

## RFP ADDENDUM #3

**Date:** February 10, 2020

**RFP No.:** 20-011-25



**Material and/or Service:** School Bus GPS Tracking System for the Vail Unified School District No. 20.

**RFP Due Date (revised):** February 18, 2020

**Time:** 2:00 p.m., Local Time

**Opening Location:** Vail Education Center/Calvin Baker Leadership Center  
Attention: Tori Gamble, Purchasing Department  
13801 E. Benson Highway, Suite B  
Vail, Arizona 85641

Please read the following comments and change your response if applicable. Sign and include a copy of this addendum in your response. This RFP is amended as follows:

- 1. What routing system solution does the district used to design the routes?**  
The District uses the software system Transfinder.
- 2. What is the composition of the vehicles upon which the district intends to deploy the specified solution, i.e. light duty / heavy duty? Can a detailed list be provided?**  
See addendum #2 posted February 06, 2020.
- 3. The document states: “The proposed system would be procured under an annual rental agreement. The District does not intend to own the equipment or software proposed. Lease agreements, both short term and long term, shall not be accepted as part of this solicitation.” This seems to be contradictory. Can you please clarify this language?**  
Vendors may not implement long term mandatory lease agreements in response to the solicitation. The District has the right to terminate service at any time per the terms of the solicitation.
- 4. There does not appear to be any direct reference to Student IDs within the scope of the document. Is it the intention of the school district to implement student tracking to the degree of verification, i.e. having the system know that a specific student boarded or disembarked a vehicle?**  
No, only routes are to be tracked.
- 5. The document states: “Hardware to be piloted shall be installed on the buses no later than February 24, 2020;”. This timeline appears to be extremely aggressive considering the due date for the proposal is one week earlier on 2/17/2020.**  
The solicitation has been extended to 02/18/2020 due to the Federal Holiday. Installation of the proposed hardware is to begin the week of February 24, 2020 and shall be completed no later than February 28, 2020.
- 6. Since scheduling the equipment delivery and installation requires some lead time, are we to automatically assume that submitting a proposal also includes participating in a “pilot” regardless of the evaluation process?**  
Yes, pilot equipment for three (3) buses shall be provided. All software needed to run the pilot shall be accessible to the District at no charge. A pre-paid return label must be provided with all hardware to be returned at the end of the pilot.
- 7. Such an aggressive timeline may preclude some participants of quality solutions from participation simply due to being unable to meet the February 24, 2020 deadline which seems to be contrary to the**

**goals of a competitive bid. If we are unable to meet that deadline, will that disqualify us from the evaluation process or is that negotiable?**

Yes, installation is to begin the week of February 24, 2020 and shall be completed no later than February 28, 2020. Pilot equipment shall be provided as part of the bid response. The pilot is a critical part of the evaluation process.

8. **On page 28 of the RFP, the District requests reporting and data collection pursuant to "route mapping". Can the District please elaborate on the types of metrics the District wishes to see with regards to route mapping?**

The intent is to see all locations in which the bus travels and stops to include stop arm activation.

9. **For the pilot, would the District be willing to accept a simulation of the pupil transportation technology within the VUSD's area? This would provide a better indication of the capabilities and scale of the software and accompanying applications than would installing GPS on three buses. Moreover, it would reduce the cost of executing the pilot, which proposers will likely bake into their ultimate proposals for VUSD.**

No. The intent of the District is to test the hardware and software live in order to gather data "in-house". The data collected during the pilot will be presented to the evaluation committee and will be a critical part of the evaluation process. All responsive bidders will be contacted prior to the pilot with the contact information of a District Representative who will be the liaison during the pilot process.

10. **On page 28 of the RFP, the District requires proposers to provide "stop arm activation" reporting. Can the District please elaborate on this requirement? What type of camera or software does the District currently use for stop arm activation reporting?**

Currently there is no system in place. The proposed system shall be able to identify and record stop arm activations.

11. **How many students currently ride the VUSD's bus service?**

The intention of this solicitation is to track buses; regardless of the number of passengers per route.

12. **On page 28 of the RFP, the District requests that the proposed system include a "black box crash recorder". Can the District please elaborate on this request? Is the District looking to understand GPS system failure and have an audit trail of what happened? Or, is the District interested in a particular piece of hardware akin to the black box on an aircraft, that records audio and specific KPIs, and is recoverable in the case of a physical vehicle crash?**

The intent is not for hardware. The intent would be to utilize the recorder in the case of a physical crash.

13. **On page 28 of the RFP, there are a number of requirements that would require the GPS / tracking vendor to be aware of / ingest route information. These include: "reporting and data collection to include... late arrivals", and "Mobile App should include... arrival time for each bus". A GPS provider would only know the arrival time for each bus, and whether or not the bus has arrived late, if it understands a) stop locations, b) the route the bus is following, and c) the times at which the bus is scheduled to be at each stop. Given that the District envisions integration between its routing and GPS systems (which can be costly), would the District be interested in GPS / tracking solutions that included routing capabilities? Providing both GPS tracking and routing capabilities from the same vendor would allow for all of the GPS functionalities the District envisions (plus others) and would furthermore allow routing to be improved and optimized through an understanding of real-time road realities, such as traffic information, communicated through the GPS capabilities.**

No. The intent is for the system to be independent from all other software.

14. **Is the District interested in inclusion of a routing system that would allow for real-time adjustments to routes as a result of late coming information, such as student absences, traffic information, road closures, etc.? This routing solution could optimize the District's standardized routes and tailor them on the margins to respond to real-time realities on the ground.**

No.

15. **On page 29 of the RFP, the District requests that vendors' solutions "automatically finds bus stop locations without the use of routing software or data integration". Can the District please elaborate on this request and its intended use-case? Without information on stop locations or routes, we are unclear on the District's vision for how GPS / routing technology would automatically find this information. Does the District mean that over time, through bus tracking, we could infer the routes and the stops based on actual bus movement / activity?**

The solution should be similar to other systems currently on the market in which the system tracks the vehicle current location; and predicts arrival time based on route history and the buses current location.

16. **May bidders include a title page, executive summary, and company profile with their submission?**  
Yes

17. **Can the District please share with potential Offerors their expected annual budget or a range the District anticipates they will spend on the software for this procurement?**

No specific budget has been determined. The District anticipates the contract will exceed \$100,000 over a five-year period.

18. **Does the VUSD have a Special Education program? If so, would the proposer's software be installed on Special Education buses as well as General Education buses? Are these fleets integrated?**

The software is to be installed on all buses. The fleets, regular education and special education, are integrated.

19. **Of the VUSD's fleet of 95 buses, how many, if any, are dedicated to Special Education?**

The software should work the same for the entire fleet, regardless of the types of students being transported.

20. **Can you please elaborate on your Student Information System (SIS)? What software provider are you currently using to manage your student data?**

The District currently uses the Student Information System software Powerschool.

21. **Would the VUSD expect proposers to integrate with any existing software and / or school systems? If so, can the District please provide proposers with a list of said softwares/school systems?**

No integration is required.

22. **Does VUSD currently own and / or utilize any equipment such as tablets for their pupil transportation services?**

No

23. **Regarding Tab 1 of proposers' responses, do we need to include information for a. through l. in the order requested? Or may we provide answers to these questions amidst a larger narrative of our product and solution?**

The order in which the requested information is presented within the proposal is at the Offeror's discretion.

24. **In Tab 1, the VUSD asks for "Responsiveness"; can the VUSD please elaborate on what it means by "Responsiveness"?**

RFP Page 5: "Responsive Offeror" means the Offeror who submits a Proposal that conforms in all material respects to this Request for Proposals, Instructions to Offerors and the Plans and Specifications, which are incorporated herein by this reference.

25. **Does VUSD have space (and electricity) available in proximity to the buses where GPS devices can be stored and charged overnight?**

No. The intent is for the devices to be connected to, and receive power through, the bus.

26. **On page 27 of the RFP, the VUSD mentions "indirect" or "overhead" services. Can the VUSD please provide additional guidance around what it considers "indirect" or "overhead" services with regards to this solicitation?**

This pertains to third party support or services that may be obtained overseas by the awarded Offeror.

27. **With the due date being February 18th, proposals would have to be finalized Thursday February 13th and thoroughly compiled, reviewed, and shipped by February 14th/15th. Assuming the District receives questions from proposers on February 10th and provides answers by February 12th, proposers will only have 24 hours to thoughtfully incorporate the district's answers into their proposal. We respectfully request that the deadline is extended until two weeks from issuance of answers to proposers' questions. This timeline would allow proposers to comprehensively and carefully incorporate the District's answers into their responses while also providing the District with more time to answer proposers' questions.**

The final addendum will be posted February 10, 2020. No due date extensions are granted.

28. **This is the final addendum for this solicitation.**

Tori Gamble  
Procurement Analyst  
Vail Unified School District #20  
[purchasing@vailschooldistrict.org](mailto:purchasing@vailschooldistrict.org)

**Vendor hereby acknowledges receipt of an agreement with the amendment. A signed copy must be returned with the RFP response.**

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Vendor Name

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Signature

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Date