



South Dakota Department of Transportation  
Division of Operations

700 E. Broadway Avenue  
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August 21, 2024

Mr. Craig Smith  
Director of Operations  
South Dakota Department of Transportation  
700 E. Broadway Avenue  
Pierre, SD 57501

Subject: Contract Award – Dynamic Message Sign Retrofit [IM-CR Z403(14) PCN 03VR]

SDDOT's Intelligent Transportation Systems Program issued a Request for Proposal (RFP) to upgrade the 30 existing Interstate highway Dynamic Message Signs (DMS), which are now more than 20 years old, and to add one new sign along westbound I-90 near Whitewood, SD.

An RFP was used due to the unique nature of the project. When the planning began for this project, discussions with industry indicated retrofitting the existing cabinets with new display and control electronics would be the best course of the work. This work is not typical for SDDOT construction projects, and an RFP would allow more vendors and manufacturers to submit proposals.

The SDDOT received two proposals in response to the DMS Retrofit RFP:

- Muth Electric, Mitchell, SD
- Stein Sign Display, Watertown, SD

Both firms proposed completely replacing the cabinets, displays, and electronics as a more economical method than retrofitting new displays and electronics in existing cabinets.

The proposals were evaluated by a team of SDDOT and Bureau of Information & Telecommunications (BIT) staff that assessed:

- the proposer's commitment and ability to accomplish the work within prescribed time and budget
- experience and reliability of the proposer's organization
- qualifications of the personnel proposed to perform the work, whether from the proposing organization or from a subcontractor
- specialized expertise, capability, and technical competence to meet the project requirements, as demonstrated by the proposed approach and methodology
- resources, including any specialized services, available to perform the work

- record of past performance, including price and cost data from previous projects, quality of work, ability to meet schedules, cost control, and contract administration
- availability to the project locale
- familiarity with the project locale
- proposed project management techniques
- ability and proven history in handling special project constraints
- conformance to standard contract terms
- conformance to information technology terms
- cost

All SDDOT and BIT evaluators rated the Muth proposal higher in all categories of assessment including cost. The proposed cost for the work for each proposal is as follows:

- Muth Electric = \$2,884,704.00
- Stein Sign Display = \$3,072,972.00

Muth's bid is 2.7% more than the Department's cost estimate of \$2,809,000.

The work will be performed during the spring and summer of 2025.

After the RFP was issued, we identified the need to relocate one of the existing signs on I-29 due to construction of the 85<sup>th</sup> Street interchange. The relocation may require slight adjustment to the final contract price from the cost proposal. However, due to the highly ranked submittal and lower proposed cost, the SDDOT recommends the Transportation Commission award the contract for PCN 03VR to Muth Electric.

Sincerely,



Christina Bennett, PE  
Construction & Maintenance Engineer