

REQUEST FOR PROPOSAL

Norfolk Southern Railway June 2006

I. INTRODUCTION AND PURPOSE

Norfolk Southern Railway (NSR) is seeking proposals for additional necessary data collection, design and preparation of construction plans and specifications for modifications necessary to railway tracks, tunnels, and other structures between Walton, Virginia and Webb, West Virginia, so that the route can accommodate double-stack intermodal shipments. Appendix A provides a list of the structures and their general characteristics. The estimated project cost is \$139,564,000.

II SCOPE OF SERVICES

The scope of work shall consist of making any additional necessary site investigation, providing construction plans and specifications, detailed construction estimates, design supporting construction.

III. CONTRACTUAL STRUCTURE

The successful vendor will be awarded a contract. Proposals should include a list of all job classifications that will perform work on the project with proposed contract rates. The final agreement will be based on the contract engineering firm rates and a guaranteed not to exceed fee.

A sample contract is provided as Appendix B.

IV. PROPOSAL REQUIREMENTS – TECHNICAL PROPOSAL

A. Corporate Qualifications

The proposal should include a comprehensive statement of firm qualifications. These should focus on the extent to which the contract engineering firm has experience working on tunnel construction or enlargement projects on Class I railroad properties. If multiple firms are proposed, information for all firms should be submitted. Personnel entering railway property must have FRA Roadway Worker training and must have identification badges from e-Railsafe program at e-Verifile.com.

B. Key Personnel

The Proposal should include a brief section describing the backgrounds of all key personnel, as well as the role these individuals will play in the proposed project. Complete resumes are to be provided in an appendix of the proposal.

C. Time

The proposal will include information that will indicate the firm's ability to meet the time schedule for project. The schedule is as follows:

70% Plans	March 2007
Construction Plans and Specifications	April 2007
Construction	June 2007
Completion	November 2009

V. PROPOSAL REQUIREMENTS – COST PROPOSAL

Contract engineering firm should submit cost estimates for design and preparation of construction plans and specifications. The cost estimates furnished should detail all personnel costs, material costs, equipment costs, overhead costs, and the costs of any necessary subcontracts.

VI. SUBMISSION INFORMATION

A. Point of Contact

Questions regarding the submission process, as well as proposal submissions should be directed to:

James N. Carter, Jr.
Chief Engineer Bridges and Structures
Norfolk Southern Railway
99 Spring Street
Atlanta, GA 30303

jncarter@nscorp.com
404-529-1408

B. Submission Deadline

All proposals are due by 5:00 Eastern Daylight Savings time July 31, 2006 Any proposals received after that time and date will be returned unopened.

C. Proposal Format

Contract engineering firm should include 10 paper copies of all materials and one electronic copy of the Technical Proposal.

VII. PRE-BID CONFERENCE

A pre-bid conference is scheduled for 9:00 AM, Thursday, July 6 at the Norfolk Southern offices in Bluefield, West Virginia. These offices are located at 800 Princeton Ave., Bluefield, West Virginia. Attendance at this pre-bid conference is mandatory. Only proposals from contract engineering firms who are represented at the pre-bid meeting will be considered.

Instructions will be provided at the pre-bid conference on access to a website containing copies of the reports for each tunnel generated in the preliminary engineering phase.

VIII. SELECTION CRITERIA

The successful proposal will be decided based on the following criteria (importance is not indicated by order -100 points total).

- Firm Qualifications, with focus on experience gained in successful completion of similar clearance improvements performed under traffic on a Class 1 railroad (30 points)
- Qualifications of Key Personnel, specialized experience and technical competence in the type of work required, including where appropriate, experience in energy conservation, pollution prevention, waste reduction, and the use of recovered materials. (20 points)
- Capacity to accomplish the work in the required timeframe. (20 points)
- Past performance on contracts with Government agencies and private industry in terms of cost control, quality of work, and compliance with performance schedules. (15 points)
- Location in the general geographic area of the project and knowledge of the locality of the project. (5 points)
- Technical approach. (10 points)