



Wilson SD RFP Bus Lease Q&A

The information contained in this “Question and Answer” document amends, clarifies, and/or supersedes the information contained in the Request for Proposal for Leased School Buses and Vehicles, General Conditions, and Specifications documents, and shall become a part of such documents as if fully set forth at length therein.

1. Is the Request for Proposal (“RFP”) for supplying only the equipment or for supplying equipment, transportation routes etc?
 - a. This RFP is for supplying only the equipment and associated maintenance.
2. Will Wilson School District (the “District”) continue to employ a certified diesel mechanic?
 - a. Yes.
3. In Section III Sub-section 5 – When Wilson states Age of Vehicles as no older than three (3) years from the date of manufacture, do you mean the chassis date or manufacture date?
 - a. The District means the date of manufacture.
4. Does Wilson not want to own their own radios?
 - a. No, the District wishes the contractor to supply radios in each bus and maintain/repair/warrant them. The District will continue to retain ownership of the FCC License and tower.
5. Can the contractor remove the radio/GPS/video out of each vehicle they purchase to put into the new vehicles?
 - a. Yes. The vehicle purchase price should include the price for each radio/GPS/video system, and the successful contractor would then own the equipment. All maintenance/repair/warranty would be the responsibility of the contractor.
6. What is the make/model of each camera system, GPS, radio?
 - a. The camera system is the Seon Trooper series, either the TL4 or TL2. The District has provided a spreadsheet to indicate what system is in each vehicle. As a reminder, the District has specified that all video systems be high definition.
 - b. The GPS equipment is CalAmp 2630 or 4230. The vendor the District utilizes and wishes to have the contractor continue to utilize is Where’s The Bus, Joe Winkler, (978) 202-8605, joe.winkler@wheresthebus.com.
 - c. The radio equipment is Kenwood. The vendor the District has utilized is RMI, JD Koch, jkkoch@rmimail.com.
7. What is the model year of the radios? Can you identify the radio vendor?
 - a. The radios vary in model year. The vendor the District has utilized is RMI, JD

Kock, jdkoch@rmimail.com.

8. Is Where's The Bus the brand of the GPS?
 - a. No, the GPS equipment brand is CalAmp 2630 or 4230. Where's The Bus is the name of the vendor the District utilizes and wishes the contractor to continue to use is Where's The Bus, Joe Winkler, (978) 202-8605, joe.winkler@wheresthebus.com.
9. For the Speaker/Intercom system, does Wilson really want a hands free solution?
 - a. The District will also accept its current system, which is a handheld mic.
10. For drop down chains, do you want them on all buses (not including unlit vans)?
 - a. The District requests drop down chains on all vehicles but as the RFP states, the District would like to see this as an alternate price, not included in the base bid.
11. Would Wilson SD be interested in making 1 lump sum payment for the annual lease fee versus monthly to the contractor?
 - a. At this time, the District is only interested in payment on a monthly basis.
12. Does Wilson want the vehicle titled to Wilson SD or the bank?
 - a. At this time the District has no preference and is open for further discussion, if and when the contract is awarded.
13. Would the District be able to provide the annual mileage for each vehicle as this will affect the cost factor based on how much mileage allowance would be included in the price?
 - a. That is now included on the fleet breakdown spreadsheet, which the District has provided.
14. Does Wilson typically take the highest mileage vehicles and move them to lower mileage routes in the subsequent school year?
 - a. Typically that has not been past practice.
15. The RFP states that the payment for fleet is due within 30 days of the execution of the contract but delivery of the new vehicles is not mandated for 45 days, would Wilson be willing to change the terms to be the same/in alignment?
 - a. Yes. The District agrees that payment for the purchase of the existing fleet may be made within 45 days of the award of the contract.
16. Is it above Wilson's expectations if the contractor would supply all parts that your certified diesel mechanic would perform preventative maintenance and the contractor would reimburse the school district for the mechanics time performing preventative maintenance?
 - a. The District is considering this question and expects to provide a formal response no later than the close of business April 5, 2019.
17. Is your current mechanic wheel chair lift certified to perform repairs to wheel chair lifts on the buses?
 - a. No, the contractor would have to perform those tasks and build that pricing into their proposal.
18. As far as loaner vehicles above and beyond the current fleet you list on your fleet list, would Wilson consider identifying a certain number (possibly 3 but number to be agreed

- upon by both parties) of older current vehicles that the contractor would keep on their lot for these loaner vehicles?
- a. Yes, the District requests 5 vehicles be set aside as loaner vehicles.
19. On your current fleet list, are your current spare vehicles listed?
- a. Yes. The District has provided an updated fleet list to show which of the vehicles are considered spare vehicles
20. Are spares on the road every day or just for breakdowns, repairs, sports, etc?
- a. They are not scheduled to be on the road every day, they are used when replacing a vehicle being maintained, breakdown, or trips.
21. Can you provide better clarity on item 2 as the contractor would not want to be in a position to have Wilson request an excessive number of loaner vehicles or keep them long term?
- a. Please refer to the response to question #18 above.
22. Do you feel the District is going to proceed with awarding this or is it just to get pricing or estimate potential cost savings?
- a. While the District can't answer for the final decision of the District's Board, the District issued this RFP to determine if it is responsible of the District to proceed with leasing vehicles or continue purchasing.
23. When is your trooper inspection?
- a. The District does not have that date yet.
24. When has your trooper inspection typically been in previous years?
- a. In previous years, state police inspection has been August, last year it got moved up to July.
25. Can Wilson provide better clarity on the contract commencing on July 1, 2019 and the delivery of vehicles being no later than forty-five days following the District's transmittal of a fully executed contract? These dates may not align and the contractor may not want to deliver vehicles prior to the contract starting?
- a. In no event would the contractor be expected to deliver vehicles prior to July 1, 2019, the contract commencement date.
26. Since there are 2 different sizes of lift vehicles available, could the district update their pricing page to include a Type A Wheelchair accessible vehicle and a Type C wheelchair accessible vehicle for the additional cost per bus to add (subtract)?
- a. The District has prepared and provided an updated pricing page.
27. Does Wilson currently use unlit wheelchair vans?
- a. No.
28. Can you provide the fleet list in excel format so that the contractor can provide pricing in spreadsheet format as an attachment?
- a. The District has provided this in the requested format.
29. Can you identify what vehicles are spares on your fleet list?
- a. Please refer to the response to question #19 above.
30. Does Wilson really want to absorb the cost of new vehicles for the dedicated spare vehicles (the existing 15 in the fleet)?

- a. All vehicles must adhere to the Age Requirements (no older than 3 years old) listed in the RFP. However, the age of the dedicated spare vehicles may be excluded when calculating the average fleet age.
31. Would the district provide damage language that would state district financial responsibility for damage beyond normal wear and tear?
- a. Yes. The District hereby agrees that it will be responsible for damage that exceeds normal wear and tear generally expected of school buses and vehicles, but only to the extent that such damage is not caused by the Contractor and/or any agents/representatives of the Contractor.
32. Who would be responsible for seat repairs? Similar to when you lease a car, damage beyond the size of a quarter is the responsibility of the leasee, etc, would the district be responsible for seat repairs?
- a. The District views seat repairs as always constituting normal wear and tear for school buses and vehicles, and therefore such repairs would be the responsibility of the contractor.