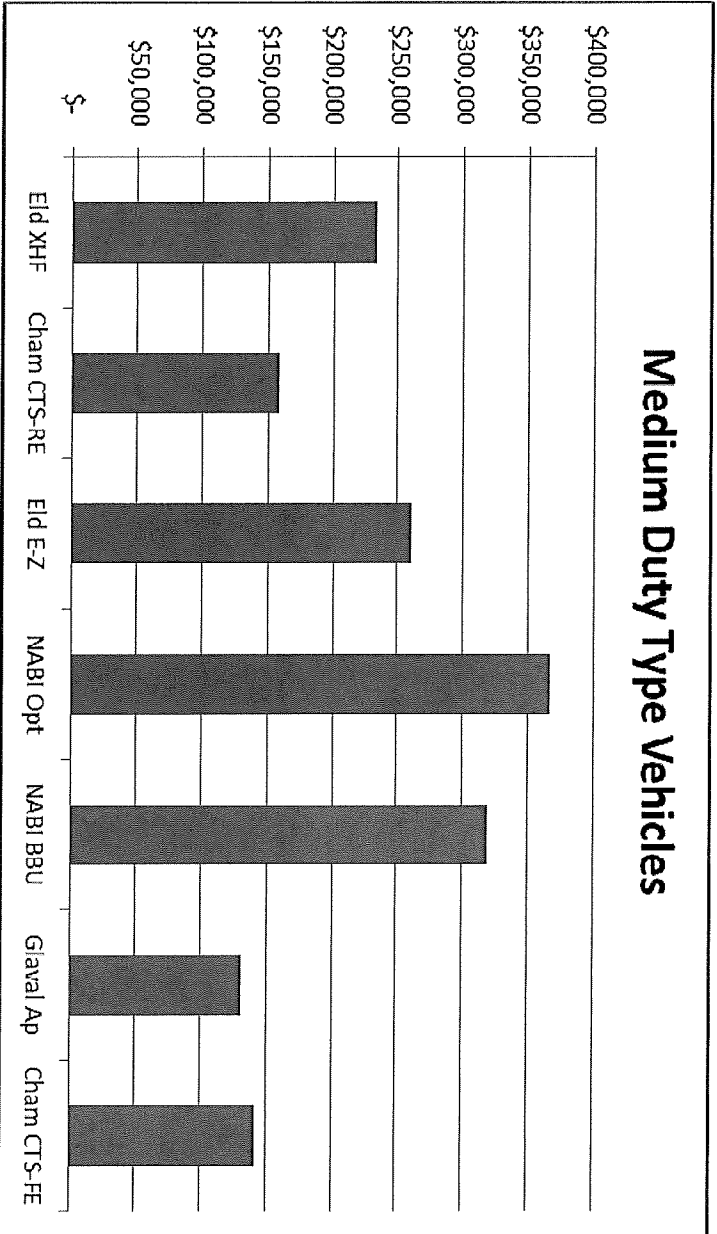


TRIPS-09-MD-RFP
Price Comparison



Form Base	Dealer	Bus Type	Bus Size	Florida Transportation System - Eldorado Standard Floor Rear	Florida Transportation System - Eldorado Optima Floor rear 32' Ez Rider	First Class Coach - NABI Optima - Low floor	First Class Coach - NABI Blue Bird Ultra - low	Transit Plus - Champion CTS FE - front engine various lengths	Transit Plus - Champion CTS FE - rear 96" - 102"	Gateway Marketing - Glaval Freightliner Chassis Apollo Front engine various sizes
				233,550	260,100	386,500	319,414	142,706	159,370	131,788

Form B-Seating

Standard	315	315								
Flop As Option	420	420								
CHILD	782	782								
Standard 17	5,355	5,985								
Flop 12	9,144	6,250								
CHILD	NA	6,096								
Total, Box A	14,499	14,601	0	0	0	0	0	23,350	24,090	1,036

Form C-Paint

Base Paint and Reflective Stripping	Standard	1,500	Standard	1,500	Standard	1,800	Standard	200	200	450
	Schema 1	1,800		1,800		1,800		200	200	2,200
	Schema 2									1,800
	Schema 3									2,100
	Schema 4									1,800
	Schema 5									2,000
Total	3,300	3,300	0	0	0	0	0	200	200	10,350

Form D-Options

Rear and Front passenger doorways (single front door standard)	10,606	4,423	5,453	7,983	1,100	1,100	2,000	NA	2,000	
Alternate body styling	NA	13,100	2,616	NA	750	7,100	NA	NA	NA	
Alternate diesel engine	13,020	13,020	NA	49	39,000	NA	NA	NA	NA	
Engine Coolant filter	134	134	49	Included	NA	NA	NA	NA	NA	
Engine air cleaner restrictor gauge	standard	standard	TBD	TBD	standard	standard	standard	standard	standard	
Stainless Steel Exhaust System	NA	209,500	TBD	TBD	NA	NA	NA	NA	See explanation	
Hybrid drive-train package	NA	3,500	NA	NA	NA	NA	NA	NA	NA	
Alternate Transmission	4,316	4,316	3,058	4,317	4,500	4,500	4,500	4,500	NA	
Amerex Amgrads III Vehicle Fire Suppression System	478	478	4,317	4,317	4,500	4,500	4,500	4,500	NA	
Joker Firestick Clear Liquid Fuel Tank	2,000	156	750	Included	standard	standard	standard	standard	175	
90-Gallon Diesel Fuel Tank	2,000	2,000	394	384	NA	NA	NA	NA	NA	
Brushed aluminum wheels	2,387	2,387	483	483	4,500	4,500	4,500	4,500	NA	
Polished aluminum wheels	1,683	1,683	5,916	5,916	2,750	2,750	2,750	2,750	NA	
Transign curtain roller type destination signs (front & side)	7,567	7,567	6,679	6,679	10,500	10,500	10,500	10,500	2,250	
Twin/Vision Elyse electronic destination signs (front, side & rear)	623	623	516	516	2,400	2,400	2,400	2,400	7,200	
Driver Seat - USSC Model 9100ALX-3 point belt	821	821	813	813	3,200	3,200	3,200	3,200	NA	
Driver Seat - USSC Model 9100ALX-3 point belt	1,534	1,534	1,302	1,302	1,350	1,350	1,350	1,350	540	
Three (3) position bike rack with vehicle notification	2,178	2,178	1,881	1,881	1,650	1,650	1,650	1,650	2,400	
Ignition and door key locks, multiple buses keyed alike	80	80	TBD	TBD	130	130	130	130	NA	
Luggage racks overhead, above passenger seats on both sides of bus	6,800	6,800	TBD	TBD	900	900	900	900	300	
Passenger compartment overhead luggage racks	6,800	6,800	TBD	TBD	900	900	900	900	1,100	
Brain wheel chair lift	4,287	NA	NA	NA	4,950	4,950	4,950	4,950	0	
Brain wheel chair lift	4,287	NA	NA	NA	5,200	5,200	5,200	5,200	4,455	
Ricon wheel chair lift	4,287	NA	NA	NA	5,200	5,200	5,200	5,200	4,655	
Brain wheel chair lift	4,287	NA	NA	NA	5,700	5,700	5,700	5,700	4,310	
Brain Ramp	NA	8,060	TBD	TBD	NA	NA	NA	NA	NA	
Mobility Aid Retractor System	2,840	3,300	Included	Included	650	650	650	650	381	
Additional seat belt extensions (two supplied as standard)	22	22	75	75	25	25	25	25	15	
Block/Run Number Box	311	311	1,769	1,769	440	440	440	440	Included	
AWFM CD Stereo & MP3 Player System	550	550	916	916	440	440	440	440	400	
Rear backing camera system	800	800	1,407	1,407	750	750	750	750	430	
Driver's Fan	49	49	177	177	430	430	430	430	55	
Hubballeter	130	130	259	259	130	130	130	130	830	
Alternative floor covering	840	840	1,148	1,148	1,800	1,800	1,800	1,800	385	
Public Address System	standard	standard	447	447	350	350	350	350	550	
Microphone cable 10' extension	104	104	TBD	TBD	175	175	175	175	300	
Special tools and Spare parts	114,003	114,003	124,540	124,540	500	500	500	500	38,814	
Digital Security Camera System	2,457	2,457	1,108	1,108	277	277	277	277	2,750	
Total	193,494	1,888	417,176	1,974	163,775	277	169,229	277	70,930	73,691

Form E-Summary

Form A	233,550	0	280,100	0	366,500	0	319,414	0	142,706	0	159,370	0	131,788	0
Form B, Box A	14,499	0	14,601	0	0	0	0	0	23,350	0	24,090	0	1,036	0
Form C	3,300	0	3,300	0	0	0	0	0	200	0	200	0	10,350	0
Form D	199,494	1,868	417,176	1,974	163,775	277	169,229	277	106,930	0	70,930	0	73,691	0
Total Proposal Price	450,843	1,868	695,177	1,974	532,275	277	488,643	277	273,186	0	254,590	0	216,566	0

Basic Bus Configuration

Dealer	Florida Transportation System	Transit Plus	Florida Transportation System	First Class Coach	First Class Coach	Gateway Marketing	Transit Plus
Manufacturer	Eldorado	Champion	Eldorado	NABI	NABI	Glaval / Freightliner	Champion
Model	XHF	CTS	E-Z Rider	Optima	Blue Bird Ultra	Apollo	CTS
Bus Type	Standard Floor Rear Engine	Standard Floor Rear Engine	Low Floor Rear Engine	Low Floor Rear Engine	Low Floor Rear Engine	Standard Floor Front Engine	Standard Floor Front Engine
Bus Size	29'	96" - 102"	32'	29'	30'	various sizes	various lengths
Base Bus (Form A)	233,550	159,370	260,100	366,500	319,414	131,789	142,706
Standard Seats (18)	5,670	13,140	5,670			5,328	13,140
Fold-away Seats (8)	6,096	11,200	6,096			2,600	14,960
W/C Locations (2)	5,680	1,300	6,600			762	1,300
Lift / Ramp	4,287	5,200	5,450			4,310	5,200
Base Paint & Striping	0	200	0	0	0	450	200
TOTAL	\$255,283	\$190,410	\$283,916	\$366,500	\$319,414	\$145,239	\$177,506

Internal Reference Memo Medium Duty Negotiations

1. Weighted Criteria points designate the best value relative to the evaluation criteria.
2. Best Value represents assessment of evaluation criteria and scoring, and will include consideration of previous vendor performance with the FVPP.
3. Pricing and the Tech specs will be reviewed concurrently.
4. The Technical Specification evaluation will be conducted by the committee to establish that the proposal is within the competitive range. This will identify those proposals that meet minimum technical specifications.
5. Those determined to be not in the competitive range, and can't reasonably be made so, will not be subject to the point tabulation method.
6. Award goes to whoever best meets the established criteria.
7. Consideration will be given to such matters as Contractor integrity, record of past performance and financial and technical resources.

Evaluation Criteria:

Tech Specs	25
Pricing	15
After Sales Service	15
Warranty	15
Quality Control	15
Training	15

Weighted:

Tech Specs	60
Pricing	40

**TRANSIT RESEARCH INSPECTION PROCUREMENT SERVICES
PROGRAM**

OFFER AND ACCEPTANCE FORM

Contract #TRIPS-09-MD-FTS

OFFER:

By execution below, Florida Transportation Systems, Inc. and EIDorado California Corporation hereby offer to furnish equipment and services as specified in Florida Department of Transportation Request For Proposals No. TRIPS-09-MD final negotiated purchasing agreement, including:

- * Part 1 General Requirements & Conditions, Contractual Provisions
- * Part 2 Technical Specifications
- * Part 3 Options
- * Part 4 Quality Assurance
- * Part 5 Warranty Provisions
- * Part 6 Exterior Paint Schemes

Officers

Dealer: Florida Transportation Systems, Inc.
 7703 Industrial Lane
 Tampa, FL 33637-6775

Chris Rustman (Authorized Signature)
Chris Rustman President (Print Name & Title)

Manufacturer: EIDorado California Corporation

Tony Wayne 4/20/09 (Authorized Signature)
Tony Wayne, President (Print Name & Title)

AWARD

Notice of Award

By execution below, The Florida Department of Transportation accepts the Offer as indicated above,

Erin Schepers (Authorized Signature)
Erin Schepers, TRIPS Program Manager
5/11/09 Date