



Southeastern Pennsylvania Transportation Authority

Business Services Division

1234 Market Street, 11th Floor, Philadelphia, PA 19107-3780

NEW PAYMENT TECHNOLOGIES- RFP No.08-224-JCM

July 29, 2010

Freddie C. Fuller II
Regional Sales Manager
Cubic Transportation Systems, Inc.
3810 Concorde Parkway, Suite 700
Chantilly, VA 20151

RE; SEPTA Request for Proposal No. 08-224-JCM; New Payment Technologies System Procurement; Addendum No.12

Dear Mr. Fuller:

Enclosed are the following additions, deletions, and modifications to SEPTA's Request for Proposal No. 08-224-JCM - New Payment Technologies System Procurement ("RFP"). Receipt of Addendum No. 12 must be acknowledged by signing the attached Acknowledgement Sheet and including that sheet as part of your response to SEPTA's request for an Amended Technical Proposal.

The Cubic Transportation Systems, Inc responses to Addenda Nos 11 and 12 are due no later than 4:30 p.m. prevailing Eastern Time on August 26, 2010.

Any inquiries regarding this RFP should be directed to James C. Mills at (215) 580-8463.

Sincerely,

A handwritten signature in black ink, appearing to read 'JCM', written over the word 'Sincerely,'.

James C. Mills
Contract Administrator
New Payment Technologies
Procurement & Supply Chain Management

Enclosures



Southeastern Pennsylvania Transportation Authority

Business Services Division

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NEW PAYMENT TECHNOLOGIES- RFP No.08-224-JCM

ADDENDUM NO. 12

DATED: July 29, 2010

ACKNOWLEDGEMENT SHEET

RFP-08-224-JCM – New Payment Technologies System Procurement

The attached addendum to the Contract Documents is hereby part of the same and is incorporated in full as part of the RFP for the Project. Proposer should acknowledge receipt of Addendum No. 12 by signing and returning the Acknowledgement Sheet with the Technical Proposal.

FIRM NAME (typed or printed) _____

AUTHORIZED SIGNATURE _____

TITLE _____

NAME (typed or printed) _____

DATE _____

Addendum No.12 includes:

- SEPTA's responses to Proposer Questions received by July 20, 2010
- Technical Specification Modifications Shown as Redlined documents
- Revised Price Forms and Instructions



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NEW PAYMENT TECHNOLOGIES- RFP No.08-224-JCM

Dated: July 29, 2010

ADDENDUM NO. 12

RFP 08-224-JCM – NEW PAYMENT TECHNOLOGIES SYSTEM

The following constitutes Addendum No. 12 to SEPTA's Request for Proposal 08-224-JCM – New Payment Technologies System as amended (the RFP). Receipt of Addendum No. 12 must be acknowledged by each Proposer by inserting the signed Acknowledgement Sheet provided within this Addendum No. 12 package with your Proposal when submitted to the Office of the Procurement and Supply Chain Management. Failure to do so may render your Proposal non-responsive.

Proposer responses to Addenda 11 and 12 are due no later than 4:30 p.m. prevailing Eastern Time on August 26, 2010.

SEPTA shall not be obligated to respond to any questions which SEPTA determines in its sole discretion are not resulting from or relating to the new material contained in this Addendum No. 12, Addendum No. 11 issued July 11, 2010 or which were otherwise addressed in responses previously provided by SEPTA.



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Responses to Proposer requests for information and clarification:

RFC #	RFP Requirement As Modified by Addenda	Reference	Question/Request for Clarification/Modification	SEPTA Response
509	Functional Requirements	TS 1.2.3.1	The HSD has a requirement to support remote release of turnstiles and other SEPTA defined functions. Please define these functions.	These functions are defined in Sections 1.2.3.1, 9, 10, 11, 12, and 19 of the Technical Specification (TS). Please see amendment to TS Section 1.2.3.1 and 11.1 as attached to this response.
510	General Requirements	TS 2.3.6.2	Please confirm that the Contractor does not need to ensure the ADA compliance of a station when work in connection with the NPT System is required in that station (e.g. installation of a MID). Our interpretation of the requirement is only compliance of the device its self according to ADA rules required.	It is not SEPTA's intention that the Contractor be responsible for making an existing station ADA compliant. However, the Contractor is required to ensure that all NPT equipment design, deployment and installation activities required by the Contract be performed in accordance with ADA requirements. Please see amendment to TS Section 2.3.6.2 as attached to this response.
511	General Requirements	TS 2.3.13.4.2 & 18.7.7	There seems to be a conflict between page 2-44 and page 18-19: the former calls for galvanized steel/baked enamel finish cabinets, and the latter calls for stainless steel cabinets. Please clarify what type of finish SEPTA requires.	SEPTA requires a stainless steel finish for the cabinets. Please see amendment to TS Section 2.3.13.4.2 as attached to this response.



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RFC #	RFP Requirement As Modified by Addenda	Reference	Question/Request for Clarification/Modification	SEPTA Response
512	SEPTA Specific Requirements	TS 3.9.5.2	This section calls for leased vehicle. Please confirm that this is the same requirement as providing SEPTA with two SUVs as mentioned on page 3-70.	SEPTA agrees that this is the same requirement. Please see amendment to TS Section 3.9.5.2 as attached to this response.
513	Fare Media Processing	TS 4.2.2	This paragraph requires the Contractor to provide not less than five other ISO 14443 smart media that can be used in the system. Memory cards, building access, etc. Is SEPTA looking for the types of smart cards the system can process or the specific cards that are available to be used in the program? That is should we respond with Mifare, DESFire, HID or specific programs in the area such as Transit Benefit cards?	In order to clarify this requirement, please see amendment to TS Section 4.2.2 as attached to this response.
514	Fare Media Processing	TS 4.6	This section indicates that only one fare product should be loaded in an account at any time. Please confirm this requirement.	SEPTA requires stored value and one other type of fare product (trip-based or time-based) to be loaded in an account at any given time. Please see amendment to TS Section 4.6 as attached to this response.
515	Site Installation	TS 6.1	This section refers to demolition and disposing of unwanted equipment. Please provide a list of items that need to be demolished and disposed of.	SEPTA has amended TS Section 6.1.1.2.5 in response to this question. Please see attached document.



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RFC #	RFP Requirement As Modified by Addenda	Reference	Question/Request for Clarification/Modification	SEPTA Response
516	Communications	TS 18.2.2.1	This section requires the Contractor to be responsible for all networking, cabling and hardware that are part of the Station LAN. Please confirm that this responsibility is limited to the equipment and LAN associated with the NPT System.	The Contractor's responsibility is limited to all networking, cabling and hardware which is required to connect the NPT equipment/sub-systems to the SEPTA network. No change is required to the TS.
517	Communications	TS 18.2.2.2	<p>This paragraph requires the Contractor to set up a WAN using the extended fiber optic cabling available on this route. The paragraph also suggests using the fiber optics to connect the Norristown Station gates to the CDCRS in addition to supporting the WAN. Should we assume the cabling is also intended for connectivity between gates and the CDCRS at the 69th Street Station?</p> <p>Please clarify the intent of the WAN or explain how the NPT System would use it. Also, please indicate if this WAN should be set up at the end stations only (Norristown and 69th street) or at all the stations of Route 100.</p>	<p>Yes, the cabling is also intended for connectivity between gates and the CDCRS at the 69th Street Station.</p> <p>The WAN should be set up only at Norristown and 69th Street.</p> <p>Please see amendment to TS Section 18.2.2.2 as attached to this response.</p>
518	Communications	TS 18.3.2	This paragraph calls for Wi-Fi communications for the OBP and MID. This seems to be inconsistent with the overall approach of using cellular	No cellular networks shall be utilized in the depots/trolley barns. Only Wi-Fi communication systems



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RFC #	RFP Requirement As Modified by Addenda	Reference	Question/Request for Clarification/Modification	SEPTA Response
			networks and emphasizing real time transactions, back-end processing and transaction speed as outlined in section 5. Please clarify the intent of the Wi-Fi in this section.	shall be used and these shall be under the control of SEPTA. No change is required to the TS.
519	Implementation and Testing	TS 21.1.3.1	The timeline for overhauling and installing turnstiles is challenging. Please confirm that these activities can start before the previous phase is completed.	<p>The Contractor may proceed with overhaul activities only following the successful completion of the First Article Inspection and once production of equipment has begun. However, No equipment can be installed before the CDCRS is installed, tested and approved.</p> <p>Please see amendment to TS Section 21.1.3.1 as attached to this response.</p>
520	Implementation and Testing	TS 21.1.3.1	The timeline for installing the OBP is challenging. Please confirm that the contractor can pre-wire the bus before the previous phase is completed.	SEPTA notes that the upgraded farebox will provide power and the J1708 communications interface for the OBP. SEPTA is not aware of any incremental wiring that will be required by the Contractor. No change is required to the TS.



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RFC #	RFP Requirement As Modified by Addenda	Reference	Question/Request for Clarification/Modification	SEPTA Response
521	Training	TS 23.6.12	This section calls for the Network Administration training to be centered on the Cash Room Operations Manual. We believe this is the wrong reference.	Please see amendment to TS Section 23.6.12 as attached to this response.
522	Operations and Maintenance	TS 25.2.10.1	This section sets out performance requirements for NPT devices and the system. Will SEPTA allow contractor staff to access stations, bus depots, etc. in order to perform corrective maintenance needed to meet the performance standards on a 24x7 basis or are there restrictions to the hours available?	Please see amendment to TS Section 25.2.10.1 as attached to this response.
523	RFP Appendix 4	NPT Pricing Forms	The price sheet calls for fencing (e.g. items 15 and 16 on form B); however, the technical specification mentions fencing for temporary use only to protect the public during site work. Please clarify whether the items identified in the price are temporary fencing or permanent partitions.	Please see amendment to TS Section 6.2.2 as attached to this response.
524	RFP Appendix 4	NPT Pricing Forms	Item 10 on form C calls for swing gates; however, this equipment is not described in the technical specification. Please clarify.	Swing Gates will now be called Emergency Exit/Magnetic Gates. The requirements for the Emergency Exit/Magnetic Gates are included in the amended version of TS Section 12, of which amended pages are attached to this



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RFC #	RFP Requirement As Modified by Addenda	Reference	Question/Request for Clarification/Modification	SEPTA Response
				document
525	RFP Appendix 11	NPT Contract	The references to Phase 4 of the program are no longer applicable.	Phase 4 of the Project has been eliminated.
526	Communications	TS 18.2.4	<p>Please provide additional inputs regarding the depot facilities:</p> <p>a. Allegheny – Please indicate the location of the communication cabinet placement and power provision.</p> <p>b. Berridge – Please indicate the location of the communication cabinet placement and power provision.</p> <p>c. Callowhill (Bus) – neither fueling area nor bus storage route is indicated on site map. Please indicate the location of the communication cabinet placement and power provision.</p> <p>d. Callowhill (Trolley) – The site drawing did not indicate whether there was one point of entry or multiple points of entry for trolleys. Please indicate the location of the communication cabinet placement and power provision.</p> <p>e. Comly – Please indicate the location of the communication cabinet placement and power provision.</p> <p>f. Elmwood – Please indicate</p>	<p>Please see amendment to TS Section 18.2.4 as attached to this response.</p> <p>Please also see marked-up Bus Depot images which show the general location of the Revenue Island at each Bus Depot.</p>



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			<p>the location of the communication cabinet placement and power provision.</p> <p>g. Frankford – Please indicate the location of the communication cabinet placement and power provision.</p> <p>h. Frontier – No drawings available.</p> <p>I. Germantown – Please indicate the location of the communication cabinet placement and power provision.</p> <p>j. Midvale – No drawings available.</p> <p>k. Southern – Please indicate the location of the communication cabinet placement and power provision.</p> <p>l. Victory (Rt. 100) – Drawings only show building layout. No indication of vehicle paths. Please indicate the location of the communication cabinet placement and power provision.</p> <p>m. Victory (Rt. 101 & 102) – Drawings only show building layout. No indication of vehicle paths. Please indicate the location of the communication cabinet placement and power provision.</p>	



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			<p>n. Victory (Bus) – Drawing is not to scale and does not show the bus entry path/s to fueling area. Please indicate the location of the communication cabinet placement and power provision.</p>	
527	RFP Appendix 4	NPT Pricing Forms	<p>Quantity Discrepancies: There appears to be some discrepancies in the quantities requested between the pricing forms, the table in Addendum 11 and Appendix A.25. For example, Appendix A.25 lists a quantity of 6 Coin Counting, Bill Counting and Hopper purging units, but the Price Sheet (Proposal Form H) only calls out for one of each of the coin counters and bill</p>	<p>Please see amendment to TS Appendix A-25 as attached to this response.</p> <p>Please also see amendment to the Pricing Forms as attached to this response.</p>



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			counters, and 4 of the coin hopper purging units. We assume that the quantities requested in the price forms are the correct quantities.	
528	RFP Appendix 4	NPT Pricing Forms B, C and D	Clarification on Service Gate Requirements: The pricing sheets (Form B, C and D) call out quantities of 3 different types of service gates (3', 3' double and 4'). Please clarify where the requirements for these gates can be found. Do these gates need to be key lockable? Do these gates need to read Smart Media? Are these gates expected to report any alarm conditions (i.e. open/closed?)	Please see response to Question 524.
529	RFP Appendix 4	NPT Pricing Forms B, C and D	Clarification on Fencing/Guard Rail Requirements: The pricing sheets (Form B, C and D) call out for different quantities of fencing and guard rails. Please clarify where the requirements for the fencing and guard rails can be found.	Please see response to Question 523.
530	RFP Appendix 4	NPT Pricing Form C	Clarification on Swing Gate Requirements: The pricing sheet (Form C) calls out for a quantity of swing gates. Please clarify where the requirements for these gates can be found. Do these gates need to be key lockable? Do these gates need to read Smart Media? Are these gates expected to report	Swing Gates are now be called Emergency Exit/Magnetic Gates. Please see response to Question 524.



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			any alarm conditions (i.e. open/closed?)	
531	RFP Appendix 4	NPT Pricing Forms I and L	Clarification on Fare Media Quantity Requirements: Two pricing sheets (Forms I and L) call out for identical quantities of fare media to be provided. Is this correct?	Note that Media shall be supplied in accordance with Tab I of the Price Forms. Media distribution quantities provided on Tab L of the Price Forms are provided to enable Proposers to estimate activity level associated with NPT Customer Support Center. However, Media is not required to be supplied under Tab L.
532	RFP Appendix 4	NPT Pricing Forms	Clarification on intent for pre-printed die cut magnetic media: Please clarify how this pre-printed die cut magnetic media for 'manual disbursement' is to be used, and how this media will be encoded.	Please see amendment to TS Section 4.2.3 as attached to this response.
533	Functional Requirements	TS Section Page 1-14	Please identify the selected other stations for the FVDs beyond the five Center City stations.	Please see response to Question 527 (amendment to TS Appendix A-25) as attached to this response.
534	Site Installation Requirements	TS Section 6.1.1.1.1	Please quantify quantity of existing equipment designated to be retained and salvaged by	Please see response to Question 515.



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			SEPTA in order for Contractor to determine salvage value of existing equipment.	
535	Site Installation Requirements	TS Section 6.2.1	Section 6.2.1 has now added stainless steel handrails, railings and partitions. Please specify the heights of the two types of fencing, 932 lf high and 836 lf low, as well as the name of each station location and the quantity of each type at each location.	<p>The requirements for Fencing/Guard Rails are included in TS Section 6.2.1.</p> <p>The quantities are included in the response to Question 527.</p>
536	Site Installation Requirements	TS	Note documents now make no mention of SEPTA installing under floor ducts for power feeders. Is the Contractor to assume that under floor ducts are now the responsibility of the Contractor to furnish and install where under floor feeds are required for new equipment for both P & C.	As described in Section 21.2.6, the Contractor shall be responsible for the installation of all power and communications infrastructure required for the deployment of new NPT equipment between the SEPTA identified demarcation points and the NPT equipment.
537	Regional Rail Turnstiles	TS Section 10.23	Are the previously specified "Dudley" swing gates in Section 10.23 no longer required at any location?	The requirement for Dudley Gates have been removed from the NPT Technical Specification.
538	System Design Requirements		Can SEPTA specify the quantity of each new type of equipment that the Contractor is to install at each location?	Please see response to Question 527 (amendment to TS Appendix A-25) as attached to this response.



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RFC #	RFP Requirement As Modified by Addenda	Reference	Question/Request for Clarification/Modification	SEPTA Response
539	Administrative Sales Devices	TS Section 14.6.8	Magnetic Processing Unit (for the Administrative Sales Device) – What is the quantity of these to be provided? Is one to be provided for every ASD?	One Magnetic Processing Unit is required per ASD. Please see amendment to TS Section 14.6.8 as attached to this response.
540	Administrative Sales Devices	TS Section 14.10.1	Portable Administrative Sales Device – Could not find a quantity in any of the Price forms for this device.	Please see response to Question 527.
541	Administrative Sales Devices	TS 14.10.2	Mobile Administrative Sales Device Cabinet - Could not find a quantity in any of the Price Forms for this device. Is it required to support magnetic issuing in this device? Could this be based on the Portable Administrative Sales Device or is it a requirement to be based on the Administrative Sales Device.	Please see response to Question 527.
542	Building Access Control	TS 16.1	Can the Contractor assume that SEPTA will provide the power and communications support for the access control for certain SEPTA locations to be upgraded with access control, which at present do not have this functionality?	Power and Communications are already provided at locations designated for upgraded Access Control equipment. Please see amendment to TS Section 16.1 as attached to this document.
543	E-Commerce Site	TS 24.2.3.4.9	Please confirm that web pages are to be configured and maintained by the Contractor	This is correct (if the supplemental periods are selected by SEPTA)



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			through the warranty period and through the supplemental services period.	
544	Operation and Maintenance	TS 25.1	Please confirm that 25.1 should be revised to state that SEPTA is responsible for Revenue Services through the completion of the NPT System Warranty consistent with Section 25.3.	This is correct. E49
545	Operation and Maintenance	TS 25.3	After the release of Addendum 5, it was assumed that cashbox removal and vaulting was removed as a services requirement as well as collection and transportation of the vaults to the SEPTA Counting Facility. Please confirm if this is the case through the Warranty Period. Also, confirm if the Contractor is to provide this service during the supplemental services periods. If the Contractor is not to provide this service, please update references in this section accordingly.	This is correct. Revenue Services cover only the NPT System Equipment. Please see amendment to TS Section 25.3 as attached to this document.
546	Operation and Maintenance	TS 25.3.1	Please confirm that SEPTA will provide Cash Revenue Processing and Reporting to the end of the warranty period and update references within section 25.3 accordingly. Also, indicate if Cash Revenue Processing and Reporting is to be provided by the Contractor during the supplemental services periods.	This is correct (as stated in Section 25.3). Cash Revenue Processing and Reporting is to be provided by the Contractor during the supplemental services periods if this Option is selected by SEPTA.



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547	Exhibit 2.5.1 to the Contract	Milestone Payment Schedule	Since Milestone Payments are "sequential," will SEPTA allow for the flexibility of a closure mechanism to permit payment(s) of subsequent but completed milestone(s) pending the resolution of incomplete but minor elements in a preceding milestone?	SEPTA believes the language is clear as written.
548	RFP Appendix 2	NPT Contract Article 1.64	Proprietary Information now excludes "computer processes." Please define the scope and limits of computer processes in the context of this usage. Contractor considers the term overly broad and inconsistent with the terminology in Article 1.79, which defines "Technology" to include "processes."	The modification to the Contract eliminates potential overlap that had existed in the previous definitions of "Proprietary Information" and "Technology." SEPTA believes that the revised language is clear.
549	RFP Appendix 2	NPT Contract Article 5.4.5	Contractor requests clarification to confirm the period of coverage in which SEPTA shall not be required to pay periodic fees to keep any NPT System Software license in force. Contractor assumes the period includes the warranty period(s) plus the periods covered in the supplemental Support Service periods, should the applicable supplemental Support Services be exercised. SEPTA would be responsible for any periodic fees subsequent to the expiration of the applicable Contractor supplied Support	SEPTA believes the language is clear as written. See Section 5.2.1 also.



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			Services.	
550	RFP Appendix 2	NPT Contract Article 5.6	Please confirm that Works created "indirectly" in connection with the Contract shall not be construed to define the licensed technology described in Section 5.2.1 and 5.2.2 as a Work(s) Made For Hire.	SEPTA can confirm that the term "indirectly" as used in Section 5.6 of the Contract does not supersede the licensing provisions of Section 5.2.
551	Turnstiles	TS Section 9.5	<p>Section 9.5 states "There shall be no dependency on maintaining communications with the CDCRS for normal operation. If communication with the CDCRS is interrupted, the turnstile shall continue to operate in the normal manner and shall upload all transaction data and turnstile status messages to the CDCRS when communication with the CDCRS is restored. The Fare Media to be accepted when there is a power failure shall be settable by SEPTA."</p> <p>Are we correct to assume that the term "when there is a power failure" should actually read, "when there is a communication failure"?</p>	The statement should read "...when there is a communication failure..." Please see amendment to TS Sections 9.5 and 10.5 as attached to this document.



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552	Handheld Sales Devices/Parking	TS Section 11.4.2 and 15.2.3	The Handheld Sales Terminal remains required to have a long-distance bar-code or RFID reader (section 11.4.2, with reference to section 15), whereas in Section 15.2.3 the long-range transponder or bar code requirement was replaced by a visually verifiable expiration data. Please clarify.	Please see amendment to TS Section 11.4.2 as attached to this document.
553	E-Commerce	TS Section 24.2.3	The amended RFP indicates that the call center be operated in the SEPTA Region with overflow allowable in the Continental US. We would like to understand if Canada is permitted, as this is part of North America?	SEPTA does not consider Canada to be part of the Continental United States, and will not permit it to be used for call center overflow purposes.
554	Revenue Processing System	TS Section 17.2.2	TS Clarification	Please see new TS Section 17.2.2 as attached to this document.
555	Revenue Processing System	TS Section 17.6	TS Clarification	Please see new TS Section 17.6 as attached to this document.
556	Program Management	TS Section 20.4	TS Clarification	Please see new TS Section 20.4 as attached to this document.



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Revisions to the Technical Specifications



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RFP Appendix 4 Instructions for Completing Price Proposal Forms

Instructions for Price Forms

The Proposer will note that changes have been made to the Price Forms. To guide the Proposer through the revised forms, comments have been provided to the right of each line item where new or changed text or quantities appear. These notes highlighted in red will indicate whether there is a change in item description, a change in quantity, a change in item description and quantity, the deletion of a line item or the addition of a line item since the Addendum 11. Though these notes have been provided, it is ultimately the responsibility of the Proposer to ensure the accuracy of its price proposal pursuant to this Addendum. As noted in Addendum 11, there are also two new forms that have been added to the price form package: Form J-1 Special Tools and Spare Parts Detail, and Form AB: Pricing Information Related to Project Financing; and one form that has been stricken from the price form package: Form N NPT Revenue Services. The Proposer must complete the Price Forms in accordance with the following instructions:

General Pricing Instructions: SEPTA requires Proposer prices presented on the attached forms to be in compliance with Book 2 and in accordance with the RFP Contract. Proposer must price the offer based upon acceptance of these terms without exception.

- **Multi-Agency Use:** The Proposer must confirm that its proposed pricing includes support for a multi-agency approach. Each agency utilizing the NPT System shall be able to manage its own fare tables and customer information in a segregated, independent manner. If the Proposer pricing does not include such support, prices need to be revised to reflect this functionality
- **Technical Refresh:** Pricing for hardware Technical Refresh must ensure hardware functionality throughout the useful life of all assets/components; pricing for software Technical Refresh must assume installation of the latest available software updates through warranty, unless otherwise directed by SEPTA.
- **Warranty Costs:** The Proposer must show warranty costs for corrective maintenance on Form K, Line 11. All preventive maintenance costs must be shown on Form M.

Proposal Form A: Price Summary

- Proposer is required to reflect pricing for IATC 3 as described in Addendum 11 and Section 3 of this Addendum, however, the Proposer is not required to complete an



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additional set of pricing forms for the technical alternative. Instead, Proposer is required to identify only the cost increases and decreases of the technical alternative and is to enter these values in the yellow shaded boxes in the column labeled "Cost Increase/ (Decrease) for Technical Alternative". Boxes have been provided to enter values for every category (fixed system and fixed services) to enable the Proposer to properly evaluate the cost impact of the technical alternative and identify specifically where the change in cost to the base system occurs. As shown on Form A, cost changes associated with the technical alternative are only being requested for the base system. Additionally, the Proposer is required to enter in the box labeled "Cost Revenue Streams" the value of non-farebox revenue from branding/advertising, revenue sharing from fees associated with cards, and other revenue sharing opportunities. The third column labeled "Total Cost of Technical Alternative" automatically calculates the cost of the base system and adds/subtracts the cost increases/decrease of the technical alternative to arrive at the costs of a system that includes the features of the technical alternative.

- **Escalation:** For proposal evaluation purposes, the Proposer must identify a proposed escalation rate applied to costs after the conclusion of the warranty period and indicate this rate in the space provided on Form A, Line 27.

Proposal Form C: Subway/Elevated Equipment (Includes Overhauled Turnstiles)

- **Turnstiles:** Proposer pricing must include all base system prices including refurbishment for Subway/El turnstiles as required by the RFP.

Proposal Form J-1: Special Tools and Spare Parts Detail

- Please note that this is a new form
- The Proposer must identify the detailed items included for special tools and spare parts. The Proposer must include, without exception, replenishment of any spare parts used during the performance period.
- The category sub-totals on Form J-1 are automatically entered on the appropriate line of Form J

Proposal Form K: Fixed Costs

- **Salvage Value for Removed SEPTA Fare Payment Equipment:** On Line 13 of this form, proposer is expected to enter the amount of scrap revenue generated from the disposal of all salvaged SEPTA equipment once it is removed. This value is to be entered as a positive number as the formula totaling all costs for this form subtracts the revenue indicated on line 13 from the sum of the costs indicated on lines 1 through 12.



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Proposal Form L: NPT Customer Support System

- **Fixed Costs:** Proposer must enter the value of total costs for the Interactive Voice Response System and Website Development and Hosting on lines 1 and 2 respectively. Such pricing must represent the total costs for the full ramp up period, which is comprised, of Phase 1 through and including Phase 3 and the warranty period, which spans 845 days.
- **Media Fulfillment Activities:** Proposer must enter the total cost to fulfill the quantity of media (by media type) as shown on lines 4 through 11 in the column labeled “# Media Fulfilled” for the full ramp-up period which is comprised of Phase 1 through and including Phase 3 and the warranty period. Among other costs, total costs must include any set-up and tech refresh costs required for the entire ramp-up period.
- As additional information, the chart below highlights quantities by phase and is provided to assist the Proposer in deriving its costs.

Media Type	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days	Total Period
Permanent Contactless Smart Card with Magnetic Stripe, Pre-printed 2 Sides, Serialized	15,000	125,000	860,000	1,000,000
Magnetic Media – Pre-printed Die-Cut Stock for Manual Disbursement	50,000	250,000	700,000	1,000,000
Permanent Contactless Smart Card with Magnetic Stripe, Pre-printed 1-Side, Serialized	1,000	5,000	14,000	20,000

- **Account Management Activities:** Proposer must enter the total cost to manage the expected number of active accounts as shown in the column labeled “# Active Accounts in Service” for the entire ramp-up period, which is comprised of Phase 1 through and including Phase 3 and the warranty period. Among other costs, total costs must include any set-up and tech refresh costs required for the entire ramp-up period. As reflected on the form, 1,000,000 active accounts are expected to be in service by the end of the ramp-up period.
- The sum of all items on Form L will now automatically be entered on Form A Line 11. The chart below, which is provided to assist the Proposer in deriving their costs, highlights the number of active of accounts in service at the end of each phase and the length of time for each phase.



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# of Accounts in Service	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days
Number of Active Accounts	20,000	100,000	1,000,000

Please note that the number of accounts indicated in the chart above reflect the cumulative number of accounts in service at the end of each phase. Additionally, the definition of an active account is one where at least one transaction has occurred in the most recent three-month period.

Proposal Form M: NPT Maintenance Services (Proposer must provide pricing in accordance with Technical Specification Section 25.2)

- **Regional Rail, Subway Elevated, Surface, CDCRS, Parking, Cash Room, Test lab, Test Equipment, and Training Equipment Tables:** Proposer must enter the total maintenance price for the entire ramp-up period, which is comprised of Phase 1 through and including Phase 3 and the warranty. For the number of devices shown in the column labeled “# Devices in Service”. The quantities shown in the column labeled “# Devices in Service” reflect those units that will be in service by the end of the ramp-up period. Among other costs, total costs must include any set-up and tech refresh costs as well as Other Maintenance Service (defined in Technical Specifications Section 25.2 – Start of Revenue Services through end of Warranty) prices required for the ramp-up period.
- The sum of all items on Form M will now automatically be entered on Form A Line 12. The charts below, which are provided to assist the Proposer in deriving their prices, highlight the number of devices in service, by mode, at the end of each phase and the length of time for each phase.

Regional Rail

Device Type	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days
	# in Service	# in Service	# in Service
Fare Vending Device - Full Function	20	34	34
Fare Vending Device - Cashless	0	27	27
Railroad Turnstile	0	119	119
ADA Faregate	0	34	34



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Device Type	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days
	# in Service	# in Service	# in Service
Media Information Display (Validator)	0	0	195
Administrative Sales Device (Including printer, cash drawer and remote display)	0	33	33
Handheld Sales Device (Including holster, cradle, charger and two batteries per device)	20	450	450
Digital Camera with Photo Printer to support Administrative Sales Device	0	10	10
Station Network Hardware (Includes Wireless Access Points where deployed)	70	70	70
Rotary Faregate	0	6	6
Emergency Exit/Magnetic Gates – 3’ Single	0	21	21
Emergency Exit/Magnetic Gates – 3’ Double	0	22	22
Emergency Exit/Magnetic Gates – 4’ Single	0	6	6
Fencing – Low – Linear Feet	0	836	836
Fencing – High – Linear Feet	0	932	932
Mobile Administrative Sales Device Cabinet	0	6	6

Subway Elevated

Device Type	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days
	# in Service	# in Service	# in Service
Fare Vending Device - Full Function	0	74	147
Fare Vending Device - Cashless	0	15	31
ADA Gate	0	70	70



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Device Type	Phase 1	Phase 2	Phase 3
	80 days	135 days	630 days
	# in Service	# in Service	# in Service
Portable Sales Device	0	12	12
Overhauled Turnstiles	0	182	364
Administrative Sales Device (Including cash drawer, printer and remote display)	0	23	23
Rotary Faregates	0	6	11
Emergency Exit/Magnetic Gates – 4’ Single	0	8	15
Fencing – High – Linear Feet	0	271	271
Guard Rail – Linear Feet	0	39	39
Station Network Hardware	52	52	52

Surface

Device Type	Phase 1	Phase 2	Phase 3
	80 days	135 days	630 days
	# in Service	# in Service	# in Service
On-board Processor (OBP) with integrated OCD and including wireless	20	1,850	1,850
Fare Vending Device - Full Function	0	16	16
Fare Vending Device - Cashless	0	11	11
Overhauled Turnstiles	0	24	24
ADA Faregates	0	6	6
Rotary Faregates	0	2	2
Emergency Exit/Magnetic Gates – 3’ Single	0	12	12
Fencing – High – Linear Feet	0	135	135
Guard Rail – Linear Feet	0	60	60
Wireless Garage Equipment to Support Garage LAN	16	16	16
OBP Portable Programming Device	0	35	35



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Device Type	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days
	# in Service	# in Service	# in Service
Fare Vending Device – Full Function – Bus Turn Points	0	6	6
Fare Vending Device – Cashless – Bus Turn Points	0	16	16
Station Network Hardware (15 th St, 19 th St, 22 nd St, 33 rd St, 36 th St, 37 th St, 69 th St, NTC)	8	8	8
Fencing – Low – Linear Feet	0	10	10

CDCRS

Device Type	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days
	# in Service	# in Service	# in Service
Primary, Disaster, and Test Lab CDCRS	3	3	3

Parking

Device Type	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days
	# in Service	# in Service	# in Service
Parking Payment Stations	0	10	10
Parking Enforcement Handheld Device (Including holster, printer, cradle, charger, two batteries per device)	0	6	6
Replacement Gated Garage Parking Payment System	0	0	1



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Building Access

Device Type	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days
	# in Service	# in Service	# in Service
Door Access Control Hardware	0	81	81
Access Control Administration Server	0	2	2

Cash Room

Device Type	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days
	# in Service	# in Service	# in Service
Cash Room Workstations	0	5	5
Coin Counting System	0	2	2
Bill Counting System	0	2	2
Coin Hopper Purge and Refill System	0	4	4
Cash Room Inventory Control Handheld	0	7	7

Test Lab

Device Type	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days
	# in Service	# in Service	# in Service
Fare Vending – Full Function	2	2	2
Fare Vending Device – Cashless	2	2	2
Overhauled Subway/Elevated Turnstile	2	2	2
Railroad Turnstile	2	2	2
ADA Gate	2	2	2
Media Information Display (Validator)	2	2	2



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Device Type	Phase 1	Phase 2	Phase 3
	80 days	135 days	630 days
	# in Service	# in Service	# in Service
Portable Administrative Sales Device	1	1	1
Administrative Sales Device (Including cash drawer, remote display, printer, digital camera and Smart Media photo-printer)	2	2	2
Handheld Sales Device (Including holster, printer, cradle, charger, two batteries)	1	1	1
On-board Processor and OCD for Surface Equipment	2	2	2
Parking Payment Stations	1	1	1
Parking Enforcement Handheld Device (Including holster, printer, cradle, charger, two batteries per device)	1	1	1
Door access control hardware and server	1	1	1
Test Lab Network Equipment	1	1	1
Wireless Access Point	1	1	1
Emergency Exit/Magnetic Gate – 4’ Single	1	1	1
OBP Portable Programming Device	1	1	1

Test Equipment

Device Type	Phase 1	Phase 2	Phase 3
	80 days	135 days	630 days
	# in Service	# in Service	# in Service
Special Tools, Test and Inspection Equipment	0	0	1
Maintenance Support Device	0	0	60



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Device Type	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days
	# in Service	# in Service	# in Service
Media Compatibility Verification System (TS Section 22.5.6)	0	0	1
Test Bench for Each Type of NPT Equipment (TS Section 22.5.3)	0	0	1
Portable Test Equipment (Laptops)	0	0	10

Training Equipment

Device Type	Phase 1 80 days	Phase 2 135 days	Phase 3 630 days
	# in Service	# in Service	# in Service
Library Workstations (Including printer)	0	5	5
Laptop Video/Data Projector Equipment	0	1	1
All Other Training Aids	1	1	1

Please note that the number of devices indicated in the charts above reflect the cumulative number of devices in service at the end of each phase.

Proposal Form N: NPT Revenue Services

- This form has been stricken in its entirety as SEPTA is no longer requesting that these services be provided by the Proposer during the ramp up period. Therefore, Proposer is not to provide costs for these services.

Proposal Form O: Network Administration Services (the Proposer must provide pricing in accordance with Technical Specification Section 25.4)

- Fixed Costs:** Proposer must enter the value of total costs for Hardware and Monitoring, Software and Applications, Fault Detection, Diagnosis and Correction, and Database services on lines 1, 2, 3, and 4 respectively for the full ramp-up period,



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which is comprised of Phase 1 through and including Phase 3 and the warranty period. The sum of these items will automatically be entered on Form A Line 14.

Proposal Form P: NPT Credit and Debit Media Processing Services (the Proposer must provide pricing in accordance with Technical Specification Section 25.5)

- **Fixed Costs:** Proposer must enter the value of total costs for the management of credit and debit media processing services on line 1 for the full ramp-up period, which is comprised of Phase 1 through and including Phase 3 and the warranty period. The value of this item will automatically be entered on Form A Line 15.
- **General:** At this time, the Proposer is not being asked to propose costs for “pass through” items such as authorization, interchange and transaction/bank settlement fees associated with transaction processing.

Proposal Form Q: Commercial Wireless Network Services (the Proposer must provide pricing in accordance with Technical Specification Section 25.6)

- **Wireless Services:** For the full ramp-up period, which is comprised of Phase 1 through and including Phase 3 and the warranty period, Proposer must enter the total cost of wireless network services based on the number of devices shown in the column labeled “# Wireless Devices in Service”. The quantities of devices shown in the column labeled “# Wireless Devices in Service” reflect those units that will be in service by the end of the ramp-up period. Among other costs, total costs must include device costs, communication costs associated with the use of the devices, and any set-up and tech refresh costs required for each phase.. The sum of all items on Form Q will now automatically be entered on Form A Line 16.
- The chart below, which is provided to assist the Proposer in deriving their costs, highlights the number of devices that will be in service at the end of each phase and the length of time for each phase.

Device Type	Phase 1	Phase 2	Phase 3
	80 days	135 days	630 days
	# in Service	# in Service	# in Service
Handheld Sales Devices	20	478	478
On-board Processors (OBP)	22	1,852	1,852
Fare Vending Devices – Airport Stations (10) and Bus Turning Points (32)	10	38	38
Regional Rail Stations to Support Media Information Displays (Validators)	0	0	65



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Please note that the number of devices indicated in the charts above reflect the cumulative number of devices in service at the end of each phase.

- If the Proposer determines that other devices are necessary, Proposer must provide the number of units and costs for such other devices on Line 6 of the form. Proposer is to include a list of each of these other devices.

Proposal Form T: NPT Supplemental Customer Support System Services (the Proposer must provide pricing in accordance with Technical Specification Section 24)

- **Fixed Prices:** Proposer must enter the prices associated with Performance Bonds and Insurance Policies for each of the 5-year option periods as indicated on Lines 1 through 4.
- **Fixed Prices:** Proposer must enter the value of total monthly prices for the Interactive Voice Response System and Website Development and Hosting on Lines 6 and 7 respectively. Among other costs, total monthly costs must include any required set-up and tech refresh costs. These monthly costs must reflect the fixed prices for each month of the first year of the first 5-year option. The Proposer must identify an escalation factor on Form A, Line 27 that SEPTA will use to escalate the price per unit per month value at the Proposer's rate of annually for each year through the second 5-year option (Years 2 through 10).
- **Product Fulfillment Activities:** Proposer must enter the total monthly media fulfillment prices by media type for the first year of the first 5-year option period. For the purpose of this form, two types of media require pricing – (1) Smart Media: Permanent and Dual Interface and (2) Limited Use Media: Smart Media or Magnetic Media, Roll or Die Cut. Three ranges of monthly volumes for each type of media are listed and the vendor is required to provide the total monthly prices to fulfill the maximum monthly quantities indicated in the column labeled “# to Assume in Total Price” on lines 9 through 14. Therefore, the monthly fulfillment price value must be provided for each of the three maximum quantities shown for each range. Among other prices, total prices must include any set-up and tech refresh prices that are required. The formulas in the price per unit per month column will automatically calculate the unit price per month for each type of media at the three different volume levels for which the Proposer will provide monthly prices. The Proposer must identify an escalation factor on Form A, Line 27 that SEPTA will use to escalate the price per unit per month value at the Proposer's rate of annually for each year through the second 5-year option (Years 2 through 10).
- **Account Management Activities:** Proposer must enter the total monthly account management and servicing price for the first year of the first 5-year option period. For the purpose of this form, three ranges of volumes for accounts that would be active are listed. The Proposer is required to provide the total monthly prices to



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manage the maximum number of accounts indicated in the column labeled “# Active Accounts to Assume in Total Monthly Price” on lines 15 through 17. Therefore, the monthly account management price value must be provided for each of the three maximum quantities shown for each range. Among other prices, total prices must include any set-up and tech refresh prices that are required. The formulas in the price per unit per month column will automatically calculate the unit price per month for the three different volume levels for which the Proposer will provide monthly prices. The Proposer must identify an escalation factor on Form A, Line 27 that SEPTA will use to escalate the price per unit per month value at the Proposer’s rate of annually for each year through the second 5-year option (Years 2 through 10).

Proposal Form U: NPT Supplemental Maintenance Services (the Proposer must provide pricing in accordance with Technical Specification Section 25.2)

- **Fixed Prices:** Proposer must enter the prices associated with Performance Bonds and Insurance Policies for each of the 5-year option periods as indicated on Lines 1 through 4.
- **Device and Equipment Prices:** Proposer must enter the total monthly price for the first year of the first 5-year option period to maintain the quantity of units that are indicated to be in service. Among other costs, total costs must include any required set-up and tech refresh costs. The formulas in the unit price column will automatically calculate the unit price per month for each type of device and equipment. The Proposer must identify an escalation factor on Form A, Line 27 that SEPTA will use to escalate the price per unit per month value at the Proposer’s rate of annually for each year through the second 5-year option (Years 2 through 10).

Proposal Form V: NPT Supplemental Revenue Services (the Proposer must provide pricing in accordance with Technical Specification Section 25.2)

- **Fixed Prices:** Proposer must enter the prices associated with Performance Bonds and Insurance Policies for each of the 5-year option periods as indicated on Lines 1 through 4.
- **Fixed Prices:** Proposer must also enter the total monthly price for the first year of the first 5-year option period for cash room services on Line 6. The Proposer must identify an escalation factor on Form A, Line 27 that SEPTA will use to escalate the price per unit per month value at the Proposer’s rate of annually for each year through the second 5-year option (Years 2 through 10).
- **Device and Equipment Prices:** Proposer must enter the total monthly price for the first year of the first 5-year option period for the quantity of units that are indicated to



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be in service. Among other costs, total costs must include any required set-up and tech refresh costs. The formulas in the unit price column will automatically calculate the unit price per month for each type of device and equipment. The Proposer must identify an escalation factor on Form A, Line 27 that SEPTA will use to escalate the price per unit per month value at the Proposer's rate of annually for each year through the second 5-year option (Years 2 through 10).

Proposal Form W: NPT Supplemental Network Administration Services (the Proposer must provide pricing in accordance with Technical Specification Section 25.4)

- **Fixed Prices:** Proposer must enter the total monthly price for the first year of the first 5-year option period to provide Network Administration Services. Among other prices, total costs must include any required set-up and tech refresh costs. The Proposer must identify an escalation factor on Form A, Line 27 that SEPTA will use to escalate the price per unit per month value at the Proposer's rate of annually for each year through the second 5-year option (Years 2 through 10).



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Proposal Form X: NPT Supplemental Credit and Debit Media Processing Services (the Proposer must provide pricing in accordance with Technical Specification Section 25.5)

- **Fixed Prices:** Proposer must enter the prices associated with Performance Bonds and Insurance Policies for each of the 5-year option periods as indicated on Lines 1 through 4.
- **Credit and Debit Media Processing Services:** Proposer must enter the total monthly price for the first year of the first 5-year option period to manage credit and debit media processing services. Among other costs, total costs must include any required set-up and tech refresh prices. The Proposer must identify an escalation factor on Form A, Line 27 that SEPTA will use to escalate the price per unit per month value at the Proposer's rate of annually for each year through the second 5-year option (Years 2 through 10).
- The Proposer is not required to propose costs for "pass through" items such as authorization, interchange and transaction/bank settlement fees associated with transaction processing.

Proposal Form Y: NPT Supplemental Commercial Wireless Services (the Proposer must provide pricing in accordance with Technical Specification Section 25.6)

- **Fixed Prices:** Proposer must enter the prices associated with Performance Bonds and Insurance Policies for each of the 5-year option periods as indicated on Lines 1 through 4.
- **Device and Equipment Prices:** Proposer must enter the total monthly price for the first year of the first 5-year option period for the quantity of units that are indicated to be in service in the column "Avg # Devices in Revenue/Active Service per Month". Among other prices, total prices must include any required set-up and tech refresh prices. The formulas in the unit price column will automatically calculate the unit price per month for each type of device and equipment. The Proposer must identify an escalation factor on Form A, Line 27 that SEPTA will use to escalate the price per unit per month value at the Proposer's rate of annually for each year through the second 5-year option (Years 2 through 10).
- If the Proposer determines that other devices are necessary, Proposer must provide the number of units and prices for such other devices on Line 11. Proposer is to include a list of each of these other devices.

Proposal Form AB: Financing

- **General:** Proposers are required to provide the pricing related information for any and all proposed financing alternatives in Form AB. A key component of SEPTA's proposal evaluation will be the provision of financing alternatives. In particular, the



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provision of vendor financing will indicate Proposer financial strength and seriousness of interest in providing the NPT system to SEPTA. Proposers are required to provide such financing proposals.

- **Table I:** Proposer is requested to respond to each of the issues noted in Column 1 for each financing alternative that it is proposing related to the Base System only. Proposer should not include SEPTA issued tax-exempt revenue bonds and/or taxable Build America bonds as proposed alternatives.
- **Table II:** Proposer is requested to provide estimates for the portion of Proposer costs for labor, materials, equipment, services and other proposed items that will be spent in the
 - City/county of Philadelphia;
 - Suburban Philadelphia counties in Pennsylvania (Bucks, Chester, Delaware, and Montgomery counties);
 - Philadelphia region served by SEPTA (Philadelphia, Bucks, Chester, Delaware and Montgomery counties in Pennsylvania; New Castle county in Delaware; and Mercer county in New Jersey); and
 - Commonwealth of Pennsylvania.



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RFP Appendix 4- Revised Price Proposal Forms-Attached