate Reading technology and networking for many tolling projects.		
2022 - Current	Project Delivery Manager - VDOT I-64 - Responsible for the overall technical architecture, installation, and integration. Alex has over 32 years of experience and was an integral part of License Plate Reading technology and networking for many tolling projects.		

Firm employed by ISIL 			
Name	 Ronald L Shumann,	Years of relevant experience with this employer	7
Title	Civil Engineer	Years of relevant experience with other employer(s)	38
Degree(s) / Years / Specialization BS/1978 Louisiana Tech University / Civil Engineering NEPA and Transportation Decision Making, FHWA NHI Course No. 142005.		Civil Engineer 40+	
Active registration number / state / expiration date		Year registered/certified: <u>1982</u> Licensed/Certified as: <u>PE</u> State: <u>LA</u> License No.: <u>20102</u>	
Year registered	1982	Discipline	Civil Engineering
Contract role(s) / brief description of responsibilities		Project Management	

Experience dates (mm/yy–mm/yy)	Experience and qualifications relevant to the proposed contract; <i>i.e.</i> , “designed drainage”, “designed girders”, “designed intersection”, etc. Experience dates should cover the years of experience specified in the applicable MPR(s).
	<p>Mr. Schumann is a Civil Engineer with 44 years of experience in planning, design, and construction of civil engineering projects. Project involvement has encompassed coastal and marine projects, ports, marinas, intermodal facilities, all classes of roadways, airports, heliports, heavy and light rail design, railroad relocation, transportation and traffic analysis, transportation planning, line and grade studies, corridor studies, and NEPA documents. Mr. Schumann also has experience with major concrete structures, flood walls, flood gates, flood control structures, drainage projects, drainage pump stations, hydraulic structures, wastewater treatment plants and pump stations, commercial/residential site development design and layout, and reconstruction and rehabilitation of streets and infrastructure. He also has provided construction management service for buildings, sport facilities, light rail projects, port projects and street infrastructure improvements and has directed topographic and right-of-way surveys for roadway projects.</p> <p>Mr. Schumann has also served as a FEMA Public Assistance Coordinator having supervised over 20 FEMA Project Officers in the development of project worksheets, provided training of the Project Officers and assigned Project Officers to applicants.</p> <p>In addition to his FEMA experience he also has extensive past project experience working on projects for both the New Orleans Department of Public Works and the Sewerage and Water Board of New Orleans. His experience dates back to the design of a portion of the approaches to the Crescent City Connection including the design of both the Lake Bound and River Bound frontage roads, drainage systems and relocation of all utilities in the corridor through a section of downtown New Orleans. His experience includes performing design and construction management directly for the Department of Public Works on numerous street reconstruction and rehabilitation projects throughout New Orleans.</p> <p>Mr. Schumann also worked directly for the S&amp;WB on several the SELA program projects including, the Claiborne Avenue, Napoleon Avenue and Louisiana Avenue SELA projects. Mr. Schuman also has extensive experience working for and with many of the public agencies and utility companies in New Orleans including the New Orleans Regional Planning Commission, LADOTD, FHWA, USACE, Louisiana CPRA, SLFPA-East, Orleans Levee District, Port of New Orleans, New Orleans Regional Transit Authority, Entergy, Atmos Energy, AT&amp;T, and Cox Communications.</p>
	<p><b>Clarence Henry Truck way Access Gates Security Improvements, New Orleans, LA (Port of New Orleans).</b>  <b>Project Manager</b> in-charge of conceptual planning, design, preparation of construction documents, and construction engineering services for security improvements to the gate entrances to the upriver terminal of the Port of New Orleans. The project involved reconfiguring four entrances to the port’s upriver terminal for the addition of gate arms, barriers, cameras and security access systems. The project also involved design of roadways, drainage, water and other infrastructure improvements, including the design of a major storm water outfall for the Port of New Orleans at Napoleon Avenue connecting to the Sewerage and Water Board’s storm water System.</p>
	<p><b>Customs Radiation Portal Monitors, New Orleans, LA (Port of New Orleans)</b>  <b>Project Manager</b> for design of infrastructure to support installation of Radiation Portal Monitors for U. S. Customs at the Port of New Orleans. The project consisted of providing engineering support services to the Pacific Northwest National Laboratory operated by Battelle Memorial Institute for the U.S. Department of Energy. Support services included conceptual planning and design of the geometric layout and infrastructure improvements required to install the monitors, guard houses and support facilities at both the upriver terminal and France Road terminal.</p>

Firm employed by ISIL 			
Name	 Ruhan Ishim Kenner		Years of relevant experience with this employer 21
Title	Civil Engineer		Years of relevant experience with other employer(s) 0
Degree(s) / Years / Specialization		Civil Engineer 20+	
Active registration number / state / expiration date		Year registered/certified: 2015 Licensed/Certified as: 3(____ State: LA License No.: 0039882	
Year registered	2015	Discipline	ICivil Engineering
Contract role(s) / brief description of responsibilities		Engineering for Testing and Quality Control	
Experience dates (mm/yy-mm/yy)	Experience and qualifications relevant to the proposed contract; <i>i.e.</i> , “designed drainage”, “designed girders”, “designed intersection”, etc. Experience dates should cover the years of experience specified in the applicable MPR(s).		
	<p>Mr. Ruhan Isim has over twenty-one (21) years of experience in the field of Civil Engineering serving as a lead project engineer in many civil projects including the SELA Flood Control Program, sewer projects, drainage projects, and street projects. Some of his recent projects include the \$1B Baton Rouge Sanitary Sewer Overflow project. His experience includes electronic testing devices (SCADA Controls and Sensors). He has a high level of expertise in hydraulics, CADD, GIS, Sewerage Pump Stations design and Commissioning, startup, testing, Water Distribution Networks modeling and design, Roadway, and Rail geometry Design. Project and Construction Management. Mr. Isim managed multiple construction projects, supervised several Construction Managers (CM), and worked with the CMs and Contractor to maintain schedules, resolve field conflicts, held progress meetings, review RFIs, RFCCs, plan changes, and gave weekly status report to Owners.</p>		
	<p><b>DPW Engineering Pool, Roadway Reconstruction Project, RR055 Gentilly Terrace Group E (FRC) New Orleans, LA</b>  <b>Lead Project Engineer.</b> Mr. Isim has provided design development of plans, specs and cost estimate for the 6 block of Painters Street project. Mr. Isim design, storm drain, water, sewer, and pavement for 6 blocks throughout the project</p>		
	<p><b>USACE Program - Southeast Louisiana Urban Flood Control Program (SELA), Orleans Parish, LA</b>  <b>Lead Project Engineer.</b> Mr. Isim has provided construction and program management services for the Sewerage and Water Board (S&amp;WB) of New Orleans on the \$1B drainage improvement program. He coordinated the design and construction work for the S&amp;WB between the USACE and the design A/E firms. He reviewed contract and construction documents for constructability, Inputted comments into Dr. Checks, prepared independent construction cost estimates using MII, coordinated acquisitions of rights-of-way and construction easements, and reviewed the design of the relocation of all utilities. Mr. Isim evaluated water surface profiles for existing and proposed improvements, and He prepared conceptual plans and preliminary construction cost estimates for various open and covered canals.</p>		
	<p><b>DPW Blue and Green Corridors Design Project, New Orleans, LA</b>  <b>Lead Project Engineer.</b> This project involves fully reconstructing the 7700 block of Benjamin Street (Adams - Burdette) and milling and overlaying the 200 block of Cherokee Street (Benjamin - Hurst) and the 400 block Short Street (Pearl - Leak). Mr. Isim is the lead designer on this project and is responsible for preparing roadway profiles, drainage pipe designs, new water pipe design, and sidewalk, driveway, and ADA ramps designs.</p>		
	<p><b>DPW Engineering Pool, Roadway Enhancement &amp; Reconstruction, Black Pearl Neighborhood, New Orleans, LA</b>  <b>Lead Project Engineer.</b> This project involves fully reconstructing the 7700 block of Benjamin Street (Adams - Burdette) and milling and overlaying the 200 block of Cherokee Street (Benjamin - Hurst) and the 400 block Short Street (Pearl - Leak). Mr. Isim is the lead designer on this project and is responsible for preparing roadway profiles, drainage pipe designs, new water pipe design, and sidewalk, driveway, and ADA ramps designs.</p>		

	<p><b>Deep South Studios, Orleans Parish, New Orleans, LA</b></p> <p><b>Lead Project Engineer.</b> Deep South Studio is 18.75 acres, the largest and most modern independent film, television production facility at Algiers, New Orleans, LA. Mr. Isim is responsible for developing and designing plans for demolition, new utilities (water, sewer, drainage), site layout, grading, driveway, and traffic control. Mr. Isim has also acquired permits for this new construction.</p>

**17. Firm Experience:**

Identify the team's project experience **most relevant** to the scope in the advertisement. **The projects should be limited to a total of 20, with no more than 5 projects being represented by the prime consultant and with no more than 3 projects represented by each sub-consultant on the team. If more than 5 projects are identified for the prime consultant, all projects identified after the first 5 will not be evaluated. If more than 3 projects are identified for a single sub-consultant, all projects identified after the first 3 from that sub-consultant will not be evaluated.** Include no more than one page per project. Projects identified shall only include work performed by firms on the team. The projects identified do not necessarily need to have been DOTD projects.

Describe the project including the firm's role and members involved. (Highlight staff to be used in this proposal.)

\* If there is more than one past performance evaluation discipline included in the proposal, then indicate which past performance evaluation discipline(s) this project is being used to represent.

**\*\*This field cannot be left blank and N/A is not acceptable. The only past performance evaluation disciplines to be used are: Road, Bridge, Traffic, CE&I/OV, Geotech, Survey, Environmental, Data Collection, Planning, Right-of-Way, CPM, ITS, Appraiser and Other (please specify).**

identified do not necessarily need to have been DOTD projects.

Firm name	ETAN Industries		Past Performance Evaluation Discipline(s)*		**Road, Bridge, Traffic, Data Collection	
Project name	San Diego Association of Governments "SANDAG"- Regional Back Office System BOS Contract			Firm responsibility (prime or sub?)		Prime
Project number	5006101	Owner's name	San Diego Association of Governments			
Project location	San Diego, California			Owner's Project Manager	Jiqin Zeng	
Owner's address, phone, email	401 B Street, Suite 800, San Diego, CA 92101-4231 (619) 710-4046 Jiqin.zeng@sandag.org					
Services commenced by this firm (mm/yy)		03/2017	Total consultant contract cost (\$1,000's)			\$21,204,219
Services completed by this firm (mm/yy)		03/2032	Cost of consultant services provided by this firm (\$1,000's)			\$21,204,219

Firm name	ETAN Industries		Past Performance Evaluation Discipline(s)*		**Road, Bridge, Traffic, Data Collection	
Project name	Washington State Department of Transportation “WSDOT” - Toll Back Office System Replacement			Firm responsibility (prime or sub?)		Prime
Project number	K1131	Owner’s name	Washington State Department of Transportation			
Project location	Seattle, Washington			Owner’s Project Manager	Jennifer Charlebis	
Owner’s address, phone, email	401 2nd Avenue South, Seattle, WA 98104 (206) 491-6006 CharleJ@wsdot.wa.gov					
Services commenced by this firm (mm/yy)		07/2017	Total consultant contract cost (\$1,000’s)			\$42,838,052
Services completed by this firm (mm/yy)		07/2029	Cost of consultant services provided by this firm (\$1,000’s)			\$42,838.052

Firm name	ETAN Industries	Past Performance Evaluation Discipline(s)*	**Road, Bridge, Traffic, Data Collection
Project name	UTAH Department of Technology Services - Department of Transportation	Firm responsibility (prime or sub?)	Prime
Project number	DOT17-121PT	Owner's name	Department of Technology Services DTS
Project location	Salt Lake City, Utah	Owner's Project Manager	Taylor Bullough
Owner's address, phone, email	Traffic Operations Center, 2060 S 2760 West , Salt Lake City, UT 84104 801) 887-3768 tbullough@utah.gov		
Services commenced by this firm (mm/yy)	02/2017	Total consultant contract cost (\$1,000's)	\$6,760, 608
Services completed by this firm (mm/yy)	01/2027	Cost of consultant services provided by this firm (\$1,000's)	\$6,760,608

Firm name	ETAN Industries	Past Performance Evaluation Discipline(s)*	**Bridge, Traffic, Data Collection
Project name	Dominion Boulevard Veterans Bridge - Toll Invoice Processing Back Office Services for Dominion Blvd/Veterans Bridge (DBVB)	Firm responsibility (prime or sub?)	Prime
Project number	22-164-2647	Owner's name	The City of Chesapeake - managed by United Bridge Partners
Project location	Chesapeake, Virginia	Owner's Project Manager	Veronica latonio
Owner's address, phone, email	168 Toll Plaza Road, Chesapeake, Virginia 23322 (757) 932-8516 vlatonio@unitedbridgepartners.com		
Services commenced by this firm (mm/yy)	02/2019	Total consultant contract cost (\$1,000's)	\$15,256,400
Services completed by this firm (mm/yy)	12/2033	Cost of consultant services provided by this firm (\$1,000's)	\$15,256,400

Firm name	ETAN Industries	Past Performance Evaluation Discipline(s)*	**Bridge, Traffic, Data Collection
Project name	Cline Avenue Bridge	Firm responsibility (prime or sub?)	Prime
Project number		Owner's name	Cline Avenue Bridge - managed by United Bridge Partners
Project location	East Chicago, Indiana	Owner's Project Manager	Bridge, Traffic, Data Collection
Owner's address, phone, email	219 Riley Rd, East Chicago, IN 46312 (757) 932-8516 vlatonio@unitedbridgepartners.com		
Services commenced by this firm (mm/yy)	10/2019	Total consultant contract cost (\$1,000's)	\$3,550,000
Services completed by this firm (mm/yy)	10/2024	Cost of consultant services provided by this firm (\$1,000's)	\$3,550,000

Firm name	INEX Technologies	Past Performance Evaluation Discipline(s)*	**Traffic
Project name	Illinois Tollway	Firm responsibility (prime or sub?) Sub	Prime G4S/Adesta
Project number	13-0313 ANPR RFP	Owner's name	Michael Catalico



Project location	Chicago, IL	Owner's Project Manager	Art Manois
Owner's address, phone, email	630-743-3709 Michael.Catolico@getipass.com		
Services commenced by this firm (mm/yy)	6/2017	Total consultant contract cost (\$1,000's)	26,000
Services completed by this firm (mm/yy)	current	Cost of consultant services provided by this firm (\$1,000's)	9,000

Firm name	INEX Technologies	Past Performance Evaluation Discipline(s)*	**Traffic
Project name	New York State Thruway Authority (NYSTA)	Firm responsibility (prime or sub?) sole source	Prime sole source
Project number	TA 19-1, D800002	Owner's name	Steven Jacobson
Project location	Albany, NY	Owner's Project Manager	Steven Jacobson
Owner's address, phone, email	200 Southern Blvd Albany, NY 12201 518-471-5325 Steven.Jacobson@thruway.ny.gov		
Services commenced by this firm (mm/yy)	6/2019	Total consultant contract cost (\$1,000's)	580,000
Services completed by this firm (mm/yy)	6/2021	Cost of consultant services provided by this firm (\$1,000's)	3,000

Firm name	INEX Technologies	Past Performance Evaluation Discipline(s)*	**Traffic
Project name	LA1 / LA DOT	Firm responsibility (prime or sub?) Sub	Prime ETCC
Project number		Owner's name	Scott Rundell
Project location	Leeville, LA	Owner's Project Manager	Scott Rundell
Owner's address, phone, email	DOTD Program Director - Section 70		

	Louisiana Department of Transportation and Development		
	225-379-1578 (Office)		
	Scott.Rundell@LA.GOV		
Services commenced by this firm (mm/yy)	12/2016	Total consultant contract cost (\$1,000's)	1000
Services completed by this firm (mm/yy)	12/2020	Cost of consultant services provided by this firm (\$1,000's)	25

## **18. Approach and Methodology:**

ETAN/INEX propose using proven tolling based roadside vehicle imaging technology to perform segment speed analysis and reporting to LA DOT. As an option, complimentary vehicle metrics (axle counts, vehicle classifications) can also be provided adding to a higher level of data leading to more pursuable revenue. RFID tag reader can be incorporated into the proposed system, as an option.

The proposed ETAN/INEX Roadside consists of highly advanced image-based technology that greatly reduces toll zone costs, while achieving world-class transaction association and revenue production.

*The ETAN/INEX Team presents RoadView™, an innovative roadside lane solution that builds upon their existing ALPR/OCR technologies. RoadView™ is a non-intrusive, cost-effective video-based toll zone management system that doesn't require pavement cutting. It offers key transaction metrics such as transaction generation, virtual toll zone triggering, AVI association, classification, axle counting, and license plate reading/enforcement, as well as people counting for HOV purposes.*

*INEX Technologies has over 30 years of experience in vehicle-based imaging processing and has satisfied Tier-1 and Tier-2 clients. In 2017, they won the Illinois Tollway ANPR project, outperforming competitors Kapsch, Conduent, and Transcore. The ongoing project includes over 1,400 violation cameras in 580 tolling lanes and processes approximately 140 million image-based transactions annually. We have over 1700 active tolling lanes worldwide.*

*ETAN's award-winning FASTLane™ Solution provides a Central System Element for transaction processing, business rule management, financial framework, video toll management, report generation, and system integration.*

### ***Design and Technical Approach***

*At the core of the system, cameras are placed at various points along the roadway. Vehicles are imaged(captured) at point A and at subsequent locations B, C, etc. downstream. Our existing lane head-end software calculates speed and other metrics between segments determine violations.*

*As a vehicle approaches the toll zone, RoadView camera sensors detect it and create a transaction number. Two cameras monitor the upstream and downstream traffic flow in each lane, for a total of 4 cameras per lane. The transaction number stays with the vehicle until the transaction is completed and sent to the host system for processing.*

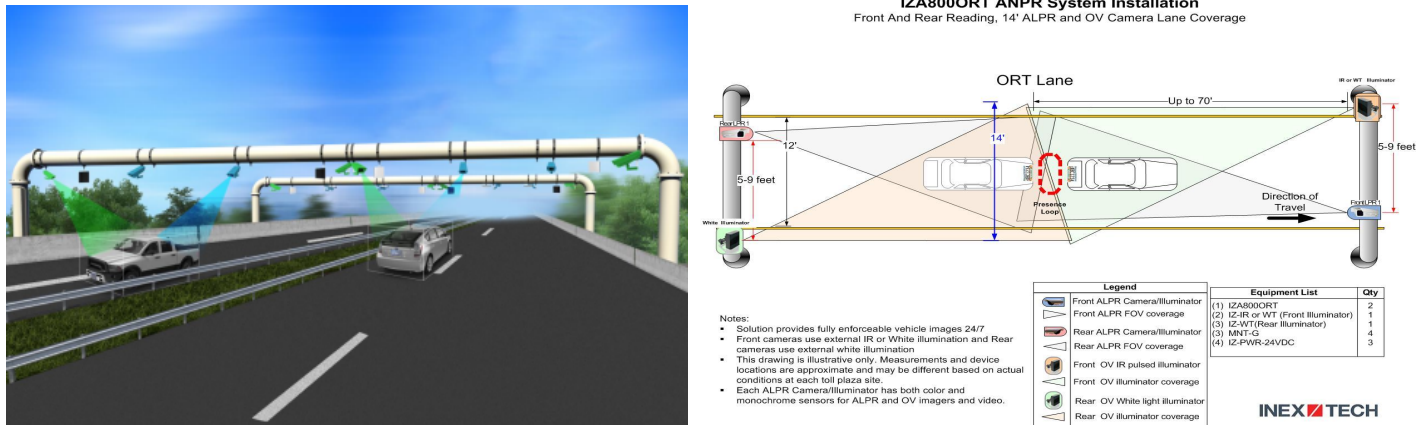
*RoadView sensors track lane changes within the toll zone, updating lane, time, class, RFID, and other information in the Uniform Transaction Message (UTM). If a vehicle is blocked, adjacent lane sensors provide data seamlessly. In case of sensor failure, adjacent lane cameras serve as backup.*

*License plate recognition (LPR) cameras capture images as the vehicle crosses the virtual trigger line. The RFID antenna zone associates the tag ID with the ongoing UTM transaction. RoadView cameras then classify the vehicle, determining length and height in all weather conditions. Axle count and classification are added to the UTM transaction data. As the vehicle's rear crosses another virtual trigger plane, rear LPR cameras identify the license plate ID, vehicle type, and state, updating the UTM. Once the vehicle exits the toll zone, the completed transaction is forwarded to the transaction management system.*

### ***System Redundancy (application and communications)***

Each lane has 2 cameras per direction of travel for a total of 4 cameras per travel lane. If a camera sensor becomes inoperable, the other sensors capture all necessary information. Additionally, there are two on-board processors per lane. In the event one becomes inoperable, the other automatically takes over. All power is fail-safe.

The plaza equipment and infrastructure are designed with high redundancy capability. The network infrastructure uses a fully redundant architecture for cameras, antennas, and lane controller devices, if installed. External network interface has primary and standby VPN/Firewall devices with automatic failover. The system can switch to self-triggered mode if classification and axle count cameras fail, and to "all vehicles violation" mode if AVI system failure is detected. There is no single point of failure in the hosted environment, and dual circuits connect the plaza equipment and infrastructure to it.



**Project Implementation, Project Schedule, Transition and Testing**  
Preliminary Delivery Schedule

Action	Date	Duration
Planning, design approval, drawing submittal	3 months after NTP	3 months
Mobilization, installation, and implementation	6 months after NTP	3 months
Certification, commissioning, SAT	7 months after NTP	1 month
Go-live	8 months after NTP	1 month

The ETAN/INEX proposed system, due to all components being affixed to existing civil structures and no civil work, has a rapid deployment timeline. Thus allowing the fastest “go-live” milestone of all revenue collection applications. ETAN/INEX team can provide all maintenance for the proposed system or train LA DOTD personnel to manage.

**Maintenance and Operations Approach**

ETAN/INEX team can provide all maintenance for the proposed system or train LA DOTD personnel to manage. Full documentation package is provided during the on-site training sessions.

### Network Topology

Requirements:

1. Fiber optics network termination at the plaza level (each equipment set/location)
2. Uplink and download speed on the fiber connection has to be at least 100Mbps
3. All communication has to be encrypted and go through VPN.

The network architecture and topology has two major parts:

1. Plaza Networks Infrastructure
  - a. All network connections at the plaza level will be 1Gbps Ethernet
2. Plaza Network to WAN connection

### System Interfaces (internal and external)

The proposed system uses TCP/IP communication protocols, secure and encrypted network channels and industry standard JSON-based interfaces.

### Disaster Recovery

*The ETAN/INEX roadside solution employs data and configuration disaster recovery strategies. Periodic backups are made to offsite storage, and equipment has software functionality for quick OS and application restoration. In case of internal storage failure, offline procedures allow for fast hard drive flashing and data restoration. The data center infrastructure has a fully redundant secondary environment with no single point of failure, 24/7 security monitoring, and support services. In case of catastrophic failure, the system fails over to the secondary data center and restores the primary environment once normalcy is confirmed.*

*The INEX RoadView Lane Controller is a redundant, scalable, and modular platform for real-time management, processing, and monitoring of tolling lane equipment. It aggregates data from various roadside sensors to generate accurate Unified Transaction Information for each vehicle in a toll zone. Key features include a transaction processing engine, trip building engine, full system redundancy, automatic failover, secure role-based remote access, real-time monitoring, user-friendly interface, automatic data and configuration backups, and remote software and firmware upgrades. The system is fully customizable and deployable at the plaza level or in the cloud.*

### Camera and Supplemental Lighting

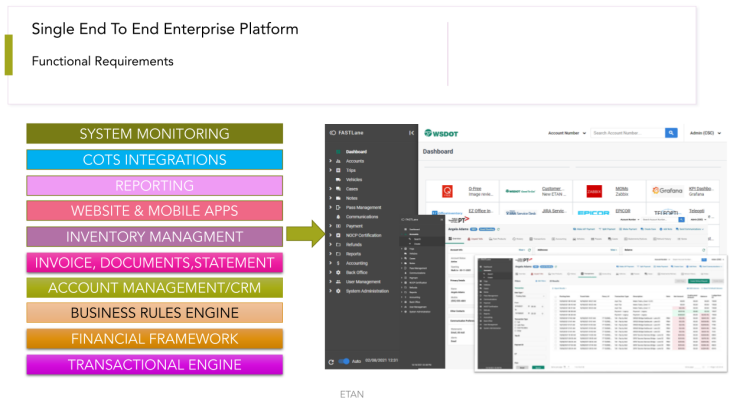
*ETAN/INEX offers the INEX IZA800-ORT OCR/LPR Camera System for this proposal, providing 15+ feet of roadway coverage per lane with 8+ megapixels. Each enclosure contains a monochrome LPR camera and a color overview camera, with one device deployed per direction or two enclosures per lane. The system captures images of vehicles at 120+ mph and extracts plate data with industry-leading ALPR performance. Its contrast control technology handles difficult weather and physical conditions, using automatic illumination intensity levels. A tailored IR illuminator captures vehicle make, model, and color in all lighting conditions. Non-retroreflective license plates are handled using different IR illumination, and a color overview camera.*

### Fast Lane Back Office.

Our back office is the most advanced / modern available in the Industry today. All requirements of this project are comfortably met.

Including: Full CRM, Accounting Management, Business Rules Management, Advanced Communications, Court /Administrative Hearing Management, Cloud Based Infrastructure,

Full BI and AI integrations, Future Proof.



Accounting Management

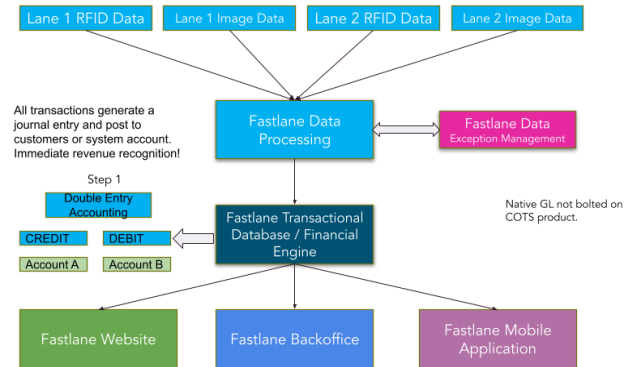
Internal BOS Tolling GL Management



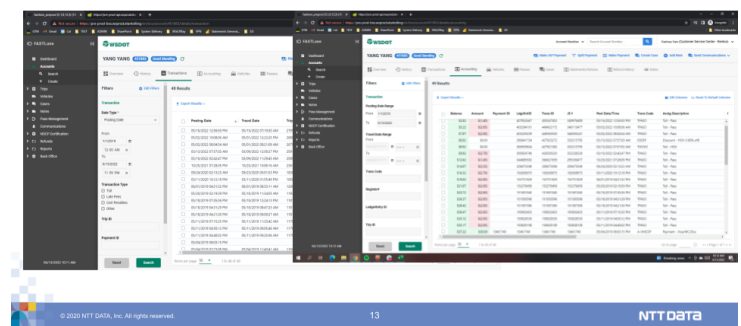
"A New Frontier for Toll Reporting and Recognition: General Ledger Tolling"  
Washington State Department of Transportation: IBTTA Technology Conference 2022



Data Ingestion & Internal Control



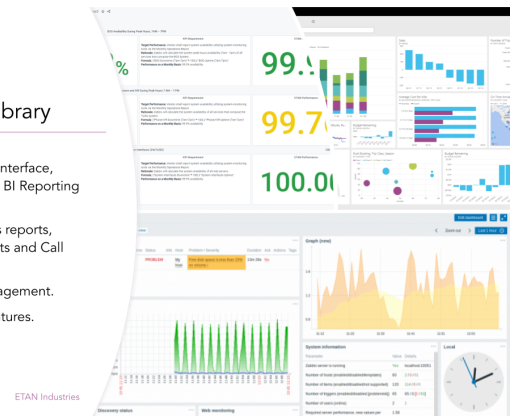
Account Views



Reporting

Integrated report library

- Custom reports scheduling interface, reports generated by Power BI Reporting Server
- Built-in library of operations reports, Accounting & Finance reports and Call Center Reports
- Real Time Operational Management.
- Extensible into BI and AI features.



BOS System Architecture in Azure Cloud

NTT DATA



### 19. Workload:

For all contracts where a firm on the team is a prime consultant or sub-consultant and where **a)** the consultant selection was made by DOTD, and **b)** a contract was executed by the consultant and the contracting entity by the date the advertisement for this proposal was posted, list all work meeting the following criteria:

- 1) one of the team's firms is responsible for the performance of the work;
- 2) authorization to perform the work has been provided, as provided in the contract between the consultant and the contracting entity;
- 3) the work has not yet been performed and invoiced; and
- 4) the work is not currently suspended for an indefinite period of time.

For indefinite delivery/indefinite quantity (IDIQ) contracts, list open Task Orders individually.

List only the portion of the fees attributable to firms on the team.

Firm(s) ALL FIRMS MUST BE REPRESENTED IN THIS TABLE	Past Performance Evaluation Discipline(s) ) *	Contract Number and State Project Number	Project Name	Remaining Unpaid Balance**
INEX Technologies	Tolling LPR Sys.	LA1 / LA DOT	LA1 / LA DOT	n/a
ETAN Limited				n/a
ISIL				n/a

(Add rows as needed)

DO NOT SUM

\* The **only** past performance evaluation disciplines to be used are: Road, Bridge, Traffic, CE&I/OV, Geotech, Survey, Environmental, Data Collection, Planning, Right-of-Way, CPM, ITS, Appraiser and Other (please specify). If a firm has more than one past performance evaluation discipline for any single project, the firm can use multiple rows to express the remaining unpaid balance per evaluation discipline.

\*\* Round to the nearest dollar. **Do not** round to the nearest thousands. If there are no active contracts with a remaining unpaid balance, place N/A in the Remaining Unpaid Balance column.

**NOTE: ALL FIRMS MUST BE REPRESENTED IN THIS TABLE.** LEAVING THE "REMAINING UNPAID BALANCE" COLUMN BLANK IS NOT ACCEPTABLE.

**20. Certifications/Licenses:**

If the advertisement requires submission of licenses and/or certificates, include them here. **Otherwise, leave this section blank.**

ILSI ENGINEERING - CERTIFICATIONS	
SBA 8(a) Woman Owned, Minority, Small Business	Washington, DC
SBA 8(m) Woman Owned Small Business	Washington, DC
DBE Certifications	Louisiana and Alabama
P.E. Licenses – Southeast, US: LA, AL, TX, GA, MS, FL	
ACASS Ratings Range: Exceptional thru Very Good	
Languages – Spanish, Turkish, Nepali, Hindi, Russian	
NAICS CODES	
541330	Engineering Services
541611	Administrative Management and General Management Consulting Services
541613	Marketing Consulting Services
541618	Other Management Consultant Services
541620	Environmental Consultant Services
541990	All other Professional Scientific and Technical Services
561110	Office Administrative Services
561320	Temporary Help Services
561410	Document Preparation Services
561499	All Other Business Support Services



21.



21. **QA/QC Plan:**

If the advertisement requires submission of a QA/QC plan, include it here. **Otherwise, leave this section blank. If a QA/QC plan is included in this section and was not required by the advertisement, it will be redacted.**

**22. Sub-consultant information:**

If one or more sub-consultants will be used, provide the name, address, point of contact and phone number for each. Otherwise, leave this section blank.

<b>Firm Name</b>	<b>Address</b>	<b>Point of Contact and email address</b>	<b>Phone Number</b>
Etan Limited, LLC	2500 Dallas Parkway Suite #550 Plano, TX 75093	Ben Clarke bclarke@etantolling.com	646-206-6117
INEX Technologies	1100 Valley Brook Ave, Suite 206 Lyndhurst, NJ 07071	Scot Goettsch scotg@inextechnologies.com	415-699-9641
ILSI Engineering	4298 Elysian Fields Ave, Suite B New Orleans, LA 70122	Leslie Tabony leslie.tabony@ilsiengineering.com	504-523-1619

(Add rows as needed)

**23. Location:**

If location is an evaluation criterion for this advertisement and the prime consultant intends to establish a local presence, describe the plan for doing so. **Otherwise, leave this section blank. Any information included in this section will be redacted if not required by the advertisement.**