



Hazelwood School District

Request for Proposal (RFP) – School Bus Digital Camera Systems

Date:

May 31, 2019

Due:

June 13, 2019

Time:

3:00 p.m. CDT



1.0 Purpose

The Hazelwood School District is soliciting a request for proposal (RFP) for School Bus Digital Camera Systems to be installed on 115 District school buses. The proposal shall include three (3) separate quotes; one for three (3) interior cameras, and another for a Stop Arm Camera System; the third for a summarized proposal for both camera systems. All including labor cost system features, functions, and capabilities.

2.0 Background

The Hazelwood School District ("District"), is a high performing school system in St. Louis County, Missouri. The District comprises 78 square miles, and currently services approximately 18,474 students in grades K-12 and employs 2,500 full-time personnel. The District's physical plant includes three high schools, six middle schools, twenty elementary schools, three early childhood education centers, and administration building and support services facility. The Hazelwood School District is the fourth largest school district in St. Louis metropolitan statistical area and the seventh largest in the State of Missouri. District Transportations Services operates 115 buses. The District uses Edulog routing software.

3.0 General Conditions

1. The District may award a contract based upon the initial Proposals received without discussion of such Proposals. However, the District may select a small number of Companies to make a presentation/attend an interview at the Company's own expense. Notification will be given to qualified proposer'
2. The Company must submit Five (5) original copies of the Proposal in a sealed envelope plainly labeled "School Bus Digital Camera Systems" and an electronic version of the proposal formatted as a single Adobe PDF file (on USB drive). Proposals must be submitted **by 3:00 p.m. CDT June 13, 2019.** Electronic (e-mail) and facsimile offers will not be considered in response to this RFP, nor will modifications by electronic or facsimile notice be accepted.

3. The District is not responsible for lateness or non-delivery by the US Postal Service (USPS) or any other carrier to the District. The time and date recorded by the District shall be the official time of receipt.

Proposals will be delivered to:

Hazelwood School District Business Office
“School Bus Digital Camera Systems”
Attn: Kevin Cross
15955 New Halls Ferry Road
Florissant, MO 63031

4. The information presented in the RFP is not to be construed as a commitment of any kind on the part of the District. There is no expressed or implied obligation for the District to reimburse responding firms for any expense incurred in preparing Proposals in response to this request.
5. The District reserves the right to reject any or all Proposals and to waive informalities and minor irregularities in Proposals received. The District, in its sole discretion, will determine whether an irregularity is minor.
6. The District reserves the right to decline any or all Proposal submissions, or to cancel the RFP call, in whole or in part, at any time prior to making an award, for any reason, or no reason, without liability being incurred by the District to any Company for any expense, cost, loss or damage incurred or suffered by the Company as a result of such withdrawal.
7. While the District has used considerable efforts to ensure an accurate representation of information in this RFP document, the information contained herein is contained solely as a guideline for proposers. The information is not guaranteed or warranted to be accurate by the District, nor is it necessarily comprehensive or exhaustive. Nothing in this RFP document is intended to relieve proposers from forming their own opinions and conclusions in respect to the matters addressed in this RFP document.
8. While the District has used considerable efforts to ensure an accurate representation of information in this RFP document, the information contained herein is contained solely as a guideline for proposers. The information is not guaranteed or warranted to be accurate by the District, nor is it necessarily comprehensive or exhaustive. Nothing in this RFP document is intended to relieve proposers from forming their own opinions and conclusions in respect to the matters addressed in this RFP document.

9. No oral interpretation will be made to any Company as to the meaning of the RFP. Any oral communication will be considered unofficial and non-binding on the District. Unauthorized contact by the Company with other District employees or Board members regarding the RFP may result in disqualification. Requests for interpretation must be made in writing to the Director of Purchasing no later than 3:30 p.m. June 12, 2019 at the following e-mail address at kcross@hazelwoodschoools.org. Any information given to a Company concerning the RFP will be furnished to all Companies as an addendum to the RFP if, in the District's sole discretion, such information is deemed necessary to all Companies in submitting Proposals on the RFP, or the lack of such information would be prejudicial to uninformed Companies. The Company should rely only on written statements issued by the District in the form of an addendum to the RFP. After the submission of the Proposal, no complaint or claim that there was any misunderstanding will be entertained.
10. Proposals may contain data that the Company does not want used or disclosed for any purpose other than evaluation of the Proposal. The use and disclosure of such data may be so restricted, provided the Company marks the letter of transmittal of the Proposal with the following statement: **"Technical data contained on pages _____ and _____ in this Proposal furnished in connection with the Request for Proposal of the Hazelwood School District shall not be used nor disclosed except for evaluation purposes, provided that, if a Contract is awarded to this Company as a result of or in connection with the submission of this Proposal, Hazelwood School District shall have the right to use or disclose technical data to substantiate the award of a Contract."** The above restriction does not limit the District's rights to use or disclose without the Company's permission any technical data obtained independently from another source. Proposals shall not contain any restrictive language different from the above statement. The District assumes no liability for disclosure or use of unmarked technical data and may use or disclose the data for any purpose.
11. The District reserves the right to hold negotiations in an attempt to clarify and qualify terms of any Proposal. The District reserves the right to negotiate final contract terms with any Company, regardless of whether such Company was interviewed or submitted a best and final Proposal.
12. The District reserves the right to withdraw the award to a successful Company within 30 days of the award if, in the opinion of the District, the successful Company is unable or unwilling to enter into a form of contract satisfactory to the District. The District shall be entitled to do so without any liability being incurred by the District to the Company.
13. In the event of a conflict between the Proposal and the RFP, the District shall resolve any inconsistency in favor of the RFP. Additionally, the District shall in good faith decide all inconsistencies and/or disputes pertaining to the RFP and the Proposal. The Company agrees to abide by the decisions of the District. Any ambiguity in the Proposal because of

- omission, error, lack of clarity or noncompliance by the Company with specifications, instructions and all conditions of bidding shall be construed in the favor of the District.
14. All of the terms and conditions of this RFP are deemed to be accepted by the Company and incorporated into the Company's Proposal submission. The terms and conditions stated in this RFP and the successful Company's response to this RFP shall be incorporated into the contract between the District and the successful Company.
 15. Termination for Cause: In the event the successful proposer, through any cause, should fail to fulfill the agreed upon obligations in an effective and timely manner, the District shall have the right to terminate the contract for cause by specifying reasons and the date of termination in written notice to the selected vendor at least thirty (30) days prior to termination date. The Hazelwood School District also reserves the right to procure the articles or services from other sources and hold the defaulting vendor responsible for any cost incurred.

4.0 Proposal Format

1. Proposals must be concise and organized. Proposals shall be limited to ten (10) pages; not including the letter of transmittal, executive summary, attachments required by the District or personnel resumes.
2. The Proposal shall include a Letter of Transmittal that provides an introduction to the Company and includes an expression of the Company's ability and desire to meet the requirements of the RFP. The Letter of Transmittal should be under the signature of a Company officer.
3. The Proposal shall include an Executive Summary that briefly describes the Company's approach to meeting the District's requirements as outlined in the RFP, indicates any major requirements that cannot be met, and highlights the major features of the Proposal. The executive summary must be no longer than three (3) pages. The reader should be able to determine generally how well the Proposal meets the District's requirements by reading the Executive Summary.

5.0 Organization, Staffing and Qualifications

- a. Include names, titles and specific responsibilities of team members. Clearly indicate the Company's prior experience in school district School Bus Digital Camera Systems projects.
- b. Give the address of the specific office which will have responsibility for performing the work.
- c. List the qualifications of personnel by discipline presently employed, as of the date of this Proposal, at the office specified above. If personnel is qualified in several disciplines, list the personnel only once under their primary discipline. Clearly indicate prior experience in school district Bus Digital Camera Systems projects.
- d. Provide résumés for all personnel who will have major project responsibilities. Each résumé must include: (i) name and title, (ii) the project assignment or role that the person will fulfill in relation to this project, (iii) the years of relevant experience with the Company, (iv) the academic degree(s) achieved, the discipline covered and the year achieved, (v) professional registrations, field of registration and year acquired and (vi) a synopsis of experience, training or other experience which reflects upon the individual's potential contribution to this project and clearly indicating their prior experience in school district School Bus Digital Camera Systems projects.
- e. Through narrative discussion, show reason why the Company believes it is especially qualified to undertake this project. Discuss any unique qualifications that the Company possesses which would be of a benefit to the District in the execution of this project.
- f. List recent examples of the Company's school Bus Digital Camera Systems project experience during the last five (5) years. For each project, indicate the name of school district, contact person, and phone number.
- g. Include references from other School Districts with name, address and phone number of contact person. Only include references for which the Company has completed projects in the past five (5) years.

6.0 Other Information

The Company shall indicate whether, as a single entity or as a member of a joint venture, it has been the subject of any litigation through the discharge of its professional services. If so, provide a detailed description of the litigants, the subject matter, and the disposition of the arbitration or lawsuit. The District pledges absolute confidentiality on all litigation disclosed.

- The Company must complete Attachment 1, **“Company Identification Form.”**
- The Company must complete Attachment 2, **“References and Experience,”** including a listing of all Missouri school districts for which the company currently provides School Bus Camera Systems. The Company should provide information on projects of a similar nature to that described in this RFP. Information on projects shall include the year the system was implemented. The references should include at least one contract currently in force with a district similar in size and population to the Hazelwood School District.

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7.0 Scope of Work

Cameras

- Full 1080p HD quality recording image
- Local camera storage - Memory card or other Hard Drive device
- Able to operate off a 12-volt power source
- Color surveillance
- Wi-Fi connection to unlimited cloud storage for automatic video data offload
- 3 camera minimum located front, middle, and back of bus
- Optional 4th camera for Stop Arm view
- Data capable of downloading when bus enters geocoded area (Bus parking lot) to Cloud Storage, time and date stamped in Video Playback
- Video data storage up to 1 year
- Live view availability
- 1-3 second update availability
- Live stream from multiple cameras

Interior of Bus

- 3 cameras with 12 to 16 channel capability
- One camera will be on the driver and first two rows of seating
- Second camera will record the entry-way where students load and unload thru the bus door and first half of bus seating
- Third camera will record the back of the bus to capture the second half of seating

Exterior of Bus (Optional)

- One dual front and back facing camera to record vehicles violating stop sign and possible outside rear incidences

Video Playback

- Cloud Storage ability to download recording images with fast retrieval and saved to a PC
- Tamper proof recording format; recording data shall be deemed acceptable as evidence in legal proceedings
- Hardware design should easily allow all data (video recordings and still images) to be locally stored on standard memory card or Hard Drive in case of download failure

Wiring and Cabling

- The selected vendor shall install all wiring and cabling in a manner that makes it inaccessible during normal operations and all wiring shall be hidden from view
- The wiring shall be uniformly color coded and tagged
- The selected vendor shall submit wiring and cabling diagrams of installed video/camera equipment upon completion of installation

Maintenance

- Maintain and repair all camera systems, equipment, hardware, and software throughout the life of the agreement.
- Available technical staff to trouble shoot and repair camera system
- Maintenance support will not affect equipment warranty
- Provide training and support for District maintenance staff on installation, maintenance for day-to-day purpose

Additional Information

- Test equipment and spare parts
- Maintenance Plan (Maintenance, Parts, & Repair)
- Part availability – spare parts to be kept on hand for quick install if needed
- Warranty information
- Brochures that details and explains the details of all equipment offered to be provided in the RFP response
- Provide 24/7 support/service

8.0 Training

The selected vendor will provide system wide training to designate staff. Training shall be conducted onsite and shall be included in proposed cost. If needed, the vendor must be able to provide annual on-site training and the ability to present training on-line.

9.0 Written Agreement

The selected vendor must be willing to enter into an agreement with the District and agree to all terms in the Agreement for Contracted Services. Respondents are advised that the District is not bound by the terms of the RFP until a written agreement is fully executed and any activity taken by Respondent prior to a written agreement being fully executed is done at the Respondent's sole risk.

10.0 Pricing/Costs/Fees

Proposed fees includes all supervision, labor, materials, tools, equipment, supplies, services insurance, all-inclusive transportation (lodging and meals included), annual maintenance and support, other incidental requirements necessary to perform installation and training, in accordance with the RFP for School Bus Digital Camera Systems.

Provide annual software support and maintenance and on-site training costs with cost guaranteed for a period of five (5) years.

11.0 Evaluation and Scoring Criteria

Proposals will be evaluated, scored, and ranked by a Selection Committee with a maximum score of 100 points. The Selection Committee may invite up to the top three (3) ranked proposals for an interview or may choose to move forward to the equipment test period of the top two highest scoring firms. The purpose of the interview is for clarification and verification of the written proposal. The Selection Committee may re-score the proposal after the interview, but may not re-score pricing /costs/fees, unless the Committee requests a best and final offer.

Proposals will be evaluated, scored, and ranked on the following criteria:

20 Points – Qualifications: Expertise of the firm demonstrated ability to meet the scope of the work.

20 Points – Technical capability: Demonstrated ability of proposed system to accurately track buses in real-time and report real-time data.

15 Points – Interface Capabilities: Demonstrated ability to interface with the District's current routing system.

10 Points – Strength of References: Quality and applicability of feedback received from references.

10 Points – RFP Responsiveness:

- Completeness and conformity of the proposal to the RFP's requirements.
- The respondent's demonstrated ability to perform the required services.
- The respondent's indication of its understanding of the purpose and scope of the proposed services as evidenced by the quality of the proposal submitted.

20 Points – Costs and Fees: This includes cost to furnish supervision, labor, supplies and installation of all equipment, on-site training. Costs also include total annual support and maintenance costs and fees for a period of five (5) years. Price analysis shall be based upon the GPS System and any potential optional features selected.

5 Points – MBE/WBE Participation: Any included MWBE participation must meet the District's Supplier Diversity Program guidelines. See the attached Supplier Diversity Guidelines.

100 Points – Total available number of evaluation points.

SUPPLIER DIVERSITY

The Hazelwood School District has established a Supplier Diversity Program to provide opportunities for the meaningful participation of Minority Business Enterprises (MBE) and Women Business Enterprises (WBE) in purchase made by the District. The District has established minimum goals of fifteen percent (15%) for MBE and five percent (5%) for WBE utilization for all supplier of professional services and consultant.

A supplier of professional services or consultant, who has achieved the participation goals for MBE/WBES, as defined herein, will be in compliance with the requirements of the specification. A supplier of professional services or consultant who cannot achieve the goals for MBE/WBE participation must be able to demonstrate that the required positive efforts were initiated prior to submittal of the proposal. If the business partner cannot demonstrate the required positive efforts, the proposal will be rejected as non-responsive.

The District will accept, as prospective MBE/WBE participants for these projects, only those MBE/WBE firms which have been certified by one or more of the following agencies on or before the date of the bid opening:

1. City of St. Louis (St. Louis Development Corporation/Airport Authority)
2. St. Louis Minority Supplier Development Council (SLMSDC)
3. Missouri Regional Certification Committee (MRCC)
4. State Certifications, e.g., the State of Missouri and other states
5. National Minority Supplier Development Council (NMSDC)
6. Women Business Enterprise National Council (WBENC) and its affiliates

In the case of a manufacturer, the District will also accept MBE/WBE certification by any state division of purchasing or the National Minority Supplier Development Council and its affiliates.

The School District reserves the right to reject any certification if it is discovered that the same entity was denied certification by any of the other agencies listed above. If the Hazelwood School District does not accept a MBE or WBE's certification, the district will notify the MBE or WBE in writing.

Attachment 1: Company Identification Form

Designate one individual as the Company's representative to the District during the term of the Agreement. The representative will be contacted to solve any and all problems that may arise concerning the Proposal during the evaluation period. The undersigned Company hereby agrees to be bound by the terms of the RFP and that the enclosed Proposal is submitted in accordance therewith. Once completed and returned, this Proposal becomes the primary basis for evaluation and selection of the Company to provide the services required by the District for the specified period. By signing this Company Identification Form, the Company certifies that there are no "PARTIES OF INTEREST" or "CONFLICTS OF INTEREST", as defined by state and/or federal regulations, existing between the Company and the District or any of its employees, agents or Board of Education members.

Legal name

Representative's Name

Title

Address

City/State/Zip

Telephone #

Fax #

E-mail Address

Years in Operation

Years under current structure and/or under previous structure

1) Name of Authorized Officer:

NAME

TITLE

2) The undersigned hereby acknowledges that the Company has read and agrees to the terms and conditions set forth in the RFP, and that the terms and conditions set forth in the Proposal will remain open for at least 90 days from the deadline for submission of Proposals

Authorized Signature

Print/Typed Date

Attachment 2 - References and Experience

Each Company must submit a minimum of five (5) references. Each reference must be presently using services similar to those requested in this RFP. No reference may be an affiliate of the Company or the Company's officers, directors, shareholders or partners.

List as primary references any current contracts for School Bus Digital Camera Systems currently in force with public school districts; include contacts and telephone numbers for each reference. Use additional pages for additional contracts.

- 1) Company Name: _____
Business Address: _____
Name and Title of Contact: _____
Phone Number of Contact: _____
Contract Length: _____ Contract Value: _____

- 2) Company Name: _____
Business Address: _____
Name and Title of Contact: _____
Phone Number of Contact: _____
Contract Length: _____ Contract Value: _____

- 3) Company Name: _____
Business Address: _____
Name and Title of Contact: _____
Phone Number of Contact: _____
Contract Length: _____ Contract Value: _____

- 4) Company Name: _____
Business Address: _____
Name and Title of Contact: _____
Phone Number of Contact: _____
Contract Length: _____ Contract Value: _____

- 5) Company Name: _____
Business Address: _____
Name and Title of Contact: _____
Phone Number of Contact: _____
Contract Length: _____ Contract Value: _____

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E-Verify Pursuant to Missouri Revised Statute 285.530, all Bidders awarded any contract in excess of five thousand dollars (\$5,000) with a Missouri public school district must, as a condition to the award of any such contract, be enrolled and participate in a federal work authorization program with respect to the employees working in connection with the contracted services being provided, or to be provided, to the District (to the extent allowed by E-Verify). In addition, the Bidder must affirm the same through sworn affidavit and provisions of documentation, and sign an affidavit that it does not knowingly employ any person who is an unauthorized alien in connection with the services being provided, or to be provided, to the District.

Accordingly, your, company:

- a) agrees to have an authorized person execute the attached “Federal Work Authorization Program Affidavit” attached hereto as Exhibit A and deliver the same to the District prior to or contemporaneously with the execution of its contract with the District;
- b) affirms it is enrolled in the “E-Verify” work authorization program of the United States, and are participating in E-Verify with respect to you employees working in connection with the services being provided (to the extent allowed by E-Verify), or to be provided by your company to the District;
- c) affirms that it is not knowingly employing any person who is an unauthorized alien in connection with the services being provided, or to be provided, by your company to the District;
- d) affirms you will notify the District if you cease participation in E-Verify, or if there is any action, claim or complaint made against you alleging any violation of Missouri revised Statute 285.530, or any regulations issued thereto;
- e) agrees to provide documentation of your participation in E-Verify to the District prior to or contemporaneously with the execution of its contract with the District (or at any time thereafter upon request by the District), by providing to the District an E-Verify screen print-out (or equivalent documentation) confirming your participation in E-Verify;
- f) agrees to comply with any state or federal regulations or rules that may be issued subsequent to this addendum that relate to Missouri Revised Statute 285.530; and
- g) agrees that any failure by your company to abide by the requirements a) through f) above will be considered a material breach of your contract with the District.

By: _____(Signature)

Printed Name and Title: _____

For and on behalf of: _____(Company Name)



PROPOSAL PRICE SHEET

PROPOSED COST: \$ _____

Company Name

Address

City/Zip

Phone

Fax

Federal Tax ID

X _____ **Date:** _____
Signature: Authorized Company Official

Print Name

E-mail Address (Please clearly print or type)

Negotiation of the final Agreement between the District and the Contractor/Company will begin after the most qualified Contractor/Company have been selected and approved by the Hazelwood School District Board of Education.

Date of Issuance **May 31, 2019**

Written Question Cut-Off: **June 12, 2019**

Proposal RFP Due Date: **June 13, 2019**

Submit to: **Hazelwood School District
Business Office
“School Bus Digital Camera Systems”
Attn: Kevin Cross
15955 New Halls Ferry Road
Florissant, MO 63031**

Number of copies required: Five (5) marked “Copies”, one (1) marked “Original”, and one copy on electronic flash media/Thumb Drive. Each original and copy will have tabs corresponding to the required sections listed in this RFP, as appropriate.

All questions must be submitted electronically via email to Kevin Cross at kcross@hazelwoodschools.org. The last day to submit question is Wednesday, June 12, 2019 at 3:30 p.m. CDT.

All proposal are due on are before **Friday, June 13, 2019 not later than 30:00 p.m.**

BIDDERS CHECKLIST

- ✓ Five (5) copies of proposal; one (1) marked original _____
- ✓ One Thumb Drive with copy of RFP _____
- ✓ Signed Proposal Price Sheet _____
- ✓ Competed Company Identification Form _____
- ✓ Completed & Signed E-Verify _____
- ✓ List of references _____