


Price Proposal Comparison


RFP Onboard Integrated Technology System

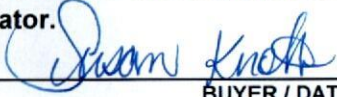
Project: 12324P

Contract Term: 1-yr with possible four 1-yr extensions

Project Manager: Greg Story

PRICE ANALYSIS				Vendor Name		Vendor Name		Vendor Name		Vendor Name	
Pricing for this RFP and Contract was reviewed by the Contract Administrator.				Connexionz Limited		Ineo Systrans USA (Equans)		Peak Transit LLC		Trapeze Software Group Inc. (TripSpark)	
 10/17/2023 BUYER / DATE											
No.	Description	Qty.	Unit	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
Itemized Project Pricing for EXISTING Buses											
1a	Hardware Per Bus WITH OUT Interior Signs (minus modems, cameras, antennas, exterior signs)	24	EA	7,135.08	171,241.92	8,627.26	207,054.24	11,940.65	286,575.60	11,863.00	284,712.00
										Remove Optional Equipment	182,011.00
1b	Hardware Per Bus WITH Interior Signs (minus modems, cameras, antennas, exterior signs)	24	EA	7,825.08	187,801.92	9,170.06	220,081.44	12,615.65	302,775.60	12,757.00	306,168.00
										Remove Optional Equipment	203,467.00
Itemized Project Pricing for EXISTING Buses											
2	Software License	24	EA	2,385.73	57,257.52	2,182.04	52,368.96	4,486.49	107,675.76	5,863.00	140,712.00
3	Installation Cost	24	EA	7,283.72	174,809.28	4,140.86	99,380.64	3,292.62	79,022.88	13,808.00	331,392.00
4	Travel Cost	1	EA	48,142.50	48,142.50	71,938.34	71,938.34	26,000.00	26,000.00	24,950.00	24,950.00
5	Year One Software Support & Training Fee	1	EA		0.00	249,740.12	249,740.12	62,782.62	62,782.62	71,382.00	71,382.00
Sub Total Item 2-5:					280,209.30		473,428.06		275,481.26		568,436.00
Optional Units (up to 6)											
1	Hardware Per Bus w/o Interior Signs (minus modems, cameras & exterior signs)	1	EA	7,135.08	7,135.08	82,008.03	82,008.03	No Bid		No Bid	
	Hardware Per Bus WITH Interior Signs (minus modems, cameras & exterior signs)	1	EA	7,825.08	7,825.08	No Bid		12,615.65	12,615.65	12,689.00	12,689.00
2	Software License	1	EA	2,385.73	2,385.73	2,182.04	2,182.04	4,486.49	4,486.49	11,329.00	11,329.00
3	Installation Cost	1	EA	2,505.00	2,505.00	4,140.86	4,140.86	3,292.62	3,292.62	3,813.00	3,813.00
4	Travel Cost	1	EA	6,662.30	6,662.30	3,500.00	3,500.00	5,000.00	5,000.00	1,500.00	1,500.00
5	One Year Software & Support Fee	1	EA		0.00	0.00	0.00	2,615.94	2,615.94	2,270.00	2,270.00
6	Optional - Real Time Inforamntional Signs	1	EA	2,572.50	2,572.50	See List Pricing Options		6,500.00	6,500.00	6,807.00	6,807.00

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 10/17/2023 BUYER / DATE											
Software and Support											
1	Year 2 Software License & Support Fee	24	EA	2,416.52	57,996.48	1,528.09	36,674.12	2,615.94	62,782.56	3,122.96	74,951.00
2	Years 3 Software License & Support Fee	24	EA	2,537.34	60,896.16	2,355.05	56,521.18	2,615.94	62,782.56	3,279.08	78,698.00
3	Years 4 Software License & Support Fee	24	EA	2,664.21	63,941.04	2,425.70	58,216.82	2,615.94	62,782.56	3,443.04	82,633.00
4	Years 5 Software License & Support Fee	24	EA	2,797.42	67,138.08	2,498.47	59,963.32	2,615.94	62,782.56	3,615.21	86,765.00
Sub Total					249,971.76		211,375.44		251,130.24	Remove Optional Equipment	323,047.00
											265,795.00
Hourly Rates											
4	Offsite / Remote - Program Manager	1	Hour	175.00	175.00	110.00	110.00	75.00	75.00	206.00	206.00
5	Offsite / Remote - Technical Specialist	1	Hour	110.00	110.00	135.00	135.00	125.00	125.00	206.00	206.00
6	Offsite / Remote - Other	1	Hour	175.00	175.00	110.00	110.00	N/A	0.00	206.00	206.00
On Site Rate											
7	The "blended hourly rate" for post-installation services shall be a single hourly rate encompassing all personnel classifications that may be required for completion of any given post-installation task under the resulting contract. This blended hourly rate shall be a fully loaded rate to include, but not be limited to, all salary, benefits, overhead, profit, and local travel costs (defined as travel within Yakima County, WA).	1	Hour	151.01		200.00		275.00		342.50	
Other											
8	Other offerings/options.					See individual cost proposals.					

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Base Subtotal: <i>(Existing buses (hardware without interior cameras) items No. 1a, 2, 3, 4, 5, and Software & Support items No. 1, 2, 3, and 4.)</i>	701,422.98 Minus 30% Discount of 488,290.15 213,132.83	891,857.74	813,187.10	1,016,242.00
8.3% WSST:	40,528.08	74,024.19	67,494.53	84,348.09
Grand Total Base Bid:	528,818.23	965,881.93	880,681.63	1,100,590.09
Comments:	30% Discount were indicated.	*1a. And 1b. Include (2) spares. **Blended rate is for any ADDITIONAL services not already covered.		