

ALTERNATIVE STUDENT TRANSPORTATION

Newport Mesa Unified
School District



ORIGINAL

a. ADROIT

PART OF THE  **BEACON** FAMILY
MOBILITY



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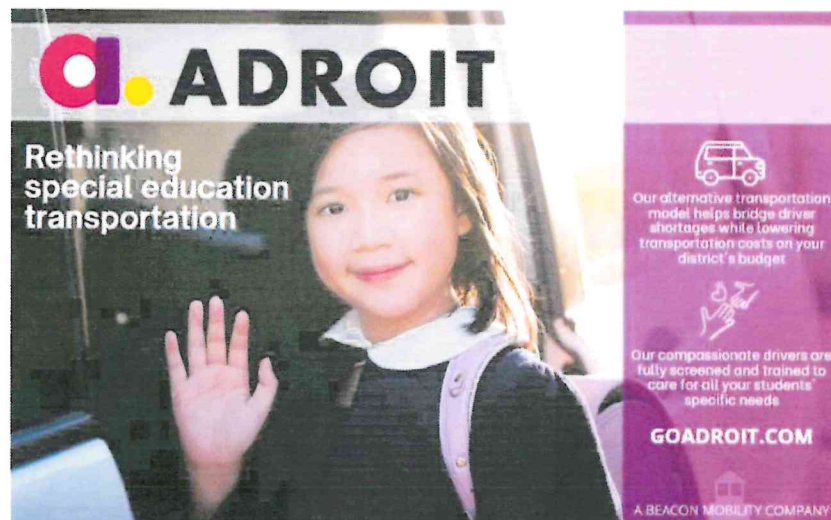
Proposer's Information

Contact Name: Erin Carlson, Director of Business Development

Local Office Address: 10235 West Little York Rd, Ste 430 Houston, TX 77040

Email: erin@goadroit.com

Cell Phone: (713) 854-3911





Transmittal Letter

Newport Mesa Unified School District
Attn: Jonathan Geiszler, Director, Purchasing & Warehouse
Education Center
2985 Bear St., Bldg. A
Costa Mesa, CA 92626

RE: Non School Bus Home to School Transportation Services

Dear Jonathan,

ADROIT has reviewed BID NO. 103-24 Non School Bus Home to School Transportation Services for Newport Mesa Unified School District and we are pleased to offer our unique alternative transportation model in response. ADROIT acknowledges and has received all RFP documents.

ADROIT's story is one of genuine care, compassion, and a profound commitment to making a difference in the lives of students with special needs. We understand the challenges that these students face every day, and we believe that transportation should never be a barrier to their growth and education.

When we founded ADROIT in 2017, our hearts were filled with a burning desire to create a transportation solution that would truly meet the unique needs of special needs students. We knew that a one-size-fits-all approach was not enough. These students deserved personalized care, consistency, and attention, ensuring their safety, comfort, and well-being on every journey.

But it wasn't just about transportation for us. It was about creating a sense of belonging and providing a warm and nurturing environment that these students could rely on. We wanted to give them the confidence to embark on their educational journeys, knowing that they were supported every step of the way.

Our team worked tirelessly to develop a customized proprietary logistical technology platform that connected all stakeholders involved in student transportation. We wanted to bridge the gap between districts, counties, NPS, and school bus agencies, ensuring seamless coordination and communication. Through this technology, we could facilitate transportation transactions with efficiency and transparency, allowing everyone to focus on what truly mattered—the students.

We understand that sending children off to school can be a source of concern and worry for parents and guardians. That's why we have developed our state-of-the-art parent/guardian technology that brings them comfort and peace of mind. Our parent/guardian technology is specifically designed to provide a seamless and reassuring experience for parents when their kids embark on their educational journeys. Through this innovative solution, parents can stay connected and informed every step of the way. With our technology in their hands, parents can receive real-time updates, including information about pick-up and drop-off times, route details, and any changes or delays that may occur. They can also track their child's transportation in real-time, ensuring they are aware of their whereabouts and progress.

The acquisition by Beacon Mobility in 2021 was a pivotal moment for us. It signified a joining of



forces, and a shared vision to revolutionize the student transportation industry and elevate the level of care provided to special needs students across the nation. We became part of a family that was equally passionate about making a positive impact and amplifying our reach and resources.

Today, as we reflect on our journey, we are filled with immense pride. ADROIT has grown exponentially, and we now have more than 50+ district partners for small vehicle services across the United States. We have become a lifeline for students and families, offering reliable transportation solutions that go beyond just getting from point A to point B.

But our success is not measured solely by numbers or contracts. It lies in the smiles on the faces of the students we serve. It lies in the gratitude expressed by parents who see their children flourish, knowing that they are in safe hands. It lies in the stories of resilience, where transportation is no longer an obstacle, but a catalyst for growth and achievement.

We are driven by a deep sense of purpose—to unify technology and logistics in service of our clients, families, and, most importantly, the students. We believe that every student, regardless of their circumstances, deserves a chance to thrive. And we will continue to work tirelessly, day in and day out, to ensure that no student is left behind.

At ADROIT, we take great pride in our commitment to compliance with all federal, state, and district requirements and regulations. We understand the importance of ensuring the highest standards of safety, security, and professionalism in student transportation. To uphold these standards, we meticulously select and manage our team of compassionate drivers. Each driver undergoes a comprehensive screening and vetting process to ensure their qualifications, experience, and commitment to student well-being.

Our entire organization looks forward to a long-lasting partnership and the opportunity to provide an exceptional level of transportation service to Newport Mesa Unified School District. Should you, the school district, or the board have further questions, please feel free to call Erin Carlson, Business Development Director at 713-854-3911.

Choose ADROIT as your partner in student transportation, and rest assured that your students will be in the hands of caring, responsible, and fully compliant professionals. We are committed to exceeding your expectations and providing the highest level of service in accordance with all relevant requirements and regulations.

Respectfully,

Emran Saidan
Chief Executive Officer



OUR STORY

History and Overview

ADROIT is an alternative/supplemental student transportation platform that complements the school bus and helps districts with their special transportation needs through its small vehicle fleet. ADROIT provides world-class technology that connects all stakeholders involved in students' transportation transactions. The company provides transportation solutions for school districts, counties, NPS, and school bussing agencies to assist with their special transportation needs.

ADROIT was founded and headquartered in Belmont, California in February 2017 in California and was acquired recently in December 2021 to join the Beacon Mobility family. Beacon Mobility is one of the largest national student transportation companies in the United States. Together, we are on a mission to provide students with special needs, with customized transportation solutions that empower districts to focus on students' growth and education.

Our platform leverages technology allowing us to manage the operation from an integrated platform that provides resounding transparency to the district and families involved. Given the heavy use of technology, we are able to better manage and communicate regarding the operations, utilize real-time and historical GPS data to optimize rides and maximize efficiency, as well as allow us to ramp up new operations for new customers more expeditiously than historically manual transportation programs.

ADROIT has expanded tremendously in the past few years, by providing the highest level of transportation service which meets the students' transportation needs. Today, ADROIT is recognized nationally with district partners throughout the U.S. and currently services 50+ school districts. While we provide many transportation solutions, we specialize in special needs students (IEP), students with disabilities, McKinney-Vento and ESSA, out-of-district transportation, and non-public school transportation all through small vehicle transportation services.

ADROIT stands behind six (6) added values that make us the district's #1 choice.

 Safety and Trust

 Savings

 Customized Service

 Transparency

 Consistency

 Technology



Our Values

Our core values are truly the heart and soul of our company. These define who we are, acting as a beacon to guide us toward who we want to become.

Our core values embody what it means to be part of Beacon, reflecting the importance we put on taking care of people: our Beacon team, our passengers, our customers, and our communities.

Our Commitment

We are dedicated to providing those we serve with the opportunities, resources and support to confidently move ahead. We **support safe, compassionate, and inclusive environments** that provide our communities with the mobility solutions they need to flourish and succeed.

We **care**. We **do the right thing**. We **collaborate**. We **have fun**.

The Benefits of Being Part of the Beacon Family

More than a solution provider, we are a **passionate partner that's dedicated to making a difference**. As an industry leader who understands your business, we care about your staff, your students, and your communities—**just like you**.

By outsourcing your pupil transportation, you can control your transportation costs and focus on what you do best – teaching our children. We are **committed to going the extra mile as we put people first**.

11,000+

Employees across 110+ locations serving 20 states.

530+

Contracts served

99%

Customer retention rate

8,500+

Vehicles

Combined Resources = Nearly 100 Years' Experience



Our company **works as a team**, treats each other like **family** and knows what we do is important to rider's **everyday** lives.

Backed by nearly 100 years of experience, Beacon Mobility is a growing family of companies that **share a mission of putting people first**. Together, we provide **safe, reliable**, and **cost-effective mobility solutions** uniquely tailored to meet the needs of the people we serve. Communities, school districts, special education programs and regional transit authorities **count on** our companies to get people where they need to go **safely** and **on time**.

Beacon Mobility is the parent company to a growing family of regional transportation companies. Beacon's partner companies currently operate at more than 100 locations serving 20 states under their local brand names. Across all school bus companies, Beacon operates 8,500 vehicles and employs over 11,000 team members.



We care

Treat people with kindness
Offer help when you can
Keep everyone safe



We do the right thing

Act in good faith
Do what you say
Hold each other accountable



We collaborate

Ask for input
Be a great listener
Find solutions together



We have fun

Be yourself
Create connections
Celebrate success together



Each day, school districts are confronted with the real challenges of increased class sizes, student behaviors, ongoing demand for nutritional programs, and decreasing budgets. The very last thing a district should ever have to worry about is transporting students between home and school safely, securely, and on-time. SCR takes those worries away.

We offer solutions in the following areas:

-  People
-  Engagement
-  Technology
-  Service



Driving the details.

With our many years of service, we have a deep understanding of what it takes to run high-performing transportation services whether it be in a major metropolitan area, suburban, or rural area. We give all customers direct access to our leadership team. Our people-focused culture means our employees are treated with the same level of respect as the passengers that we care for every day. We take care of our own so our drivers can be 100% focused on safely transporting your students.



With every new customer, we begin by working closely with them to develop an operating plan focused on meeting their unique service criteria. We prioritize productivity, performance, optimized number of trips, and, most importantly, district and student satisfaction. Our



approach is supported by industry-leading tools and techniques we've fine-tuned over the years, including:

-  **Culture of People First** – We ensure a culture that provides ongoing leadership and development programs to enhance our team's ability, promote from within, and develop them to continuously achieve new levels of performance and customer satisfaction.
-  **Commitment to be Engaged** – We treat our customer relationships as a partnership, we are committed to meeting regularly to ensure open communication and collaboration with various stakeholders to ensure transportation service aligns with your current and future priorities.
-  **Technology investment plan** to ensure our team has the most up-to-date tools to keep your students safe, and on time, and allow more expeditious communication. Plan includes:
 -  Cutting-edge scheduling and dispatch technology linking GPS tracking and payroll.
 -  Routing software and ridership database linked with billing.
 -  Access to bus tracking smartphone App for parents/guardians with near real-time tracking and arrival notifications.
-  **Commitment to Service** – GPS tracking to manage on-time performance and assist with route planning. Providing transparency through tracking meaningful metrics shared with our partners. We will solicit feedback through meetings, surveys, and advisory panels and act on the feedback to fine tune our approach to maximize our delivery of service to you.

Why ADROIT?

Beacon Mobility, through its partnership with ADROIT, provides the guiding light and brings together uniquely rounded players with

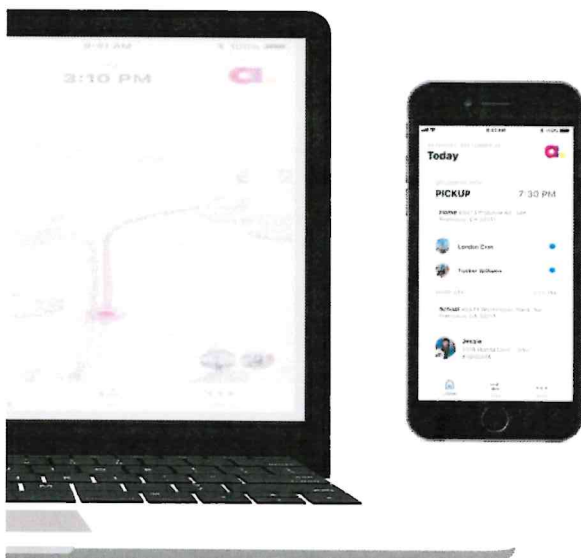
experience and resources of both school transportation operators and ADA paratransit operators who excel in the most challenging metropolitan markets in the country including Boston, New York City, Long Island, Newark, Philadelphia, Chicago, Arizona, and California.





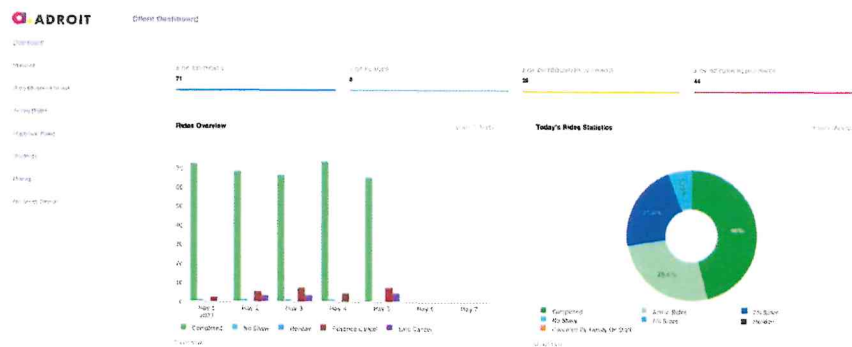
ADROIT leadership has already begun learning from our sister school transportation and paratransit companies, including on-site visits and shadowing. Subject matter experts through Beacon and sister companies will be engaged and involved to assist to ensure a smooth transition and provide ongoing support. Beacon and ADROIT are committed to a collaborative partnership working together and learning from each other to help drive towards excellence.

No other alternative transportation provider has the capacity to share the experiences and best practices that ADROIT has to offer since we are part of a larger passenger transportation platform through Beacon which operates school buses, school transportation vans, and paratransit buses.



ADROIT mobile app, family app & school portals

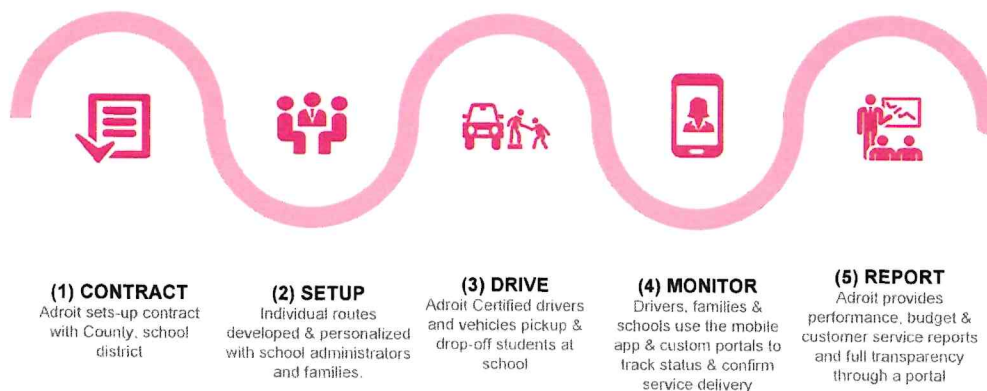
The entire logistics ecosystem is connected using proprietary Adroit technology. The drivers use the mobile app to confirm schedules, route details and provide real-time status updates. The family & school portals provide browser-based access to status, performance metrics, and the Adroit Report Card on service delivery experience. These tools allow the various stakeholders to communicate quickly and effortlessly.





How It Works

Supplemental and Alternative Student Transportation Connecting Districts, schools, Families and Drivers



For more information, please visit our website using the link below.

ADROIT: <https://www.goadroit.com/>

Beacon Mobility: <https://www.gobeacon.com/>

ADROIT is directed by a skilled senior management team that is customer focused in bringing customized solutions that meet the needs of your district and community.

Our organizational structure is straightforward, yet efficient. With our combined resources, we have nearly 70 operating locations. Each location has a supervisor responsible for all aspects of the company's operations in that specific local area. Additionally, our local areas are staffed with functional experts in the areas of safety, recruiting, driver training, maintenance, and finance to ensure support of our locations, therefore, ensuring exceptional customer service.

We pride ourselves on the ability of our local staff to **make the best decisions** where they matter most – at your **school district** and in your **community**.



Qualifications and Experience

ADROIT brings a wealth of qualifications, experience, and a proven track record as a transportation provider, particularly in the following key areas:

Specialized Transportation Services:

ADROIT specializes in providing transportation solutions tailored to the unique needs of students. With a dedicated focus on special needs students (IEP), individuals with disabilities, McKinney-Vento and ESSA programs, out-of-district transportation, and non-public school transportation, the company has developed specialized expertise in serving these populations.

Serving Students and Individuals with Disabilities:

ADROIT has extensive experience in transporting students and individuals with disabilities. The company understands the specific requirements and accommodations necessary to ensure their safety, comfort, and dignity during transportation. Drivers undergo comprehensive training to effectively handle the needs of this population and provide a supportive transportation experience.

Here are just some of the special health care needs or developmental disabilities that we have the experience transporting:

- Attention Deficit Hyperactivity Disorder (ADHD).
- Autism Spectrum Disorder (ASD).
- Behavior Disorders.
- Cerebral Palsy.
- Cleft Lip and Palate
- Cystic Fibrosis.
- Down Syndrome.
- Fetal Alcohol Spectrum Disorders (FASD).
- Hearing Disorders.
- Hemophilia.
- Intellectual Disabilities.
- Learning Disabilities.
- Paraplegia.
- Quadriplegia.
- Seizure Disorders.
- Sensory Processing Disorder.
- Spina Bifida.
- Substance-Exposed Infants.
- Vision Impairment.
- Traumatic Brain Injury.





- McKinney-Vento and ESSA

Everyone should have the opportunity for an education. We can help provide transportation for all your Alternative Students Transportation needs whether they live inside or outside of your district.

Non-Public Schools Transportation

Not a public school? Don't have a federal budget to support your transportation needs? Don't worry, we got your back. Just let us know what transportation needs your district has, and we assure you that we'll devise a plan that you'll love in no time.

Joint School District

Transporting your students to the same specialized school as your neighbor school district? We can help you join forces and provide transportation that makes the cost more reasonable for both of you

Serving the Geographic Area:

ADROIT has a strong presence and experience in serving the geographic areas it operates in. With a focus on specific regions or school districts, the company has developed an in-depth understanding of local transportation needs, infrastructure, and regulations. This local expertise allows ADROIT to efficiently navigate the area and optimize transportation routes.

Comparable Contracts of Similar Size and Scope:

ADROIT has successfully undertaken and managed contracts of similar size and scope. The company has a proven history of delivering transportation services for school districts, counties, NPS (Non-Public Schools), and school busing agencies. Through its experience with comparable contracts, ADROIT has honed its operational capabilities, logistical expertise, and understanding of the requirements associated with large-scale transportation programs.

In summary, ADROIT brings a strong foundation of qualifications and experience to the table, with a specific focus on specialized transportation services, serving students and individuals with disabilities, expertise in the geographic areas served, and a successful track record with contracts of similar size and scope. This experience positions ADROIT as a reliable and knowledgeable transportation provider capable of meeting the unique needs of its clients and delivering exceptional service.



SCOPE OF SERVICES

ADROIT has solidified an esteemed standing within the industry, synonymous with unwavering integrity and the consistent delivery of dependable and secure transportation solutions. Our commitment to transparency, personalized service, and innovative technology has garnered widespread trust among school districts nationwide, cementing ADROIT's position as a preeminent leader in student transportation.

At the core of ADROIT's fundamental values resides an unwavering devotion to integrity, evidenced through the most elevated tiers of ethical practice across all operational dimensions. Our company, along with its devoted personnel, exemplifies an enduring legacy of professionalism and unwavering integrity over the passage of time. ADROIT's pristine reputation, unmarred by any instance of criminal conviction or non-appealable civil judgments, stands as a tangible testament to our resolute dedication to ethical conduct. This steadfast commitment fosters an environment of trust and reliability in each interaction with stakeholders.

Sustaining an impeccable record without a single blemish, ADROIT has adeptly navigated the regulatory landscape, avoiding any entanglement in governmental investigations. This accomplishment underscores our unwavering commitment to adhering to regulatory protocols and cultivating an environment characterized by transparency and credibility. ADROIT's resolute dedication to upholding the highest standards of integrity extends seamlessly across the breadth of our business operations, affirming our steadfast dedication to ethical excellence.

In matters of security, ADROIT's drivers undergo exhaustive training in security protocols, equipping them to handle emergencies, and crisis scenarios, and ensuring the physical safety of students during transportation. Effective communication and conflict resolution techniques are ingrained in our drivers, and essential for maintaining a secure and respectful environment. The understanding of student behavior and adept management skills further contribute to a controlled transportation setting, promoting positive interactions among students while maintaining discipline.

Communication and Conflict Resolution: Proficiency in effective communication and conflict resolution skills stands as an indispensable cornerstone for cultivating an environment defined by security and respect. Our drivers undergo comprehensive training in precise communication protocols, honing their ability to skillfully de-escalate conflicts and navigate challenging scenarios with the utmost professionalism.

Student Management and Behavior: Our commitment to a secure and controlled transportation milieu is reflected in our drivers' thorough understanding of student behavior and adept management techniques. Rigorous training equips our drivers to effectively address behavioral challenges, foster positive interactions among students, and meticulously uphold discipline within the vehicle. This strategic approach contributes to an environment characterized by order, safety, and conducive student experiences.



Ongoing refresher training underscores ADROIT's commitment to perpetual learning and advancement. Regular training sessions reinforce security protocols, address emerging challenges, and align drivers with industry best practices. This comprehensive security training program empowers ADROIT's drivers to ensure a secure and reliable transportation experience, cultivating trust and confidence among school districts, families, and all stakeholders involved.

Leveraging advanced GPS tracking technology, ADROIT ensures punctual performance and optimized route planning. This technology facilitates real-time vehicle tracking, guaranteeing timely arrivals and departures. The ensuing transparency is evident in the sharing of crucial metrics with partners, affording them insights into transportation operations. A commitment to feedback solicitation through meetings, surveys, and advisory panels underscores our dedication to continual enhancement.

In alignment with the primary attributes sought by the District, ADROIT bears a demonstrated history of excellence in providing a range of transportation services, a responsive understanding of specifications, a robust capacity to perform as described, and an unwavering commitment to meeting the district's dynamic needs.





DRIVERS

Part of ADROIT's safety measures, contracted transportation partners must undergo initial background and motor vehicle record (MVR) checks. Additionally, they are enrolled in a continuous monitoring program that regularly conducts background and MVR checks at both the federal and state levels. This ongoing monitoring ensures that the safety of the students in ADROIT's care remains a top priority. Once a driver successfully completes the on-boarding process and passes the necessary checks, they are issued a digital ID. This digital ID serves as confirmation that the driver is eligible to provide transportation services on a daily basis. In addition to the digital ID, each driver is also provided with a physical lanyard and a sticker for their windshield. These visual identifiers can easily distinguish them as transportation partners of ADROIT, further reinforcing their eligibility and affiliation with ADROIT.

Prior to providing services, all vehicle operators working with ADROIT must meet certain qualifications and go through a thorough screening process. The driver qualifications and screening process are summarized as follows Initial Review:

- Drivers must be 21 years of age or older unless otherwise specified by contract.
- Drivers must possess a valid driver's license in the state or province of residency.
- Drivers must provide an updated photo for driver identification.
- Drivers must have at least three years of licensed driving experience. Background and Motor Vehicle Record Checks:
 - ADROIT works with a third-party vendor, Checkr & Trustline, to conduct pre-service and ongoing checks for all drivers.
 - The Employment Standards team reviews the results to ensure compliance with federal, state, and local laws.
 - Motor Vehicle Records (MVRs) are examined to check for any pattern of unsafe driving behaviors, including a history of moving violations or minor accidents.
 - The applicant's ensure conviction history is evaluated, considering DUI/DWI convictions, which may disqualify applicants from employment. Drug and Alcohol Testing:
 - Drivers undergo a pre-service drug screen.

- They are also entered into a quarterly random drug testing pool and may be tested upon reasonable suspicion or after accidents.
- Drivers with a positive drug test result or refusal to take a drug/alcohol test will be disqualified. State, Local, and Client Required Checks:
- ADROIT ensures that all transportation providers and their drivers have met all ADROIT, state, local, and school district requirements before transporting students.
- Compliance with state, local, and client-specific regulations and standards are verified. After fulfilling the above requirements, drivers must also complete required vehicle inspections, adhere to the school district or local requirements such as physical exams or TB tests, and undergo industry-leading ADROIT driver training. This training is specifically designed for drivers providing student transportation in smaller capacity vehicles. By implementing these rigorous screening and qualification processes, ADROIT aims to prioritize the safety and well-being of students during their transportation to and from school.



KEY PERSONEL INFORMATION

Company Name	Adroit Advanced Technologies, Inc.
Tax ID Number	82-3392831
Address	10235 W. Little York Rd. Suite 430, Houston, TX 77040
RFP Contact Info	Erin Carlson Director of Business Development, Erin@goadroit.com, (713) 854-3911
VP of Business Ops	Daniel Hernandez
Sr. Ops Manager	Shirley Kaeratana (650) 466-6615
Accounting	Accounting@goadroit.com
Call Center Number	(888) 778-3413
Call Center Manager	Mandy Trow, Amanda@goadroit.com
Driver Supply Manager	Justin Spells, justin@goadroit.com

Complete Transportation Solutions





Our Regional Executive Team



Emran Saidan SVP, Alternative Student Transportation: Emran is an accomplished professional with extensive experience in alternative student transportation. In 2021, he joined Beacon Mobility as the Senior Vice President for the West region. Prior to his role at Beacon, Emran garnered over eight years of industry expertise, both as a founder of transportation companies and through his previous positions. His career began as a small logistics contractor for the U.S. Military in the Middle East, where he quickly advanced to become a key contact for the military in the region. Emran's strong leadership and ambition make him an asset to the ADROIT business division, where he serves as the Founder and CEO.



Daniel Hernandez VP, Business Operations: Daniel is an accomplished logistics and operations specialist, holding a degree in Global Supply Chain Management from Brigham Young University. He played a crucial role as part of ADROIT's founding team, spearheading the establishment of the operations and business development departments. With over 12 years of experience in the field, including seven (7) years focused on Alternative Student Transportation for ADROIT and ALC schools, Daniel brings a wealth of expertise to his current role as VP of Business Operations. Daniel's profound dedication to the industry has not only influenced the culture at ADROIT but has also made a significant impact on the lives of students and their families. As a parent of a special needs child, he personally understands and values the transformative power of exceptional service in Special Education transportation. His unwavering commitment to excellence sets him apart and ensures a positive experience for all stakeholders involved.



Erin Carlson, Director of Business Development: Erin is a highly accomplished sales management professional, with a remarkable track record of over 15 years driving multi-million-dollar sales growth and delivering exceptional customer service. Currently serving as the Director of Business Development at ADROIT, she brings her expertise and enthusiasm to the team. As a mother of a special needs child, Erin possesses deep compassion and a firsthand understanding of the challenges faced by parents in ensuring the safe transportation of their precious cargo. This personal connection fuels her unwavering commitment to providing outstanding service in the realm of Special Education transportation. Her valuable insights and empathetic approach have a significant impact on ADROIT's mission to serve the unique needs of every student.



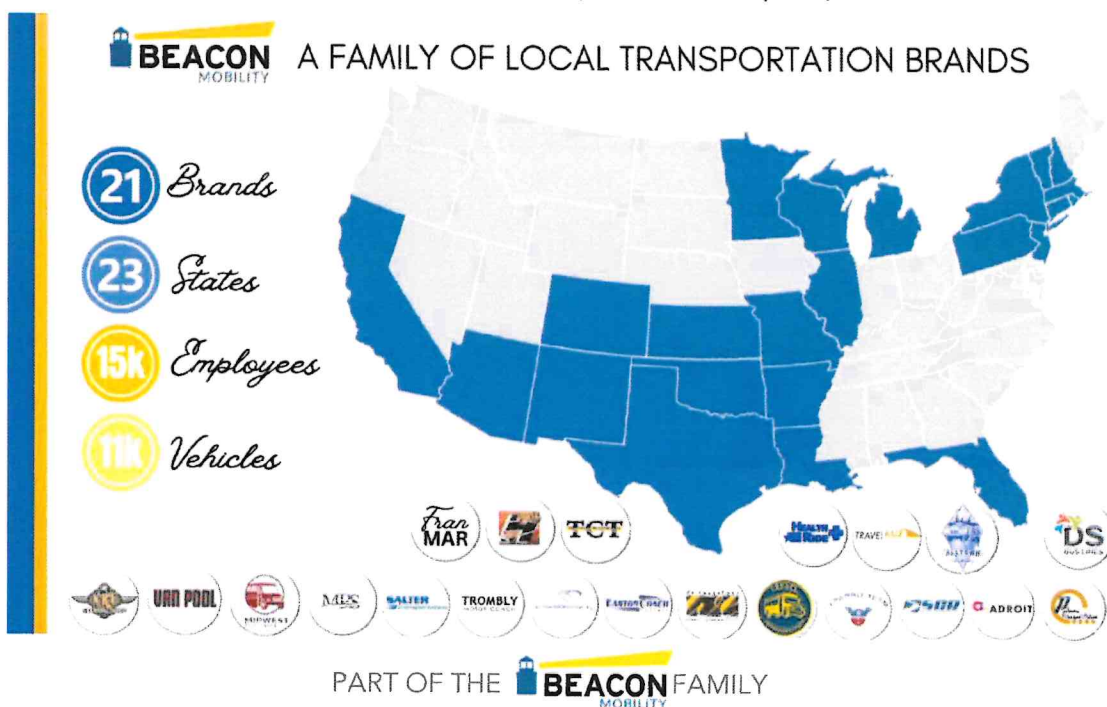
Beacon Mobility Executive Leadership Team



Judith Crawford, Chief Executive Officer: Judith joined Beacon Mobility as the CEO in 2021. Formerly, Judith was the Chief Executive Officer of National Express Transit Corporation (a division of National Express LLC), where she was responsible for all transit operations in the United States and Canada, as well as the continued growth of the division through organic wins and acquisitions. At National Express Transit, Judith built and drove the vision of a customer-centric program that used the most innovative technologies to provide superior safety protocols, exemplary customer experience, and exceptional operational performance. Prior to National Express Transit, Judith served as Chief Financial Officer for National Express LLC, overseeing the financial direction of both the established student transportation business and the newly created transit operation. Before beginning her career with National Express, Judith worked as a chartered accountant for KPMG in the United Kingdom.



David Duke, Chief Commercial Officer: David joined Beacon Mobility in 2022 to oversee the company's commercial development and growth efforts. He has a proven track record in operations and business development and brings a proactive and strategic approach to management. David has held various leadership positions over the course of his career within multiple national transportation organizations, managing regional and national operations as well as business development in school bus transportation and consumer transit transportation. He brings more than 30 years of experience in passenger transportation, most recently, serving as CEO (and in an advisory role as CEO Emeritus) of National Express, LLC.



Our References

Client Reference	
Client Name and Address	Sunnyvale School District 819 W Iowa Ave, Sunnyvale, CA 94086, USA
Primary Contract Person , Title	Sri Venkat - Staff Secretary, SpEd & Transportation
Phone Number	(408) 522-8200 ext. 1029
Email Address	srividhya.venkatasubramanian@sesd.org
Services Provided	Alternative and Supplemental Student Transportation

Client Reference	
Client Name and Address	Milwaukee Public Schools 5225 West Vilet Street, Milwaukee, WI, USA
Primary Contract Person , Title	David Fifarek - Senior Director, Business & Transportation Services
Phone Number	414-475-8796
Email Address	
Services Provided	Alternative and Supplemental Student Transportation

Client Reference	
Client Name and Address	Cambrian School District 4115 Jacksol Drive, San Jose, CA 95124, USA
Primary Contract Person , Title	Maggie Spehar - Director of Student Services
Phone Number	669-268-6008
Email Address	speharm@camabriandsd.com
Services Provided	Alternative and Supplemental Student Transportation



Proposal Clarifications/Deviations

Our proposal is derived from the Newport Mesa Unified School District. and Adroit Advanced Technologies, Inc. (ADROIT) signing a mutually agreeable contract. Adroit Advanced Technologies, Inc. assumes that if the district awards a contract to us that the district has read and understands our proposal and is willing to negotiate a mutually acceptable contract that includes the district's proposed Bid No. 103.24 (Non School Bus Home to School Transportation Services) and ADROIT terms of service.

- ADROIT will provide all/any other required documents upon request.
- The scope of work performed by ADROIT, and its parent Beacon Mobility may demonstrate the reliability and the capability of fulfilling the proposed scope of work.
- Drivers, vehicles, and training information will be provided based upon request and closer to the fulfillment of the contract.
- ADROIT reserves the right to negotiate the terms as presented. Contract Terms & Conditions.

We are aware that this opportunity will be awarded to multiple vendors, so our goal is to support your district with all your supplemental transportation needs. Our unique solutions help bridge driver shortages while lowering costs on your district's transportation budget. We will be delighted to welcome you to join our district partner family by earning your trust to transport your most precious cargo. We would appreciate the opportunity for an interview to share more about us, learn more about your transportation needs, and clarify any obscurity in the proposal if needed.

We will be delighted to welcome you to join our district partner family by earning your trust to transport your most precious cargo. We would appreciate the opportunity for an interview to share more about us, learn more about your transportation needs, and clarify any obscurity in the proposal if needed.



Pricing Schedule

Fees Declaration

ADROIT will charge The Client a Base Service Fee per ride, which includes the first 10 miles. The Service type is determined by vehicle capacity, student requirements, and vehicle availability. An additional per-mile fee will be charged for any ride longer than (10) miles.

The pricing table below outlines all associated fees:

All fees are subject to students' needs/requirements and vehicle availability.

Service Type (The first 10 miles included)	Ride Fee
Sedan (Up to 3 Students)	\$ 76.00
Large Vehicle (Vehicle with 3 rows, up to 5 Students)	\$ 95.00
Wheelchair Accessible (Ramp for access, 1 student)	\$150.00

All fees are subject to students' needs/requirements and vehicle availability.

Additional Services and Fees (As needed/required)	Ride Fee
Additional Miles (For each mile after the included 10 miles)	\$2.65
Safety Equipment (Per equipment/student-vehicle/ride)	\$5.00
Ride Monitor (Per hour, 2 hours minimum per ride)	\$40.00
Wait Time (Per hour, billed in 15 minutes increments)	\$60.00
No-Show or Late Cancel	Full Price of Ride
Toll (If applicable)	TBD



Definitions

Base Service Fee (Ride Fee)

The fee charged for a ride is a one-way transportation event with a student and/or attendant onboard.

- **Examples include:**

Residence to School: When a student or a group of students are picked up from a residence(s) and dropped off at school(s).

School to Residence: When a student or a group of students are picked up from a school(s) and dropped off at their residence(s).

The Client will be charged by adding the total number of rides serviced, no-showed, and late canceled. The Client will only be charged for the miles incurred while a student and/or attendant is onboard.

Service Type

The type of vehicle used to transport a student or a group of students. The Service type is determined by vehicle capacity, student requirements, and vehicle availability.

Wheelchair Accessible Service

Our special service for transporting students who require a wheelchair vehicle. This is a per student/per ride service. All subject to the students' needs/requirements and vehicle availability.

Additional Services and Fees

These services are only incurred per The Client's request to provide such service. They can include but not limited to:



Additional Miles Fee

A per-mile fee charged to any ride with mileage longer than the miles included in the Base Service Fee. Refer to the Service Type table.

Safety Equipment Fee

A per-student/per-ride fee charged for students requiring safety equipment in compliance with safety standards and regulations such as Buckle Guards, Safety Vests, Car Seats, Booster Seats, and other additional equipment.

Attendant/Aide Service

When The Client requests, ADROIT can provide a ride Attendant for the student for a fee. When The Client provides the Attendant, there will be no "Attendant/Aide Fee". Nevertheless, whether an Attendant/Aide provided by ADROIT or The Client, the mileage incurred while an Attendant is onboard the vehicle without a student (transporting the Attendant to and from their pick-up location) is considered part of the overall ride mileage and will be invoiced to The Client accordingly.

Waiting Time Fee

A fee charged for waiting for a student for more than 5 minutes when authorized by The Client. The fee is charged on an hourly basis in 15-minute increments rounded up to the next increment. In the case of a student being undeliverable upon drop off at the residence, then the charge is authorized by ADROIT, and The Client will be charged and informed when such takes place.

Toll Fee

A toll fee is charged only if a ride incurred a toll while transporting a student(s). This fee is determined by the toll operator.

Hard to Serve Fee

A recurring fee charged if the student(s) express extreme behavior or ride conditions are deemed very difficult. This discussed fee would be charged only with The Client's approval. If no agreement could be reached, ADROIT may decline to service that particular ride. e.g., Students with aggressive behavior, who launch bodily fluids, or live in remote area locations or other difficulties.



Invoicing

At the beginning of each month, an invoice showing the number of rides and the total cost will be electronically sent to The Client's concerned administrator for the previous month. A detailed report may be attached to the invoice; however, all previous months' ride activity will be visible in our client dashboard. In the event of a No-Show or Late Cancel, the ride will be invoiced at the full normal rate. ADROIT requires a 24-hour notice to stop or remove a student from a ride; failing to do so will result in a charge for that day only. Reviewing the emailed invoices is the Client's responsibility; any disputed charges must be submitted within 30 days from the invoice date to be considered and looked into. A 3% monthly late fee will be assessed, charged and added to the following invoice if the invoice is not paid within 30 days of the invoice receipt. ADROIT may request to invoice the Client weekly should the Client agrees.

Mileage Charges

Mileage charges are based on driving distance calculations from a third-party provider (e.g., Google Maps, MapQuest, Apple Maps). The calculations are based on the fastest route, and the total is rounded up to the next whole mile. ADROIT shall be responsible for plotting the routes collectively and individually using ADROIT's proprietary Routing and Monitoring Software. The Client will be only required to pay for mileage from and to destinations that are already authorized by The Client.

When Routes Change or Students are Added, or Removed

When it becomes necessary to change a route for any reason(s), including adding or removing students, ADROIT shall plot the revised or new route using ADROIT's Routing and Monitoring Software as described above in the most efficient manner based on the information known to ADROIT at that time.



Routes will be optimized from time to time as deemed necessary by ADROIT or requested by The Client. If The Client adds a student to be transported, that Student may be individually transported until routes are optimized or based on vehicle availability.

Fuel Surcharges

When the average fuel price exceeds 20% per gallon compared to the average annual price of the previous year (12 months prior) at the time of signing the contract, the mileage rate will be increased. The increase will be determined by calculating the percentage of the amount by which the fuel price exceeds 20%, and adding it to the base mileage rate. For example, if the average fuel price, as indicated by the fuel price index, increases by 25%, the per mile fee will increase by 5%. This increase will be calculated as follows: Assuming gas prices increase by 25% and the per mile fee is \$2.5, the increase will be 5% of \$2.5, resulting in an additional \$0.125 or 12.5 cents per mile.

These surcharges will also apply to the miles included in the ride base price. The fuel price index to be used can be found under the category of "[Your Specific State or Region] U.S. Average Fuel Prices" and should be calculated based on the data provided on the following website: https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_sca_w.htm





The Client agrees that the following policies shall be followed related to ADROIT's software usage and students' No-Show, Late Canceled rides, and reports for the service provided by ADROIT:

Routing and Monitoring Software

ADROIT uses its own Routing and Monitoring Software and can use any other supporting software deemed necessary to ensure the best quality of service. ADROIT's Routing and Monitoring Software consist of four interconnected components that work together:

- **ADROIT Dashboard:** ADROIT's proprietary technology that allows for routing and live safety monitoring, among many other things to be possible.
- **Client Dashboard:** Enables the Client to enter all student and school's data, monitor all service transactions concerning their account, cancel rides when needed, communicate with ADROIT's administrators, review reports and invoices, and more.
- **ADROIT Guardian:** ADROIT's mobile application that enables students' guardians to monitor their kid's rides, cancel rides when needed, and communicate with ADROIT's Customer Care team. No changes to the service agreed upon with The Client shall happen without The Client's approval first.
- **ADROIT Driver:** ADROIT's mobile application that enables real-time monitoring, communication, and gaining insights into the safety of every ride.

More information is available in terms of service on our website www.goadroit.com.

No-Show and Late Cancel

- **No-Show:** This is when an attempt to pick up a student occurs, but the student is not there or is not ready without previous notice by The Client or the student's guardian. The partner (driver) will wait (3) minutes from the scheduled pickup time before a



No-Show is determined. It is The Client's responsibility to monitor student attendance and inform ADROIT of any change to a student's transportation such as removing a student from a route due to multiple No-Shows. ADROIT provides The Client with a comprehensive no-show report through the Client Portal which is always available.

- **Late Cancel:** This is when a notice of ride cancelation from The Client or the student's guardian occurs less than (2) hours from the scheduled ride's start time.

Rides, where a No-Show or Late Cancel occurs, are invoiced at the full normal rate.

Possible Protocols for No-Shows

If a morning single rider No-Show occurs, The Client will be invoiced for the morning ride, and the afternoon ride will remain scheduled unless ADROIT is notified by The Client or the student's guardian to cancel the afternoon ride within the early cancel window.

If a morning No-Show occurs for one student in a multi-passenger ride, the afternoon ride always remains scheduled.

Permanent Student Transportation Cancelation

The Client may cancel transportation for a student permanently by contacting ADROIT. If the student is a single rider, the route will be removed entirely, and the partner (driver) then becomes immediately available to service other routes. If the student was transported with other passengers, then they will be removed from the route, and the student's spot will become available and may be replaced with a different student, if available, to consolidate routes.

Temporary Student Transportation Cancelation

The Client may cancel transportation for a student temporarily for several days by contacting ADROIT. Because this is a temporary change, the student is not replaced on the route, and their space on the route is reserved for their return. If the student is a single rider and the student is canceled temporarily, no charges will be assessed. When canceling temporarily the pick-up/drop-off for a student who is part of a multi-passenger ride, The Client will be charged the normal ride rate.



It is The Client's responsibility to communicate to ADROIT changes to schedules, calendars, and transportation requests in a timely manner.

Multi-Client Invoicing

Should The Client choose to share rides with a neighboring client that is also under contract with ADROIT, the shared ride will be prorated and invoiced according to the following explanation:

Proration of Ride Fees ADROIT's Charging Process

1. Client Standard Rides

Each client's students are routed as standard (stand-alone) rides, and client-specific pricing is applied.

- Example:

Client A has two students whose ride costs \$90 (Ride 1)

District B has a single student whose ride costs \$100 (Ride 2)

2. Multi-Client Rides

All the students from the participating clients, as identified above, are combined into the most cost-effective rides, yielding new "Multi-Client Rides" and subsequent ride costs.

- Example (cont.):



Combined ride cost for all three students \$110 (Multi-Client Ride)

3. Proration of Costs for Multi-Client Rides

The total cost of the multi-client rides is then allocated to each client based upon the percentage of the client's standard ride costs (found in step 1) as compared to the multi-client ride costs (found in step 2). In addition, a 10% coordination fee will be added to each client's proportion.

- Example (cont.):

Client A standard ride cost = \$90

Client B standard ride cost = \$100

Combined multi-client ride cost = \$110

- Client A's proportioned cost % of combined ride cost = $90/190 = 47.4\%$
- $110 * 0.474 * 1.1 = \$62.57$ (Client A's combined ride cost responsibility)
- Client B's proportioned cost % of combined ride cost = $100/190 = 52.6\%$
- $110 * 0.526 * 1.1 = \$69.43$ (Client B's combined ride cost responsibility)

4. No-Shows and Cancellations

For all Multi-Client Rides, No-Shows and Cancellations will apply to each client invoice.



ADROADV-01

DLARIJANI

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

8/25/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER License # 0757776 HUB International Insurance Services Inc. PO Box 3310 Santa Barbara, CA 93130-3310	CONTACT NAME: Laura Greco		
	PHONE (A/C, No, Ext):	FAX (A/C, No):	
	E-MAIL ADDRESS: laura.greco@hubinternational.com		
INSURED ADROIT Advanced Technologies, Inc. 10235 W Little York Rd, Ste 430 Houston, TX 77040	INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A : Kinsale Insurance Company		38920
	INSURER B : Employers Preferred Insurance Company		10346
	INSURER C :		
	INSURER D :		
	INSURER E :		
	INSURER F :		

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☐ PROJECT ☐ LOC OTHER:			01002161300	11/27/2022	11/27/2023	EACH OCCURRENCE \$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 50,000
							MED EXP (Any one person) \$
							PERSONAL & ADV INJURY \$ 1,000,000
							GENERAL AGGREGATE \$ 3,000,000
							PRODUCTS - COMP/OP AGG \$ Included
	☐ AUTOMOBILE LIABILITY ☐ ANY AUTO OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$
							BODILY INJURY (Per person) \$
							BODILY INJURY (Per accident) \$
							PROPERTY DAMAGE (Per accident) \$
	☐ UMBRELLA LIAB ☐ OCCUR ☐ EXCESS LIAB ☐ CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$
							AGGREGATE \$
B	☐ WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N ☒ N	N/A	EIG5077433	11/27/2022	11/27/2023	☒ PER STATUTE ☐ OTH-ER
							E.L. EACH ACCIDENT \$ 1,000,000
							E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
							E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

CANCELLATION

Potential Client for RFP Purposes
Proof of Insurance

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
08/25/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER MARSH RISK & INSURANCE SERVICES FOUR EMBARCADERO CENTER, SUITE 1100 SAN FRANCISCO, CA 94111	CONTACT NAME: PHONE (A/C, No, Ext): E-MAIL ADDRESS:	FAX (A/C, No):
CN142794436--23-25	INSURER(S) AFFORDING COVERAGE	
INSURED ADROIT Technologies, Inc 10235 W Little York Rd Houston, TX 77040	INSURER A: Old Republic Risk Management, Inc.	NAIC # 24147
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** SEA-003945526-01 **REVISION NUMBER:** 0

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☐ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☐ PROJECT ☐ LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
A	AUTOMOBILE LIABILITY ☐ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☒ HIRED AUTOS ONLY ☒ NON-OWNED AUTOS ONLY			MWTB 317814 23	08/01/2023	05/01/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 5,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Self Insured Retention: \$ 5,000,000
	UMBRELLA LIAB ☐ OCCUR EXCESS LIAB ☐ CLAIMS-MADE DED ☐ RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A				PER STATUTE ☐ OTH-ER ☐ E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

Adroit Advanced Technologies
10235 W Little York Rd
Houston, TX 77040

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Marsh Risk & Insurance Services

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CERTIFICATE OF LIABILITY INSURANCE

Page 1 of 1

DATE (MM/DD/YYYY)
08/24/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

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PRODUCER Willis Towers Watson Northeast, Inc. c/o 26 Century Blvd P.O. Box 305191 Nashville, TN 372305191 USA	CONTACT NAME: Willis Towers Watson Certificate Center PHONE (A/C, No, Ext): 1-877-945-7378 FAX (A/C, No): 1-888-467-2378 E-MAIL ADDRESS: certificates@willis.com
INSURED ADRIOT Advanced Technologies, Inc. 10235 W Little York Road, Suite 430 Houston, TX 77040	INSURER(S) AFFORDING COVERAGE INSURER A: Beazley Insurance Company Inc INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:

COVERAGES

CERTIFICATE NUMBER: W29897439

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☐ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☐ PRO-JECT ☐ LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COM/OP AGG \$ \$
	AUTOMOBILE LIABILITY ☐ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB ☐ OCCUR EXCESS LIAB ☐ CLAIMS-MADE DED ☐ RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y/N ☐ N/A						PER STATUTE ☐ OTH-ER ☐ E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Sexual Abuse/ Misconduct			W30F3F220101	12/15/2022	12/15/2023	Limit: \$5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

Evidence of Insurance	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE

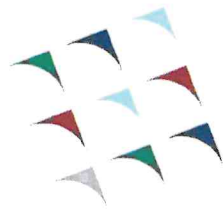
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ACORD 25 (2016/03)

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SR ID: 24580011

BATCH: 3104819



Newport-Mesa
Unified School District

NEWPORT MESA UNIFIED SCHOOL DISTRICT

BID NO. 103-24

NON SCHOOL BUS HOME TO SCHOOL TRANSPORTATION SERVICES

DATE ISSUED: **August 18, 2023**

DATE DUE: **August 31, 2023, BY 3:00 P.M.**

BUYER: **JONATHAN GEISZLER**

NEWPORT MESA UNIFIED SCHOOL DISTRICT

BID FORM

BID NO. 103-24

NON SCHOOL BUS HOME TO SCHOOL TRANSPORTATION SERVICES

1. Pursuant to and in compliance with this bid, and all other documents relating thereto, the undersigned bidder, having familiarized himself with the terms of the contract, the local conditions affecting the performance of the contract and the cost of the work at the place where the work is to be done, hereby proposes and agrees to perform, within the time stipulated, the contract, including all of its component parts, and everything required to be performed and to provide and furnish any and all of the labor, materials, tools, equipment, and all utility and transportation services necessary to perform the contract and complete in a workmanlike manner all of the work required in connection with this contract.

All in strict conformity with the specifications and other contract documents including any addendums for the amounts as set forth below.

2. It is understood that this bid, once approved by the Newport Mesa Unified School Dist. Board of Education, is an annual contract to provide services to the District per this bid for a period of one year from the Board approval date. Any extension beyond the initial year must be Board approved.
3. It is understood that the District reserves the right to reject this bid as specified in the Instructions For Bidders and that the bid shall remain open and not be withdrawn for a period of sixty (60) days.

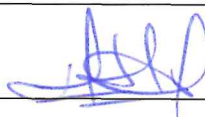
Date: 09/08/2023

ADROIT Advanced Technologies, Inc

Proper Name of Bidder

Daniel Hernandez

By



Signature of Bidder

Note: If a bidder is corporation, the legal name of the corporation shall be set forth above together with the signature of authorized officers or agents; if a bidder is a partnership, the true name of the firm shall be set forth above together with the signature of the partner or partners authorized to sign contracts on behalf of the partnership; and if a bidder is an individual, his full signature shall be placed above.

Bid Form Home -to-School Rates, Non-School Bus

<u>Non-Bus Based Services</u>		<u>Rate</u>	<u>NOTES</u>
Origination Dispatch Charge		\$	Included with the base fee
Cost Per 1-Way Trip Mile		\$ 2.65	(For each mile after the included 10 miles)
Fuel Surcharge		\$	Please refer to our proposal and response under Definitions
Route Minimum Charge		\$ 76.00	Up to 3 students The first 10 miles included
No Show Fee		\$ Full Price of the Ride	Cancel minimum 2 hrs before the scheduled time
Other Surcharges		\$ 95.00	Large Vehicle (Vehicle with 3 rows, up to 5 Students) The first 10 miles included
		\$ 5.00	Safety Equipment (Per equipment/student-vehicle/ride)
		\$ 40.00	Ride Monitor (Per hour, 2 hours minimum per ride)
<u>Anticipated Number of Routes Able to Serve</u>			
Non -School Bus Routes		As many as the district needs.	

NONCOLLUSION DECLARATION TO BE EXECUTED BY
BIDDER AND SUBMITTED WITH BID
(Public Contract Code section 7106)

The undersigned declares:

I am the VP, Business Operations of ADROIT Advanced Technologies, Inc, the party making the foregoing bid.

The bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation. The bid is genuine and not collusive or sham. The bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sham bid. The bidder has not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham bid, or to refrain from bidding. The bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit, or cost element of the bid price, or of that of any other bidder. All statements contained in the bid are true. The bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof, to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the bidder.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on 9/8/2023 [date], at Houston [city],
Texas [state].



Newport-Mesa
Unified School District

NEWPORT-MESA UNIFIED SCHOOL DISTRICT

ADDENDUM NO. 1

Non School Bus Home to School Transportation

BID No. 103-24

NEWPORT MESA UNIFIED SCHOOL DISTRICT

2985 BEAR ST., BLDG.-A

COSTA MESA, CALIFORNIA 92626

August 21, 2023

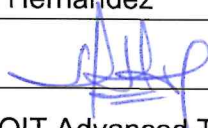
The following revisions and/or clarifications shall be made to the BID documents for the above-named work. All work described in the original BID documents and all applicable Sections of the original BID documents shall be included in the contract, except as herein modified: Acknowledgement of this Addendum shall be made below and submitted with the BID submission. If acknowledgement is not made the proposal may be considered non-responsive.

- ***Change: RFI due date to August 30, 2023 at 4:00PM PST***
- ***Change: Bid due date to September 7, 2023 at 3:00PM***

All other provisions of the BID remain unchanged.

BELOW, PLEASE ACKNOWLEDGE RECEIPT OF THIS ADDENDUM AND SUBMIT IT WITH YOUR PROPOSAL.

Name: Daniel Hernandez

Signature: 

Firm Name: ADROIT Advanced Technologies, Inc

Address: 10235 W Little York Rd, Suite 430
Houston, Texas 77040

Telephone #: 650-394-7474

(END OF ADDENDUM NO.1)



Newport-Mesa
Unified School District

NEWPORT-MESA UNIFIED SCHOOL DISTRICT

ADDENDUM NO. 2

Non School Bus Home to School Transportation

BID No. 103-24

NEWPORT MESA UNIFIED SCHOOL DISTRICT

2985 BEAR ST., BLDG.-A

COSTA MESA, CALIFORNIA 92626

September 1, 2023

The following revisions and/or clarifications shall be made to the BID documents for the above-named work. All work described in the original BID documents and all applicable Sections of the original BID documents shall be included in the contract, except as herein modified:

Acknowledgement of this Addendum shall be made below and submitted with the BID submission. If acknowledgement is not made the proposal may be considered non-responsive.

- ***Change: Bid due date to September 14, 2023 at 3:00PM***

All other provisions of the BID remain unchanged.

BELOW, PLEASE ACKNOWLEDGE RECEIPT OF THIS ADDENDUM AND SUBMIT IT WITH YOUR PROPOSAL.

Name:	Daniel Hernandez
Signature:	
Firm Name:	ADROIT Advanced Technologies, Inc
Address:	10235 W Little York Rd, Suite 430
	Houston, Texas 77040
Telephone #:	650-394-7474

(END OF ADDENDUM NO.2)

MOBILITY WITHOUT LIMITS



**PROVIDING SPECIAL TRANSPORTATION
FOR STUDENTS
TO *LEARN, GROW AND SUCCEED.***

 ADROIT

Erin Carlson | Director of Business Development

**650-394-7474
sales@goadroit.com
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