Addendum #2

Dated on 07/22/19

The following is additional information regarding **RFI – 070519** titled **Tariff Billing Solution. The due date and time for responses is 7/26/19 @ 2:00 PM (PDT)**. This addendum includes both questions from prospective proposers and the Port's answers, and revisions to the RFI. This addendum is hereby made part of the RFI and therefore, the information contained herein shall be taken into consideration when preparing and submitting information.

Item #	Date Received	Date Answered	Vendor's Question	Port's Answer	Work Request Revisions
1	7/8/2019	7/10/19	Is it possible for you to provide 2-3 sample invoices that the current system produces? We understand that Microsoft Dynamics GP may actually produce the invoice with data files supplied by the current legacy system.	Please see sample invoices (2 samples provided in one .pdf file)	
2	7/8/2019	7/10/19	I am reaching out to you as I have a question regarding the email subject. I am the Business Development Manager, Americas for XXX Logistics. I joined XXX in December 2017. XXX provides a multi-cargo, multi-purpose terminal operating system. XXX is in almost 100 terminals worldwide and licensed in another 35. XXX is an overseas company.

Why is the port looking at the subject potential project?

I saw that the port selected Infoport (Bellerophon built by Argonaut Systems) as the breakbulk TOS provider in 2016. XXX was not chosen/finalist but the reason(s) | The Port issued the Request for Information to collect details on vendor capabilities and comparative costs for a marine cargo tariff billing system. The Port will use the information provided for budget planning purposes, to assist in refining requirements, and to plan our approach regarding a marine cargo billing solution. This RFI relates to a billing solution only, no consideration is being given to replacing the current TOS. | |

			are unknown to XXXX. The 2015 TOS RFP had an extensive billing requirements section. The current RFI appears to be asking many of the same questions. XXX's TOS contains a very robust invoicing engine and harbor management function to support such requirements and all other terminal functions. I assumed the awarded TOS provided such as well based on the 2015 RFP. XXX's TOS would satisfy your current TOS and the tariff billing requirements. How the current RFI is outlined, I see a lot of additional customization and ongoing maintenance of more tools than I think would be desired. Is there any consideration of replacing the current TOS with a solution that contains the desired tariff billing requirements?		
3	7/16/19	7/22/19	• Ability to apply "off tariff" rates or discounts to the tariff to breakbulk billing charges relating to Import cargo dispatching and accepting Export cargo. •　　　Can you provide an example	"Off tariff" rates mean that what is charged (in this case to the party responsible for charges related to drop off & pick up of cargo) is based on negotiations & the agreement signed. Those rates represent a	

				of these "off tariff" rates?	discount from standard tariff rates.	
4	7/16/19		7/22/19	Ability to apply various charges relating to Autos. • Can you provide examples of the type of charges for Autos?	The following are the types of charges related to autos: • <u>Wharfage</u>: 4 Tiers of price based on volume, charged on a per vehicle basis. Charged in most cases directly to the auto Manufacturer, • <u>Service and Facilities Fee</u>: One fee based upon the weight (metric ton) of the vehicle. Charged in most cases to the Ocean Carrier • <u>Dockage</u>: Charge based upon the length of the vessel. Assessed to the Ocean Carrier • <u>Vessel Security Fee</u>: An hourly rate comprised on the number of officers needed (usually just 1) to man the terminal. The fee is based on the time the vessel is tied up on the pier plus 2 hours (one hour to open the pier, and one hour to close). • <u>On Site Storage Fees</u>: A daily rate charged to the auto manufacturer for each unit that exceeds 10 days dwell on terminal. The fee is assessed to the auto processor and then a portion of the revenue collected is remitted back to the port • <u>Overflow Storage Fees</u>: A daily per acre rate charged to	

					whomever has requested an overflow yard. The fee is based upon the total acres of a yard multiplied by the per acre rate. Typically, it is charged to the auto processor on behalf of the Manufacturer, however, it could be a different vendor such as a trucking company. • Lease Fees: charged to the lessee to include property use and utilities	
5	7/16/19	7/22/19		Ability to retrieve and store data from other Port/NWSA systems. • Can you provide examples of the other systems and the type of data to store?	The Port/NWSA desires the ability to pull in statistical data related to billing for invoicing and/or reporting purposes. Ex: Total revenue based on vessel, number of vessels per terminal, tonnage reports, LOB, etc. Systems include TOS, formatted files & financial systems	
6	7/16/19	7/22/19		Ability to store vital cargo reporting and forecasting information. • Please explain the type of reporting and forecasting	The Port/NWSA compiles and reports on metrics such as Total weight of Breakbulk imports and Exports (from our breakbulk TOS). We also collect data on bulk volumes, and auto imports. Current volumes, etc. are used to forecast future import and export levels.	

				Annual reporting for commercial includes TEUs and Tonnage. The commercial team works with carriers and terminals to provide growth forecasts. Data from the terminals is provided to us (no direct access to their data). In order to forecast as desired, key factors would include looking at the metrics by time, terminal, Service and Carrier.	
7	7/16/19	7/22/19	Provides search capabilities to recognize existing carriers. • Please explain this requirement.	Within our breakbulk TOS, we store information on specific carriers (shipping lines). The organization needs the ability to do searches by the shipping lines in order to bill appropriately over time or to do research related to past charges, voyages, etc. or to compile current charges for a given shipping line.	

8	7/16/19	7/22/19	Ability to pull (or otherwise obtain) data from Port/NWSA systems and from the tariff. • Please explain the type of data to integrate.	The Port/NWSA desires the ability to support different pricing models based on Customer agreements and the Tariff. There could be multiple pricing structures based on type, weight, size and special characteristics that vary per customer. We would need (for example) pricing data, ability to roll out price changes, effective dates, pricing history.	
9	7/16/19	7/22/19	Do the Port Community System and the Tariff Billing System RFI projects have any dependence on each other ?	No.	
10	7/16/19	7/22/19	How many "off tariff" contracts do you have?	We have four Customer Agreements (contracts) that are annual.	
11	7/16/19	7/22/19	How many "off tariff" formula calculation types do you have ?	If we understand the question correctly, "off tariff" discounts (the calculation) are based on a given percent off the full tariff rate.	

12	7/16/19	7/22/19	Are there any formula calculation data elements or capabilities (on tariff or off tariff) that are not listed in the RFI?	As noted in answer #12, we currently use percent discount off the full tariff rate. The tariff also contains stipulations that can trigger additional discounts (such as MAGs or Minimum Annual Guarantees).	
13	7/16/19	7/22/19	How long is the billing process today from the time the vessel departs until the invoice is issued?	Typically, it takes about 5 days for Operations to provide Finance with the manifest and associated reports used for billing (under some circumstances that timeframe is longer). Depending on the number of vessels that depart in a given week and the size of a vessel it can take an additional two or more days to issue an invoice.	
14	7/16/19	7/22/19	Are there any formula calculation capabilities desired but not used currently today?	None that we are aware of but we are open to possibilities.	
15	7/16/19	7/22/19	Do you import manifest data today?	Some manifest data is imported into the TOS but not all (others are sent as Excel files via email).	