

## SCOTIA-GLENVILLE CENTRAL SCHOOL DISTRICT

TO: Susan Swartz, Superintendent  
FROM: Andrew Giaquinto, School Business Manager  
DATE: May 23, 2023  
RE: Transportation Technology Services Contract



On January 17, 2023, the District issued a Request for Proposals (“RFP”) for transportation technology services, the main objective of which was to increase the efficiency of our routing software (the maps are outdated, the system crashes frequently, and the software is being phased out) and to procure GPS software (which we do not currently have). We were assisted by our consultant, Transpar Group, in this process. The proposals went through an extensive evaluation process in accordance with the criteria set forth in the RFP.

Based on this review, in combination with the cost analysis, we are recommending that Transfinder be awarded the contract for the transportation technology services. They scored the highest in the evaluation process and their cost is also the lowest of the respondents. This purchase represents a tremendous upgrade to our software and the support and service provided to our bus drivers and the community, including:

- More features to aid in student routing;
- Upgraded maps;
- Limited disruptions in service since it is web-based;
- Zonar GPS is compatible with our parent app, Stopfinder;
- Parents can get alerts when the bus is within a certain distance of their assigned bus stop;
- More accurate location tracking, enabling office staff to see when drivers activate their yellows and reds/stop signs; and
- Better location histories, without the gaps that currently exist.

The final cost in the first year including hardware, software, installation and training will be \$79,043 (\$26,637 after aid). The annual software subscription cost

will be \$30,818 (\$10,386 after aid) in year 2 and \$32,290 in year 3 (\$10,882 after aid).

I suggest that this selection be submitted for Board approval at the June 12 meeting as set forth in the attached resolution. Thank you for your attention to this matter.

Attachments

AG/cc

pc: C. Bisailon

RESOLUTION OF THE SCOTIA-GLENVILLE CENTRAL SCHOOL  
DISTRICT BOARD OF EDUCATION, DATED JUNE 12, 2023 TO AWARD A  
THREE-YEAR CONTRACT TO TRANSFINDER CORPORATION FOR  
TRANSPORTATION TECHNOLOGY SERVICES

WHEREAS the Scotia-Glenville Central School District awards a three-year contract to Transfinder Corporation, 400 State Street, Schenectady, New York 12305 for transportation technology services (including routing software, Zonar GPS, parent tracking applications, student tracking hardware and software and field trip software), in accordance with their proposal dated February 17, 2023;

WHEREAS this award is made as a result of the School District's Request for Proposals for Transportation Technology Services dated January 17, 2023;

WHEREAS the award is made on the basis of best value as set forth in the evaluation of the responses to the Request for Proposals according to considerations of overall qualifications, ability to meet the minimum requirements of the proposed technology, proposer's experience as verified through references, price, and any value-added features, services or resources;

BE IT RESOLVED that the Board of Education of the Scotia-Glenville Central School District hereby awards the above contract and authorizes the School Business Manager to execute any contract with Transfinder on behalf of the School District pursuant to this resolution and to take such other actions as are necessary to effectuate this agreement.