

No. \_\_\_\_\_



## UNITED INDEPENDENT SCHOOL DISTRICT AGENDA ACTION ITEM

**Topic:** Approval of RFP 072-2021 Global Positioning and Telematics System Services for School Buses & Service Vehicles

**Submitted by:** Ms. Cordelia Flores-Jackson **of:** Purchasing Department

**Approved for transmittal to school board:** November 17, 2021

### **Recommendations:**

Staff recommends approval of RFP 072-2021 Global Positioning and Telematics System Services for School Buses & Service Vehicles to Synovia Cal/Amp as the highest ranked vendor meeting specifications and providing the best value to the District. The vendor has agreed to hold the annual recurring fees firm for 5 years, subsequent years will be negotiated.

### **Rationale:**

Staff has complied with all applicable federal, state and local purchasing policies and procedures in obtaining pricing information for the items listed above. Staff is recommending the awards based on being the best value to the district.

### **Budgetary Information:**

Department Funds

### **Board Policy Reference and Compliance**

CH local – Purchasing and Acquisition

CH legal – Purchasing and Acquisition0

**Board Approval**  
Awarding of Bids/Proposals  
November 17, 2021

**RFP 072-2021 Global Positioning and Telematics System Services for School Buses and Service Vehicles**

**Recommendation:**

Requesting approval to purchase from the best bidder(s)/ offer(s) meeting specifications as follows:

| <b><u>Recommended Vendor(s)</u></b> | <b><u>Est. Amount</u></b>   |
|-------------------------------------|---|
| Synovia-Cal/Amp                     | <b>\$236,430.00</b><br>\$151,350 One-time cost<br>\$ 85,080 Annual Recurring Cost |

Administration advertised on October 20, 2021, and October 27, 2021. Proposals were issued through the EBID Portal. Seven (7) proposals were received on Saturday, November 6, 2021, at 10:00 a.m., via the EBID Portal at the UISD Service Center Purchasing Department.

**Budget Information:**

Department Funds


**Resource Personnel:**

Joe Aranda, Executive Director of Transportation  
Hector Cavazos, Director of Fixed Assets  
Javier Rangel, Operations Administrator  
Karina Mendoza, Purchasing Manager  
Cordelia Flores Jackson, Director of Purchasing



# UNITED INDEPENDENT SCHOOL DISTRICT

To: Cordelia Flores Jackson  
Director of Purchasing

From: Joe Aranda  
Executive Director of Transportation 

Date: November 11, 2021

Subject: Award Recommendation - RFP 072-2021 Global Positioning and Telematics System Services for School Buses & Service Vehicles

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The committee for RFP 072-2021 Global Positioning and Telematics System Services for School Buses & Service Vehicles would like to recommend award of the aforementioned RFP to Synovia Cal/Amp as the highest ranked vendor meeting specifications and providing the best value to the District. The committee is comprised of the individuals listed below:

- Joe Aranda, Executive Director of Transportation
- Hector Cavazos, Director of Fixed Assets
- Javier Rangel, Transportation Operations Administrator

The proposals were evaluated on cost, integration with the District's current routing and planning software, meeting specifications, installation plan, training plan, warranty, delivery time, and references. If you have any questions, please feel free to call me at (956) 473-7921.

| Line #                       | Description   | EST. QUANTITY |           | Aasi Infotech Pvt Ltd<br>Bangalore, Karnataka<br>India |                     | Eagle Wireless<br>Communications LLC<br>Downingtown, PA |                     | Federated Service Solutions<br>Farmington Hills, MI |                       | Monarch Tracking<br>Laredo, TX |                     | Shiksha Infotech Innovative<br>LLC<br>Wilmington, DE |                     | Synovis-Cal/Amp<br>Irvine, CA |                     | Tyler Technologies<br>Plym, TX |                     |
|------------------------------|---|---------------|-----------|--|---------------------|---|---------------------|---|-----------------------|--------------------------------|---------------------|--|---------------------|-------------------------------|---------------------|--------------------------------|---------------------|
|                              |   | Unit          | Extended  | Unit   | Extended            | Unit  | Extended            | Unit  | Extended              | Unit                           | Extended            | Unit   | Extended            | Unit                          | Extended            | Unit                           | Extended            |
| 1                            | GPS Hardware for School Buses                                 | 300           | \$145,000 | EA   | \$43,500.00         | \$35.06   | \$10,518.00         | \$0.00  | \$0.00                | \$145.00                       | \$43,500.00         | \$218.00   | \$65,400.00         | \$100.00                      | \$30,000.00         | \$130.00                       | \$39,000.00         |
| 2                            | Installation of GPS Hardware for School Buses (Wired)         | 300           | \$50,000  | EA   | \$15,000.00         | \$111.00  | \$33,300.00         | \$130.67  | \$39,202.17           | \$50.00                        | \$15,000.00         | \$75.00  | \$22,500.00         | \$700.00                      | \$60,000.00         | \$139.00                       | \$41,700.00         |
| 3                            | GPS Hardware for District Vehicles (White Fleet)              | 409           | \$155,000 | EA   | \$63,395.00         | \$0.00  | \$0.00              | \$0.00  | \$0.00                | \$85.00                        | \$34,765.00         | \$217.00   | \$88,753.00         | \$100.00                      | \$40,900.00         | \$130.00                       | \$53,170.00         |
| 4                            | Installation of GPS Hardware for District White Fleet         | 409           | \$50,000  | EA   | \$20,450.00         | \$111.00  | \$45,399.00         | \$130.67  | \$53,445.63           | \$25.00                        | \$10,225.00         | \$75.00  | \$30,675.00         | \$50.00                       | \$20,450.00         | \$139.00                       | \$56,851.00         |
| 5                            | Data Plan for GPS service per bus/vehicle                     | 709           | \$185,000 | EA   | \$131,165.00        | \$0.00  | \$0.00              | \$210.48  | \$149,230.32          | \$295.00                       | \$209,155.00        | \$360.00   | \$255,740.00        | \$0.00                        | \$0.00              | \$0.00                         | \$0.00              |
| 6                            | Annual Service Cost for GPS software per Bus/District Vehicle | 709           | \$360,000 | EA   | \$255,240.00        | \$226.44  | \$160,545.96        | \$0.00  | \$0.00                | \$0.00                         | \$0.00              | \$216.00   | \$153,144.00        | \$120.00                      | \$85,080.00         | \$372.00                       | \$263,748.00        |
| 7                            | Implementation and Training cost                              | 1             | \$60,000  | EA   | \$60,000            | \$0.00  | \$0.00              | \$0.00  | \$0.00                | \$0.00                         | \$0.00              | \$90.00  | \$90.00             | \$0.00                        | \$0.00              | \$18,300.00                    | \$18,300.00         |
| <b>Total Price</b>           |   |               |           |  | <b>\$528,810.00</b> |   | <b>\$249,762.96</b> |   | <b>\$241,878.1151</b> |                                | <b>\$312,645.00</b> |  | <b>\$615,802.00</b> |                               | <b>\$236,430.00</b> |                                | <b>\$472,769.00</b> |
| <b>Alternate / Notes</b>     |   |               |           |  |                     |   |                     |   |                       |                                |                     |  |                     |                               |                     |                                |                     |
|                              |   |               |           |  |                     |   |                     |   |                       |                                |                     |  |                     |                               |                     |                                |                     |
| <b>One Time Cost</b>         |   |               |           |  | <b>\$142,405.00</b> |   | <b>\$89,217.00</b>  |   | <b>\$92,647.7951</b>  |                                | <b>\$103,490.00</b> |  | <b>\$207,418.00</b> |                               | <b>\$151,350.00</b> |                                | <b>\$209,021.00</b> |
| <b>Annual Recurring Cost</b> |   |               |           |  | <b>\$386,405.00</b> |   | <b>\$160,545.96</b> |   | <b>\$149,230.32</b>   |                                | <b>\$209,155.00</b> |  | <b>\$408,384.00</b> |                               | <b>\$45,080.00</b>  |                                | <b>\$263,748.00</b> |

Bidder Preference Laws used to calculate price points

072-2021 Addendum 2 - Global Positioning and Telematics System Services for School Buses & Service Vehicles - Scoring Round

Supplier Scoring Summary

| Supplier                        | Rank | Score | Price (Max 20) | One Time Cost | 15    | Annual Recurring Cost | 20   | Integration with District's current Routing and Planning Software | 25   | Meeting of Specifications | 25   | Meeting of Specifications | 10 | Installation Plan | 5 | Training Plan | 5 | Training | 5 | Warranty | 5 | Warranty | 10 | Delivery Time | 5 | Reference Letters (Max Points 5) | 5 | Reference Letters |
|---------------------------------|------|-------|----------------|---------------|-------|-----------------------|------|---|------|---------------------------|------|---------------------------|----|-------------------|---|---------------|---|----------|---|----------|---|----------|----|---------------|---|----------------------------------|---|-------------------|
| Synovia-Cal_Amp                 | 1    | 92.33 | 3              | 15            | 20    | 24                    | 9    | 9   | 5    | 5                         | 4    | 8                         | 3  |                   |   |               |   |          |   |          |   |          |    |               |   |                                  |   |                   |
| Tyler Technologies              | 2    | 83.00 | 2              | 6             | 20    | 24                    | 9    | 5   | 4    | 9                         | 4    | 4                         |    |                   |   |               |   |          |   |          |   |          |    |               |   |                                  |   |                   |
| Federated Service Solutions     | 3    | 72.00 | 5              | 10            | 11    | 21                    | 8    | 4   | 4    | 6                         | 4    | 4                         |    |                   |   |               |   |          |   |          |   |          |    |               |   |                                  |   |                   |
| Eagle Wireless Communications   | 4    | 71.00 | 5              | 8             | 12    | 19                    | 7    | 4   | 4    | 8                         | 5    | 4                         |    |                   |   |               |   |          |   |          |   |          |    |               |   |                                  |   |                   |
| Monarch Tracking                | 5    | 69.00 | 4              | 7             | 10    | 20                    | 8    | 4   | 4    | 8                         | 4    | 4                         |    |                   |   |               |   |          |   |          |   |          |    |               |   |                                  |   |                   |
| Shiksha Infotech Innovative LLC | 6    | 49.33 | 2              | 3             | 10    | 15                    | 5    | 3   | 3    | 5                         | 3    | 3                         |    |                   |   |               |   |          |   |          |   |          |    |               |   |                                  |   |                   |
| Asti Infotech Pvt Ltd           | 7    | 35.33 | 3              | 3             | 7     | 10                    | 3    | 1   | 1    | 4                         | 2    | 2                         |    |                   |   |               |   |          |   |          |   |          |    |               |   |                                  |   |                   |
|                                 |      | 67.43 | 3.33           | 7.43          | 12.81 | 19.24                 | 7.05 | 3.57  | 3.52 | 7.05                      | 3.43 |                           |    |                   |   |               |   |          |   |          |   |          |    |               |   |                                  |   |                   |

Evaluators

| Evaluator       | Bio                                |
|-----------------|------------------------------------|
| Aranda, Joe E.  | Transportation, Executive Director |
| Cavazos, Hector | Fixed Assets Director              |
| Rangel, Javier  | Operations Admin.                  |