



Additional Details Regarding Toll System Integrator Staff Recommendation

Process

Consistent with the procurement process outlined in the Request for Proposals (RFP) CARTA released a Notice of Intent to Award the Yolo 80 Roadside Toll System contract (“contract”) to Indra USA, Inc. on Monday September 21st. That notice initiated a protest period which closed Saturday September 26th. CARTA received no protests.

On Monday September 28th, CARTA staff and members of the CARTA Board received a letter regarding staff’s recommendation to award the contract to Indra USA, Inc. The letter was promptly posted on CARTA’s website with the other board meeting materials.

CARTA staff developed this document to provide additional details regarding the evaluation panel’s efforts to confirm Indra USA, Inc. met the minimum requirements (“responsive”) and can perform the work (“responsible”).

Indra Group vs. Indra USA, Inc.

Indra Group is a global parent company with more than 100 subsidiaries operating in more than 40 countries with a wide ranging portfolio including defense, aerospace, and transportation technology across multiple modes. Indra USA, Inc., based in Georgia, is a separate corporation that is a subsidiary of Indra Group. The two entities have separate legal identities, rights, liabilities, and obligations. Indra USA, Inc. submitted the proposal for the contract and CARTA staff are recommending award to Indra USA, Inc. CARTA checked references for Indra USA, Inc. and reviewed the audited financial statements for Indra Group and its subsidiaries, including Indra USA, Inc.

Minimum Qualifications - Responsive

The RFP outlined minimum qualifications for the firm and for proposed staff. CARTA staff confirmed Indra USA, Inc. met all minimum qualifications as outlined below.

1. The Proposer shall be registered to do business in the State of California.
 - a. **Indra USA, Inc.’s business registration with the California Secretary of State is active and in good standing.**
2. The Proposer shall hold a valid C-10 Electrical Contractor license as of the date of the Proposal submission.
 - a. **Indra USA, Inc. holds a valid C-10 Electrical Contractor license as of March 16, 2026.**



3. The Proposer/Subcontractor team shall have provided the following services to another entity, public or private, within the last five (5) years:
 - a. Installation of at least one currently operating multi-lane open road tolling (ORT) electronic toll collection system that employs automatic vehicle identification (AVI) toll collection and image-based toll collection/enforcement supplemented by automated license plate recognition (ALPR) technologies.
 - b. Installation of at least one electronic toll collection system that includes trip building and Dynamic Pricing functionality.
 - c. Installation of at least one electronic toll collection system that has been accepted by the client entity/agency and is currently being maintained by the Proposer or was maintained by the Proposer for a minimum of one year.
 - d. **Indra USA, Inc. has provided all the listed services to I-66 Express Mobility Partners and North Carolina Turnpike Authority within the past five years.**
4. The Proposer and/or a Subcontractor shall have a minimum of five (5) years of experience with design and implementation of communication network architecture.
 - a. **Indra USA, Inc. has more than five years of this experience.**
5. The Proposer and all Subcontractors shall not have received two (2) or more formal notices of material breach of contract (e.g. default notices, cure letters, etc.) in relation to toll project management, performance or delivery within the last three (3) years as of the posting of this RFP.
 - a. **As required by the RFP, Indra USA, Inc's transmittal letter included confirmation that neither Indra USA, Inc. nor the proposed subcontractors have received any formal notices of material breach of contract for toll project management, performance, or delivery in the past three years.**
6. Designated Project Manager must have at least five (5) years of toll project management experience and three (3) references from toll projects managed.
 - a. **Indra USA, Inc.'s proposed Project Manager has 15 years of experience and three references were provided.**
7. Project Principal shall have a minimum of five (5) years in tolling project management or executive positions and previously served as a Project Principal on a tolling project.
 - a. **Indra USA, Inc.'s proposed Project Principal has 14 years of experience and has served as a Project Principal for multiple completed tolling projects.**
8. At a minimum, the System Design Manager shall have served in this role on a completed tolling project with trip building and Dynamic Pricing and have at least five (5) years in managing the delivery of tolling systems.
 - a. **Indra USA, Inc.'s proposed System Design Manager has 10 years of experience and has served in this role for multiple completed tolling projects.**
9. At a minimum, the Software Development Manager shall have served in this role on a completed toll project with trip building and Dynamic Pricing and have at least five (5) years in managing the delivery of tolling system software.
 - a. **Indra USA, Inc's proposed Software Development manager has more than 10 years of experience and has served in this role for a completed tolling project.**



10. At a minimum the Communications Development Manager shall have three (3) years of managing the delivery of complex communications hardware and software.
 - a. **Indra USA, Inc.'s proposed Communications Development Manager has 14 years of experience.**
11. At a minimum, the Installation Manager shall have served in this role on a completed tolling project and have at least three (3) years in similar roles.
 - a. **Indra USA, Inc.'s proposed Installation Manager has 10 years of experience and served in this role on a completed toll project.**
12. At a minimum, the Maintenance Manager shall have served in this role during the operation of a toll system similar to this Project for at least two (2) years and have five (5) years in a supervisory role in toll system maintenance.
 - a. **Indra USA, Inc's proposed Maintenance Manager has 14 years of experience including 8 years of experience on a similar toll system.**
13. At a minimum, the Project Quality Manager shall have five (5) years in management of quality and testing of projects of similar scale and scope to that described in this RFP.
 - a. **Indra USA, Inc.'s proposed Project Quality Manager has 20 years of experience.**

Ability to Perform the Work - Responsible

Indra USA, Inc. has completed two recent successful toll projects: I-66 Outside the Beltway in Virginia and I-485 in North Carolina. Both are Express Lane projects that have successfully gone-live in the past five years and are now in operations. The Indra USA, Inc. proposal for CARTA brings staff and solutions from both projects. CARTA contacted both clients (I-66 Express Mobility Partners and North Carolina Turnpike Authority) as part of its reference checks and received positive feedback regarding Indra USA, Inc.'s performance. In the case of I-66, Indra USA, Inc. pivoted during delivery to meet the client's need to deliver part of the project early. In the case of I-485, Indra USA, Inc. developed and implemented a temporary 5G solution when the client's construction contractor could not provide a fiber optic cable on time. Indra USA, Inc.'s demonstrated success delivering both Express Lanes projects, despite unanticipated constraints, substantiates that Indra USA, Inc. can successfully deliver the Yolo 80 Roadside Toll System.