

**PROCUREMENT SUMMARY**

**TAP CONTACTLESS SMART CARD MANUFACTURING AND CARD FULFILLMENT AND DISTRIBUTION / PS128860000 THROUGH PS128860004**

1.	<b>Contract Numbers:</b> PS128860000 through PS128860003 (Discipline 1: TAP Contactless Smart Cards Manufacturing) PS128860004 (Discipline 2: Card Fulfillment and Distribution)	
2.	<b>Recommended Vendors:</b> Idemia America Corp., Giesecke + Devrient ePayments America Inc., Paragon ID High Point US, Inc., and Cole Ticket Solutions (Discipline 1) Giesecke + Devrient ePayments America Inc. (Discipline 2)	
3.	<b>Type of Procurement (check one):</b> <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> September 18, 2025	
	<b>B. Advertised/Publicized:</b> September 18, 2025	
	<b>C. Pre-Proposal Conference:</b> September 25, 2025	
	<b>D. Proposals Due:</b> November 13, 2025	
	<b>E. Pre-Qualification Completed:</b> March 4, 2026	
	<b>F. Ethics Declaration Forms submitted to Ethics:</b> November 17, 2025	
	<b>G. Protest Period End Date:</b> May 19, 2026	
5.	<b>Solicitations Downloaded:</b> 18	<b>Bids/Proposals Received:</b> 4 (Discipline 1) 1 (Discipline 2)
6.	<b>Contract Administrator:</b> Amy Chi	<b>Telephone Number:</b> 213-922-2278
7.	<b>Project Manager:</b> Monique Pe	<b>Telephone Number:</b> 213-922-4034

**A. Procurement Background**

This Board Action is to approve Contract Nos. PS128860000, PS128860001, PS128860002, PS128860003 (Discipline 1), and PS128860004 (Discipline 2) in support of regional TAP Contactless Smart Cards (CSC) manufacturing and fulfillment services. Board approval of contract awards is subject to the resolution of any properly submitted protest(s), if any.

On September 18, 2025, Request for Proposals (RFP) No. PS128860 was issued as a competitive procurement in accordance with Metro’s Acquisition Policy and the contract type is a firm fixed unit price. The Diversity and Economic Opportunity Department did not recommend a Small Business Enterprise (SBE) nor a Disabled Veteran Business Enterprise (DVBE) participation goal due to a lack of subcontracting opportunities.

One amendment was issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on October 29, 2025, extended the proposal due date from November 6, 2025 to November 13, 2025.

A total of 18 downloads of the RFP were included in the planholders' list. A virtual pre-proposal conference was held on September 25, 2025, and was attended by ten participants representing 2 firms. There were 38 questions received and responses were provided prior to the proposal due date.

A total of 5 proposals were received on November 13, 2025, and are listed below in alphabetical order:

**Discipline 1: TAP Contactless Smart Cards Manufacturing**

1. Cole Ticket Solutions
2. Giesecke + Devrient ePayments America Inc.
3. Idemia America Corp.
4. Paragon ID High Point US, Inc.

**Discipline 2: Card Fulfillment and Distribution**

1. Giesecke + Devrient ePayments America Inc.

Since only one proposal was received for Discipline 2, staff conducted a market survey of the planholders to determine why no other proposals were submitted. Responses were received from three firms and they included: insufficient labor resources, other business priorities, different area of expertise, and lack of automated process to initialize each card to be competitive. The results of the market survey indicated that factors beyond Metro's control caused the potential sources not to submit proposals and that there were no restrictive elements in the solicitation documents that prevented competition.

**B. Evaluation of Proposals**

A Proposal Evaluation Team (PET) consisting of staff from TAP Finance, Local Programming, Community Relations and Customer Care Departments was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were evaluated based on the following evaluation criteria and weights:

**Phase 1 Evaluation – Minimum Qualifications** (Pass/Fail): To be responsive to the RFP Minimum qualifications requirements, the proposer must meet all of the following:

**Discipline 1: TAP Contactless Smart Cards Manufacturing**

1. Prime Contractor currently has a smart card manufacturing business that has been in continuous existence (i.e., without interruption) for at least the past three years.

2. For each type of smart card that Proposer intends to provide Metro, Proposer must have, in the most recent one-year period ending no earlier than December 31, 2024, supplied its clients with an aggregate amount of over 1,000,000 cards.
3. Proposed Project Manager must have a minimum of five years of industry experience in the management of contracts similar to that described in the Scope of Services, Part A (Exhibit A) and be familiar with the design and manufacture of smartcards.
4. Proposer must unconditionally sign and submit the Non-Disclosure Agreement (NDA) – Exhibit 14.

Eligible Proposers were given up to one month to produce and submit sample smart cards to Metro. The sample cards were to be evaluated in accordance with the Phase II – Weighted Evaluation Criteria.

5. Proposer’s existing smart card system must be able to interface with TAPForce as required in the Scope of Services – Part A (Exhibit A).

**Discipline 2: Card Fulfillment and Distribution**

1. Prime Contractor currently has a smart card fulfillment and distribution business that has been in continuous existence (i.e., without interruption) for at least the past three years.
2. Proposer must provide a list of clients it has provided graphical personalization of at least an aggregate of 100,000 smart cards in the most recent one-year period, ending no earlier than December 2024.

Note: The term “graphical personalization” refers to the printing or embossing of text or images on the smart card.

3. Proposer must unconditionally sign and submit the Non-Disclosure Agreement (NDA) – Exhibit 14.

Eligible Proposers were given up to three weeks to personalize/print photographs and text on sample TAP cards and submit them to Metro. The sample TAP cards were to be evaluated in accordance with the Phase II – Weighted Evaluation Criteria.

4. Proposer must currently have a smart card order processing and reporting system to support its smart card fulfillment and distribution operations and to communicate daily order status with clients, similar to that required in the Scope of Services.

- 5. Proposer must currently have an automated inventory control system to facilitate monitoring and tracking of smart card inventory and provide reports similar to what is required in the Scope of Services.
- 6. Proposer must have the capacity to store 1.5 million cards in inventory and 1 million items of collateral material inventory similar to what is required in Section III.A. of the Scope of Services – Part B (Exhibit A).
- 7. Proposer must have a facility within the United States used for smart card initialization and fulfillment.

**Phase 2 Evaluation** - Weighted Technical Evaluation. All proposers met the Minimum Qualifications (Pass/Fail) criteria for the respective discipline and were further evaluated based on the following evaluation criteria and weights:

Discipline 1: TAP Contactless Smart Cards Manufacturing

- Proposer’s Experience, Skills, and Qualifications 10%
- Experience and Qualifications of Key Personnel 10%
- Management Plan/Approach 25%
- Sample Cards – Chip Type 30%
- Price 25%

Discipline 2: Card Fulfillment and Distribution

- Proposer’s Experience, Skills and Qualifications 15%
- Experience and Qualifications of Key Personnel 15%
- Management Plan/Approach 25%
- Personalization of Sample TAP Cards 20%
- Price 25%

Several factors were considered when developing these weights, giving the greatest importance to the sample cards – chip type and management plan/approach and price, respectively.

From November 24, 2025 through February 23, 2026, the PET independently evaluated the proposals and tested sample cards. Proposers provided various sample cards, adhesive stickers, and wearables that were tested to ensure they met the required specifications. At the conclusion of the evaluation, the PET recommended the following firms:

Discipline 1: TAP Contactless Smart Cards Manufacturing

1. Cole Ticket Solutions
2. Giesecke + Devrient ePayments America Inc.
3. Idemia America Corp.
4. Paragon ID High Point US, Inc.

Discipline 2: Card Fulfillment and Distribution

1. Giesecke + Devrient ePayments America Inc.

**Qualifications Summary of Firms:**

**Cole Ticket Solutions**

Cole Ticket Solutions (CTS) has delivered over 30 million tickets to Los Angeles International Airport (LAX), more than 40 million gate interchange tickets to Port Houston, and, as part of a five-year agreement, is currently delivering a total of 86 million tickets to Dallas Fort Worth International Airport. These programs demonstrate CTS's capacity to manage serialized numbering, secure storage and on-demand fulfillment across multi-agency and multi-vendor environments while maintaining 100% delivery compliance.

CTS operates a highly integrated production management model that ensures oversight, traceability, and responsive client communication. CTS's demonstrated track record extends across airports, municipalities, and OEM partnerships, with expertise in high-security ticketing, RFID credentialing and contactless media integration.

**Giesecke + Devrient ePayments America Inc.**

Giesecke + Devrient ePayments America Inc. (G+D) is a globally operating technology company that specializes in security and advanced card solutions. G+D facilities with contactless smart card production and personalization capability include Washington DC, Atlanta, Boston, New Jersey, Canada, South Korea, Turkey, Sweden, Spain, Chile, Argentina, Uruguay, Venezuela, Brazil, Mexico, China and Australia. To date, G+D has supplied over 400 million contactless cards for transit clients across the globe.

G+D's services to the transit sector include manufacturing, personalization, fulfillment, and distribution of cards direct to transit customers. G+D has used contactless technology for over 20 years, servicing transit and payment industries. G+D developed and delivered the first MIFARE 1K contactless smart card for Lufthansa in 1995.

**Idemia America Corp.**

Idemia America Corp. (Idemia) uses identity technologies, specializing in biometrics and cryptography to provide secure and seamless interactions in both physical and digital environments. Formed from the merger of Oberthur Technologies and Safran Identity & Security (Morpho), Idemia has a heritage of innovation spanning over six decades.

Idemia is a large supplier of payment and transit cards in the USA with over 40% market share, servicing 10 of 10 largest financial institutions. Idemia developed a set up to support customers with one manufacturing hub in Exton, PA, two service centers in Los Angeles, CA and Chantilly, VA and research and development centers across the globe.

**Paragon ID High Point US, Inc.**

Paragon ID High Point US, Inc. (Paragon ID) is a reactive, innovative, and dynamic company known for its innovative technology-based solutions. Paragon ID has built a strong reputation for the supply of magnetic and RFID identification products for transport authorities and agencies. The group has multiple US locations including North Carolina and Vermont.

Paragon ID, previously known as EDM Technology, Inc., supplied fare media to the transit industry, specializing in smart cards and magnetic stripe ticket products. Paragon ID is a US-based manufacturer with both Limited Use (LU) and Extended Use (EU) smart card in the domestic facility.

The following is a summary of the PET scores:

**Discipline 1: TAP Contactless Smart Cards Manufacturing**

<b>1</b>	<b>Firm</b>	<b>Average Score</b>	<b>Factor Weight</b>	<b>Weighted Average Score</b>	<b>Rank</b>
<b>2</b>	<b>Idemia America Corp.</b>				
<b>3</b>	Proposer's Experience, Skills and Qualifications	87.50	10.00%	8.75	
<b>4</b>	Experience and Qualifications of Key Personnel	93.00	10.00%	9.30	
<b>5</b>	Management Plan/Approach	91.60	25.00%	22.90	
<b>6</b>	Sample Cards - Chip Type	72.80	30.00%	21.83	
<b>7</b>	Price	76.70	25.00%	19.18	
<b>8</b>	<b>Total</b>		<b>100.00%</b>	<b>81.96</b>	<b>1</b>
<b>9</b>	<b>Giesecke + Devrient ePayments America Inc.</b>				
<b>10</b>	Proposer's Experience, Skills and Qualifications	96.15	10.00%	9.62	
<b>11</b>	Experience and Qualifications of Key Personnel	91.75	10.00%	9.18	
<b>12</b>	Management Plan/Approach	92.80	25.00%	23.20	
<b>13</b>	Sample Cards - Chip Type	46.00	30.00%	13.80	
<b>14</b>	Price	93.90	25.00%	23.48	
<b>15</b>	<b>Total</b>		<b>100.00%</b>	<b>79.27</b>	<b>2</b>
<b>16</b>	<b>Cole Ticket Solutions</b>				
<b>17</b>	Proposer's Experience, Skills and Qualifications	93.60	10.00%	9.36	

<b>18</b>	Experience and Qualifications of Key Personnel	94.00	10.00%	9.40	
<b>19</b>	Management Plan/Approach	93.20	25.00%	23.30	
<b>20</b>	Sample Cards - Chip Type	37.50	30.00%	11.25	
<b>21</b>	Price	98.73	25.00%	24.68	
<b>22</b>	<b>Total</b>		<b>100.00%</b>	<b>77.99</b>	<b>3</b>
<b>23</b>	<b>Paragon ID High Point US, Inc.</b>				
<b>24</b>	Proposer's Experience, Skills and Qualifications	92.10	10.00%	9.21	
<b>25</b>	Experience and Qualifications of Key Personnel	79.00	10.00%	7.90	
<b>26</b>	Management Plan/Approach	82.00	25.00%	20.50	
<b>27</b>	Sample Cards - Chip Type	11.11	30.00%	3.33	
<b>28</b>	Price	86.95	25.00%	21.74	
<b>29</b>	<b>Total</b>		<b>100.00%</b>	<b>62.68</b>	<b>4</b>

**Discipline 2: Card Fulfillment and Distribution**

<b>1</b>	<b>Firm</b>	<b>Average Score</b>	<b>Factor Weight</b>	<b>Weighted Average Score</b>	<b>Rank</b>
<b>2</b>	<b>Giesecke + Devrient ePayments America, Inc.</b>				
<b>3</b>	Proposer's Experience, Skills and Qualifications	97.33	15.00%	14.60	
<b>4</b>	Experience and Qualifications of Key Personnel	97.33	15.00%	14.60	
<b>5</b>	Management Plan/Approach	96.56	25.00%	24.14	
<b>6</b>	Personalization of Sample TAP cards	98.00	20.00%	19.60	
<b>7</b>	Price	100.00	25.00%	25.00	
<b>8</b>	<b>Total</b>		<b>100.00%</b>	<b>97.94</b>	<b>1</b>

**C. Price Analysis**

The proposed firm fixed unit rates have been determined to be fair and reasonable based upon price analysis, Independent Cost Estimate (ICE), technical evaluation, and adequate price competition.

Work for these contracts will be authorized through the issuance of work orders based on need for the various services.

**D. Background on Recommended Contractors**

**Cole Ticket Solutions**

Cole Ticket Solutions (CTS) was founded in 2021. CTS in partnership with Amlon Technologies (OEM Manufacturer) located in Covina, California serves as CTS's strategic manufacturing partner for smartcard and wearable products. Amlon

operates a certified production facility in Corona, California, maintaining FDA, aerospace, forestry, and UL certifications and implementing secure inspection and encoding procedures.

CTS supported the Florida Department of Transportation through its partnership with Conduent (now Trelliant) to supply Limited Use Media (LUMs) utilizing MIFARE DesFire chip technology. This project required chip-level encryption, UID registration, and field testing across multiple regional systems.

**Giesecke + Devrient ePayments America Inc.**

Giesecke + Devrient ePayments America Inc. (G+D), is located in Dulles, Virginia, established in the U.S. since 1990. G+D implemented large-scale transit projects worldwide, including the production, personalization, fulfillment, and distribution of contactless smart cards for major transit authorities such as WMATA, MBTA, INIT, Translink, and New Jersey Transit. These projects involved the delivery of millions of MIFARE Classic, MIFARE Plus, and MIFARE DESFire cards, ensuring secure and efficient fare collection systems.

G+D has provided services to Metro and performance has been satisfactory.

**Idemia America Corp.**

Idemia America Corp. (Idemia – formerly under the name of Oberthur Card Systems), located in Rancho Dominguez, California, has been in business for over 25 years. Idemia has deployed transit cards in North America, Latin America, Europe, Middle East, and Asia of all technologies on a variety of form factors. Idemia provides multi-market solutions that include multi-application cards, key fobs and NFC mobile technologies.

Idemia supplies public transport authorities, operators and ticketing system integrators acquiring, operating and providing automatic fare collection systems based on smart ticketing.

Idemia has provided services to Metro and performance has been satisfactory.

**Paragon ID High Point US, Inc.**

Paragon ID High Point US, Inc. (Paragon ID), formerly known as EDM Technology, Inc., is located in High Point, North Carolina, and has been in business for nearly 40 years. Paragon ID provides ticketing for public transport (including British Rail and Paris Metro) and secure RFID solutions. Paragon ID serves high-stakes industries, including transport, automotive, and pharmaceutical, adhering to a strict zero-defect commitment.

Paragon has provided services to Metro and performance has been satisfactory.