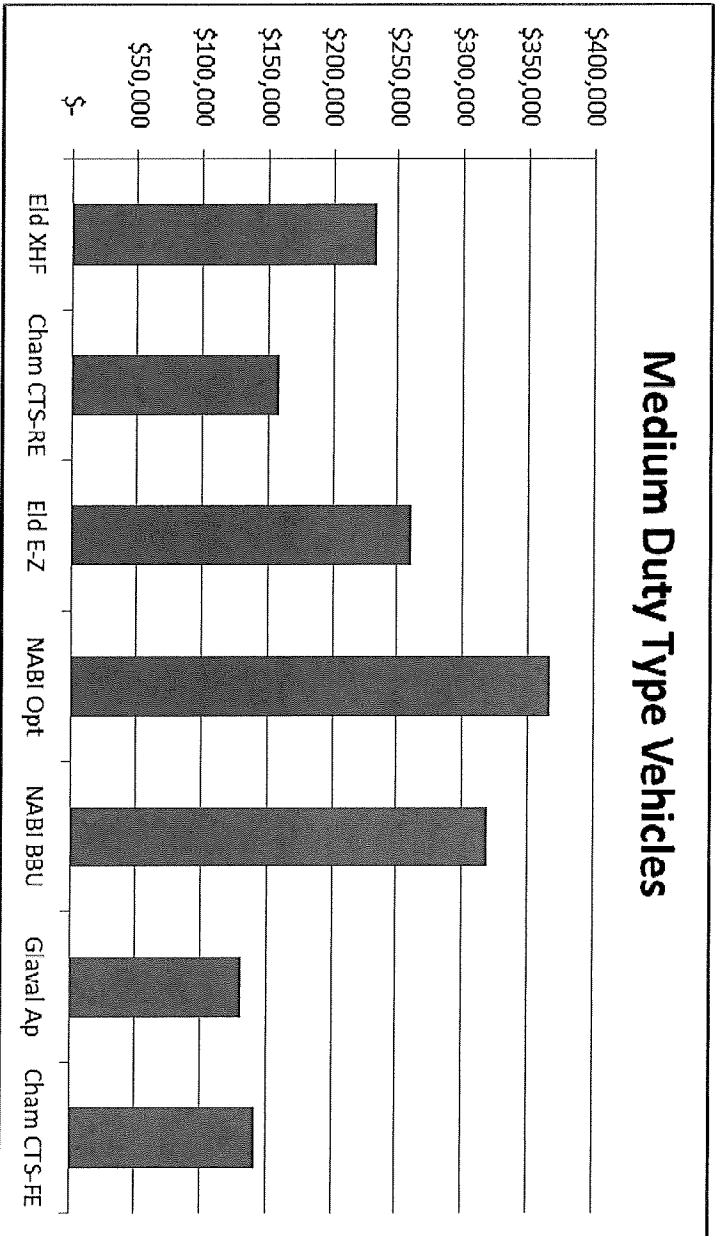


TRIPS-09-MD-RFP  
Price Comparison



Form A-Base

Dealer	Transportation System - Eldorado	Transportation System - Eldorado	First Class Coach - NABl	First Class Coach - Blue Bird Ultra - low	Transit Plus - Champion CTS FE - front engine	Transit Plus - Champion CTS FE - rear	Gateway Marketing - Glaval Freightliner
Florida Super - Eldorado	Standard Floor Rear	Standard Floor rear 32' Ez-Rider	Optima - Low floor	Blue Bird Ultra - low	Champion CTS FE - front engine	Champion CTS FE - rear	Glaval Freightliner Apollo Front engine various sizes
Bus Size	29' XHF	Rider	29'	30'	various lengths	96" - 102"	
Form A-Base	233,550	260,100	366,500	319,414	142,706	159,370	131,788
Standard	315	315	0	0	730	730	296
Flop As Option	420	420	0	0	NA	NA	315
CHILD	782	782	0	0	1,870	1,400	325
Standard 17	5,355	5,985	0	0	NA	NA	425
Flop 12	9,144	6,096	0	0	23,360	24,090	296
Standard 19	5,355	5,985	0	0	32	33	1
Flop 8	9,144	6,096	0	0	23,360	24,090	1
Standard 20	5,355	5,985	0	0	200	200	1,036
Flop 8	9,144	6,096	0	0	200	200	10,350
Total, Box A	14,499	14,601	0	0	23,360	24,090	1,036
Standard	1,500	1,500	0	0	200	200	450
Scheme 2	1,800	1,800	0	0	200	200	2,200
Scheme 3	1,800	1,800	0	0	200	200	1,800
Scheme 4	1,800	1,800	0	0	200	200	2,100
Scheme 5	1,800	1,800	0	0	200	200	1,800
Total	3,300	3,300	0	0	200	200	2,000

Form C-Paint Base Paint and Reflective Stripping

Standard	10,606	4,423	5,453	7,933	1,100	1,100	2,000
Alternate body styling	NA	13,100	2,616	NA	7,100	7,100	NA
Alternate diesel engine	13,020	13,020	NA	NA	39,000	NA	NA
Engine Coolant filter	134	134	49	49	standard	standard	NA
Engine air cleaner restrictor gauge	standard	standard	Included	Included	standard	standard	standard
Stainless Steel Exhaust System	209,500	209,500	TBD	TBD	standard	standard	See explanation
Hybrid drive-train package	NA	NA	TBD	TBD	NA	NA	NA
Alternative Transmission	4,316	3,500	NA	NA	4,500	4,500	NA
Amerex Amgrads III Vehicle Fire Suppression System	478	478	4,317	4,317	4,500	4,500	NA
Joklar Firestick Clear Liquid Fuel Tank	2,000	156	750	Included	4,500	4,500	NA
90-Gallon Diesel Fuel Tank	2,000	2,000	394	394	standard	standard	175
Brushed aluminum wheels	2,387	2,387	483	483	4,500	4,500	NA
Polished aluminum wheels	1,683	1,683	5,916	5,916	2,750	2,750	1,356
Transign curtain roller type destination signs (front & side)	7,567	7,567	6,679	6,679	10,500	10,500	2,250
Twin/Vision Elyse electronic destination signs (front, side & rear)	623	623	516	516	2,400	2,400	7,200
Driver Seat - USSC Model 9100ALX-3 point belt	821	821	813	813	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	540
Three (3) position bike rack with vehicle notification	2,178	2,178	1,881	1,881	1,650	1,650	2,400
Ignition and door key locks, multiple buses keyed alike	80	80	TBD	TBD	130	130	NA
Luggage racks overhead, above passenger seats on both sides of bus	6,800	6,800	TBD	TBD	900	900	300
Passenger compartment overhead luggage racks	6,800	6,800	TBD	TBD	900	900	1,100
Brain wheel chair lift	4,287	NA	TBD	TBD	4,950	4,950	0
Brain wheel chair lift	4,287	NA	NA	NA	5,200	5,200	4,455
Ricon wheel chair lift	4,287	NA	NA	NA	5,200	5,200	4,655
Brain wheel chair lift	4,287	NA	NA	NA	5,700	5,700	4,655
Brain wheel chair lift	4,287	NA	NA	NA	5,700	5,700	4,310
Brain Ramp	NA	8,060	TBD	TBD	NA	NA	NA
Mobility Aid Retractor System	2,840	3,300	Included	Included	650	650	381
Additional seat belt extensions (two supplied as standard)	22	22	75	75	25	25	15
Block/Run Number Box	311	311	1,769	1,769	440	440	400
AWFM CD Stereo & MP3 Player System	550	550	916	916	440	440	400
Rear backing camera system	800	800	1,407	1,407	750	750	430
Driver's Fan	49	49	177	177	standard	standard	55
Hubballeter	130	130	259	259	130	130	830
Alternative floor covering	840	840	1,148	1,148	1,800	1,800	385
Public Address System	standard	standard	447	447	350	350	550
Microphone cable 10' extension	104	104	TBD	TBD	175	175	300
Special tools and Spare parts	114,003	114,003	124,540	128,699	500	500	38,814
Digital Security Camera System	2,457	2,457	1,108	1,108	500	500	2,750
Total	193,494	417,176	163,775	169,229	106,930	70,930	73,691
Form A	233,550	280,100	366,500	319,414	142,706	159,370	131,788
Form B, Box A	14,499	14,601	0	0	0	0	0
Form C	3,300	3,300	0	0	23,360	24,090	1,036
Form D	199,494	417,176	163,775	169,229	106,930	70,930	73,691
Total Proposal Price	450,843	695,177	532,275	488,643	273,196	254,980	216,966

Form E-Summary

Form A	233,550	280,100	366,500	319,414	142,706	159,370	131,788
Form B, Box A	14,499	14,601	0	0	0	0	0
Form C	3,300	3,300	0	0	23,360	24,090	1,036
Form D	199,494	417,176	163,775	169,229	106,930	70,930	73,691
Total Proposal Price	450,843	695,177	532,275	488,643	273,196	254,980	216,966

### Basic Bus Configuration

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

**TRIPS-09-MD - Medium Duty Bus**

Weighted Scores Less Pricing Numbers

	Proposer	G.M. Gl. f.e.	T.P.Ch.f.e.CTS	T.P.Ch.r.e.CTS	F.T.El.r.e-E-Z	
Tech Specs		48.6	60.9	69	69.6	
Price		0	0	0	0	
After Sales		31.5	33.3	37.8	38.7	
Warranty		29.1	32.1	33.75	42.6	
Quality		26.1	29.7	32.4	32.4	
Training		30.6	34.2	34.05	33	
Weighted Score		165.9	190.2	207	216.3	0
Weighted Average (/6)		27.65	31.7	34.5	36.05	0
						0
						0
						0
						0
						0
						0
						0
<u>Actual Scores Less Pricing Numbers</u>						
Actual Score		276.5	317	315	360.5	0
Actual Average (/6)		46.08	52.8	52.5	60.08	0

**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-TP**

**OFFER:**


By execution below, Transit Plus, Inc. and Champion Corporation hereby offer to furnish equipment and services as specified in Florida Department of Transportation Request For Proposal 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:

Transit Plus, Inc.  
58 West 9<sup>th</sup> Street  
Atlantic Beach, FL 32233

  
\_\_\_\_\_  
Debra Jackson, *fls* (Authorized Signature)  
\_\_\_\_\_  
Debra Jackson, *fls* (Print Name & Title)

Manufacturer:


Champion Corporation

  
\_\_\_\_\_  
JOHN LESNIK, PRESIDENT (Authorized Signature)  
\_\_\_\_\_  
JOHN LESNIK, PRESIDENT (Print Name & Title)

**AWARD**

**Notice of Award**

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

  
\_\_\_\_\_  
Erin Schepers, TRIPS Program Manager (Authorized Signature)  
\_\_\_\_\_  
Erin Schepers, TRIPS Program Manager  
4/15/09 Date