

August 09, 2023

Mr. Tim Klan
 Administrator of Information and Instructional Technology
 Livonia Public Schools
 15125 Farmington Road
 Livonia, MI 48154

Project Name: Livonia Public Schools
 Bus Camera Systems – BP06
 Livonia, Michigan

IDS Project No.: 21191-1000 BP06

Dear Mr. Klan:

Bid specifications for the Bus Camera Systems upgrade project were issued on June 8, 2023. The bid package consists of replacing the legacy bus security camera systems in all district buses. The scope includes removal and disposal of the legacy bus camera systems and installation, configuration, and support for a new cellular-enabled bus security camera system. When the bid was released the estimated bus count was 91 buses. The current bus count is 94 total buses. The fleet consists of 62 “Type-C” 77-passenger buses and 32 “Type-A” 31-passenger buses. Type-C buses will be configured with a 4-camera system and Type-A buses will be configured with a 3-camera system.

Representatives from three (4) companies attended the pre-bid conference on June 14, 2023.

Two (2) bids were received on August 3, 2023, as follows:

Bidder	Bid Bond	Familial Disclosure	Affidavit of Compliance	Base Bid
AngelTrax	Yes	Yes	Yes	\$187,020.44
REI	Yes	Yes	Yes	\$235,670.00

The bids also included mandatory alternates (MA) as follows:

Bidder	MA1 – add an additional windshield camera for each bus	MA2 – Add vehicle information data harness to each bus	MA3 – Demolish legacy bus camera system	MA4 – Provide Solid State hard drives in lieu of standard platter drives	MA5 – Add real-time cellular-enabled hosted data service (annual cost)
AngelTrax	\$10,372.18	\$0.00	Included	\$17,841.00	\$56,600.00
REI	\$25,025.00	\$7,735.00	\$9,100.00	Included	\$30,425.00

In addition, the AngelTrax system requires an annual license fee of \$2,000/year and a hosting fee of \$5,460/year.

The bidders included the required Bid Bond, Familial Disclosure, Affidavit of Compliance and Criminal Background Affidavit with their bid submission.

The technology and transportation team reviewed the bids and conducted a post-bid interview with the bidders on August 8, 2023. Both bids were determined to be complete and compliant with the requirements of the bidding

documents. The bill of materials pricing was determined to be in line with current industry trends and historical competitive bidding pricing models for projects of a similar size and scope. The team adjusted the bids to account for the addition of three buses to the fleet from the estimated count in the spring.

While the initial system cost for the AngelTrax system is lower than the REI system, the ongoing costs of the REI system are lower, therefore the team determined that the 5-year cost of the REI system is significantly lower than the AngelTrax system. (Prices below have been adjusted to include the additional 3 buses.)

	AngelTrax	REI
Year 1 costs	\$270,188.28	\$292,262.10
Annual service fees	\$56,600.00	\$31,428.90
Total 5-year cost	\$496,588.28	\$417,977.70

Both bidders agreed to provide the annual cost as bid for 5 years, provided the district commit to and pay for all five years with the initial contract.

IDS recommends the award of the Bus Camera Systems to REI in the amount of four-hundred seventeen thousand, six-hundred seventy-seven dollars and seventy cents. (\$417,977.70)

(\$243,443.20* base bid + \$7,990.00* MA2 + \$9,400.00* MA3 + 5 x \$31,428.90* MA5 for 5 years).

In addition to the award amount, IDS is also recommending a contingency be established in the amount of \$20,000.00.

Sincerely,

Integrated Design Solutions, LLC



Matt McCarty, PMP
Technology Project Manager

ec: B. Weber, PMC
File

* Adjusted for 3 additional buses.