



Date Bid Posted: 8/28/2025  
Date Bid Closed: 9/26/2025  
Bid Submittals: 2  
Bid Declinations: 5  
Bid Views/Document Takers: 29  
Vendors Invited: 2,320

TRN213076781  
Collision Avoidance Detection System and Maintenance & Support for BCT Buses (FTA)  
Transportation Department  
Jermaine Phinock  
Senior Purchasing Agent  
Open-End  
9/29/2025

Bid No.  
Bid Title:  
Agency:  
Purchasing Agent:  
Title:  
Type of Contract:  
Price Analysis

Price Analysis

| Tabulation of Bids                                                           |                                                                                                           |                                                           |                   |                 |                                     |                |                                                                     |                                                                                        |            | Percentage Difference Between Rosco Collision Avoidance LLC and ICE                     |            | Pricing from Independent Cost Estimate (ICE) Transportation Department (BCT) 7/31/2025 |         | City of Everett - Prices submitted by RCA for RFP #2024-003, Collision Avoidance System |  | Percentage Difference Between Price Submitted to BC and Everett |
|------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|-----------------------------------------------------------|-------------------|-----------------|-------------------------------------|----------------|---------------------------------------------------------------------|----------------------------------------------------------------------------------------|------------|-----------------------------------------------------------------------------------------|------------|----------------------------------------------------------------------------------------|---------|-----------------------------------------------------------------------------------------|--|-----------------------------------------------------------------|
| Item #                                                                       | Items                                                                                                     | Item Description                                          | Quantity Required | Unit of Measure | Rosco Collision Avoidance LLC (RCA) |                | Percentage Difference Between Rosco Collision Avoidance LLC and ICE | Pricing from Independent Cost Estimate (ICE) Transportation Department (BCT) 7/31/2025 |            | City of Everett - Prices submitted by RCA for RFP #2024-003, Collision Avoidance System |            | Percentage Difference Between Price Submitted to BC and Everett                        |         |                                                                                         |  |                                                                 |
|                                                                              |                                                                                                           |                                                           |                   |                 | Unit Price                          | Total Cost     |                                                                     | Unit Price                                                                             | Total Cost | Unit Price                                                                              | Unit Price |                                                                                        |         |                                                                                         |  |                                                                 |
| Year 1                                                                       |                                                                                                           |                                                           |                   |                 |                                     |                |                                                                     |                                                                                        |            |                                                                                         |            |                                                                                        |         |                                                                                         |  |                                                                 |
| #1-1                                                                         | One-Time Purchase of Collision Avoidance Detection System Hardware for Rigid Buses (35FT/40FT/45FT)       | Equipment - Collision Avoidance Detection System Hardware | 258               | EACH            | \$7,535.00                          | \$1,944,030.00 | -6.83%                                                              |                                                                                        | \$8,087.43 | \$2,086,558.03                                                                          |            | \$7,560.00                                                                             | -0.33%  |                                                                                         |  |                                                                 |
| #1-2                                                                         | One-Time Purchase of Collision Avoidance Detection System Hardware for Articulated Buses (60FT)           | Equipment - Collision Avoidance Detection System Hardware | 19                | EACH            | \$10,800.00                         | \$205,200.00   | 33.54%                                                              |                                                                                        | \$8,087.43 | \$153,661.25                                                                            |            | \$7,560.00                                                                             | 42.86%  |                                                                                         |  |                                                                 |
| #1-3                                                                         | One-Time Installation of Collision Avoidance Detection System Hardware for Rigid Buses (35FT/40FT/45FT)   | Labor per Specifications and Requirements                 | 258               | EACH            | \$2,500.00                          | \$645,000.00   | -7.80%                                                              |                                                                                        | \$2,711.54 | \$699,577.32                                                                            |            | \$2,250.00                                                                             | 11.11%  |                                                                                         |  |                                                                 |
| #1-4                                                                         | One-Time Installation of Collision Avoidance Detection System Hardware for Articulated Buses (60FT)       | Labor per Specifications and Requirements                 | 19                | EACH            | \$3,000.00                          | \$57,000.00    | 10.64%                                                              |                                                                                        | \$2,711.54 | \$51,519.26                                                                             |            | \$2,250.00                                                                             | 33.33%  |                                                                                         |  |                                                                 |
| #1-5                                                                         | Complete Spare Units of the Collision Avoidance System Hardware                                           | Equipment - per Specifications and Requirements           | 277               | EACH            | \$10,850                            | \$3,005,450.00 | 34.16%                                                              |                                                                                        | \$8,087.43 | \$2,240,219.28                                                                          |            | \$2,000.00                                                                             | 50.00%  |                                                                                         |  |                                                                 |
| #1-6                                                                         | Classroom Training with a System - Equipped Transit Vehicle                                               | Training per Specifications and Requirements              | 1                 | LPS             | \$3,000.00                          | \$3,000.00     | -25.00%                                                             |                                                                                        | \$4,000.00 | \$4,000.00                                                                              |            | \$2,000.00                                                                             | 50.00%  |                                                                                         |  |                                                                 |
| #1-7                                                                         | External Audible Alarm (35FT/40FT/45FT)                                                                   | Equipment per Specifications and Requirements             | 258               | EACH            | \$465                               | \$119,970.00   | -81.11%                                                             |                                                                                        | \$2,461.39 | \$635,039.40                                                                            |            | \$2,550.00                                                                             | -81.76% |                                                                                         |  |                                                                 |
| #1-8                                                                         | External Audible Alarm for Articulated Buses (60FT)                                                       | Equipment per Specifications and Requirements             | 19                | EACH            | \$665                               | \$12,635.00    | -72.98%                                                             |                                                                                        | \$2,461.39 | \$46,766.47                                                                             |            | \$2,550.00                                                                             | -73.97% |                                                                                         |  |                                                                 |
| #1-9                                                                         | 360 Camera Display (35FT/40FT/45FT)                                                                       | Equipment - per Specifications and Requirements           | 258               | EACH            | \$1,650                             | \$425,700.00   | -32.96%                                                             |                                                                                        | \$2,461.39 | \$635,039.40                                                                            |            |                                                                                        |         |                                                                                         |  |                                                                 |
| #1-10                                                                        | 360 Camera Display for Articulated Buses (60FT)                                                           | Equipment - per Specifications and Requirements           | 19                | EACH            | \$1,950                             | \$37,050.00    | -20.78%                                                             |                                                                                        | \$2,461.39 | \$46,766.47                                                                             |            |                                                                                        |         |                                                                                         |  |                                                                 |
| #1-11                                                                        | Advances Pedestrian Alert System (35FT/40FT/45FT)                                                         | Equipment per Specifications and Requirements             | 258               | EACH            | \$1,200                             | \$309,600.00   | -51.25%                                                             |                                                                                        | \$2,461.39 | \$635,039.40                                                                            |            |                                                                                        |         |                                                                                         |  |                                                                 |
| #1-12                                                                        | Advances Pedestrian Alert System for Articulated Buses (60FT)                                             | Equipment per Specifications and Requirements             | 19                | EACH            | \$1,200                             | \$22,800.00    | -51.25%                                                             |                                                                                        | \$2,461.39 | \$46,766.47                                                                             |            |                                                                                        |         |                                                                                         |  |                                                                 |
| #1-13                                                                        | One-Time Installation of External Audible Alarm, 360 Camera Display, and Advances Pedestrian Alert System | Labor per Specifications and Requirements                 | 277               | EACH            | \$2,000                             | \$554,000.00   | 0.00%                                                               |                                                                                        | \$2,000.00 | \$554,000.00                                                                            |            |                                                                                        |         |                                                                                         |  |                                                                 |
| #1-14                                                                        | (Year 1): Annual Software License Fees/Subscription                                                       | Software Licenses and Subscription Fees                   | 277               | EACH            | \$300                               | \$83,100.00    | -6.54%                                                              |                                                                                        | \$321.00   | \$88,917.00                                                                             |            | \$300.00                                                                               | 0.00%   |                                                                                         |  |                                                                 |
| #1-15                                                                        | (Year 1): Annual Hardware Preventative Maintenance and Support                                            | Support & Maintenance Services                            | 277               | EACH            | \$450                               | \$124,650.00   | -21.74%                                                             |                                                                                        | \$575.00   | \$159,275.00                                                                            |            | \$300.00                                                                               | 50.00%  |                                                                                         |  |                                                                 |
| Annual Pass-thru Allowance for Miscellaneous Replacement Parts and Materials |                                                                                                           |                                                           |                   |                 |                                     | \$57,100       |                                                                     |                                                                                        |            | \$57,100                                                                                |            |                                                                                        |         |                                                                                         |  |                                                                 |
| Year 1 Estimated Amount                                                      |                                                                                                           |                                                           |                   |                 |                                     | \$7,606,285    | -6.56%                                                              |                                                                                        |            | \$8,140,245                                                                             |            |                                                                                        |         |                                                                                         |  |                                                                 |
| #2-1                                                                         | (Year 2): Annual Software License Fees/Subscription                                                       | Software Licenses and Subscription Fees                   | 400               | EACH            | \$300.00                            | \$120,000.00   | -6.54%                                                              |                                                                                        | \$321.00   | \$128,400.00                                                                            |            | \$300.00                                                                               | 0.00%   |                                                                                         |  |                                                                 |
| #2-2                                                                         | (Year 2): Annual Hardware Preventative Maintenance and Support                                            | Support & Maintenance Services                            | 400               | EACH            | \$450.00                            | \$180,000.00   | -21.74%                                                             |                                                                                        | \$575.00   | \$230,000.00                                                                            |            | \$300.00                                                                               | 50.00%  |                                                                                         |  |                                                                 |
| Pass-thru Allowance for Miscellaneous Replacement Parts and Materials        |                                                                                                           |                                                           |                   |                 |                                     | \$57,100       |                                                                     |                                                                                        |            | \$57,100                                                                                |            |                                                                                        |         |                                                                                         |  |                                                                 |
| Year 2 Estimated Amount                                                      |                                                                                                           |                                                           |                   |                 |                                     | \$357,100      | -14.06%                                                             |                                                                                        |            | \$415,500                                                                               |            |                                                                                        |         |                                                                                         |  |                                                                 |
| #3-1                                                                         | (Year 3): Annual Software License Fees/Subscription                                                       | Software Licenses and Subscription Fees                   | 400               | EACH            | \$300.00                            | \$120,000.00   | -6.54%                                                              |                                                                                        | \$321.00   | \$128,400.00                                                                            |            | \$300.00                                                                               | 0.00%   |                                                                                         |  |                                                                 |
| #3-2                                                                         | (Year 3): Annual Hardware Preventative Maintenance and Support                                            | Support & Maintenance Services                            | 400               | EACH            | \$450.00                            | \$180,000.00   | -21.74%                                                             |                                                                                        | \$575.00   | \$230,000.00                                                                            |            | \$300.00                                                                               | 50.00%  |                                                                                         |  |                                                                 |
| Pass-thru Allowance for Miscellaneous Replacement Parts and Materials        |                                                                                                           |                                                           |                   |                 |                                     | \$57,100       |                                                                     |                                                                                        |            | \$57,100                                                                                |            |                                                                                        |         |                                                                                         |  |                                                                 |
| Year 3 Estimated Amount                                                      |                                                                                                           |                                                           |                   |                 |                                     | \$357,100      | -14.06%                                                             |                                                                                        |            | \$415,500                                                                               |            |                                                                                        |         |                                                                                         |  |                                                                 |
| #4-1                                                                         | (Year 4): Annual Software License Fees/Subscription                                                       | Software Licenses and Subscription Fees                   | 400               | EACH            | \$300.00                            | \$120,000.00   | -6.54%                                                              |                                                                                        | \$321.00   | \$128,400.00                                                                            |            | \$300.00                                                                               | 0.00%   |                                                                                         |  |                                                                 |
| #4-2                                                                         | (Year 4): Annual Hardware Preventative Maintenance and Support                                            | Support & Maintenance Services                            | 400               | EACH            | \$500.00                            | \$200,000.00   | -13.04%                                                             |                                                                                        | \$575.00   | \$230,000.00                                                                            |            | \$315.00                                                                               | 58.73%  |                                                                                         |  |                                                                 |
| Pass-thru Allowance for Miscellaneous Replacement Parts and Materials        |                                                                                                           |                                                           |                   |                 |                                     | \$57,100       |                                                                     |                                                                                        |            | \$57,100                                                                                |            |                                                                                        |         |                                                                                         |  |                                                                 |
| Year 4 Estimated Amount                                                      |                                                                                                           |                                                           |                   |                 |                                     | \$377,100      | -9.24%                                                              |                                                                                        |            | \$415,500                                                                               |            |                                                                                        |         |                                                                                         |  |                                                                 |
| #5-1                                                                         | (Year 5): Annual Software License Fees/Subscription                                                       | Software Licenses and Subscription Fees                   | 400               | EACH            | \$300.00                            | \$120,000.00   | -6.54%                                                              |                                                                                        | \$321.00   | \$128,400.00                                                                            |            | \$300.00                                                                               | 0.00%   |                                                                                         |  |                                                                 |
| #5-2                                                                         | (Year 5): Annual Hardware Preventative Maintenance and Support                                            | Support & Maintenance Services                            | 400               | EACH            | \$500.00                            | \$200,000.00   | -13.04%                                                             |                                                                                        | \$575.00   | \$230,000.00                                                                            |            | \$315.00                                                                               | 58.73%  |                                                                                         |  |                                                                 |
| Pass-thru Allowance for Miscellaneous Replacement Parts and Materials        |                                                                                                           |                                                           |                   |                 |                                     | \$57,100       |                                                                     |                                                                                        |            | \$57,100                                                                                |            |                                                                                        |         |                                                                                         |  |                                                                 |
| Year 5 Estimated Amount                                                      |                                                                                                           |                                                           |                   |                 |                                     | \$377,100      | -9.24%                                                              |                                                                                        |            | \$415,500                                                                               |            |                                                                                        |         |                                                                                         |  |                                                                 |
| Potential 5-Year Estimated Total Amount                                      |                                                                                                           |                                                           |                   |                 |                                     | \$9,074,685    | -7.42%                                                              |                                                                                        |            | \$9,802,245                                                                             |            |                                                                                        |         |                                                                                         |  |                                                                 |
|                                                                              |                                                                                                           |                                                           |                   |                 | Recommended Vendor                  |                |                                                                     |                                                                                        |            |                                                                                         |            |                                                                                        |         |                                                                                         |  |                                                                 |

Price Analysis Notes:

Basis of Award: Award made to the responsive, responsible bidder by total bid price (sum of all items).  
Apparent Lowest Bidder: XPLO Group, LLC, rejected for failure to submit the licenses as required for the scope of work set forth in the solicitation, per Section M, Licensing Requirements of the Special Instructions to Vendors

Potential Awardee:

Rosco Collision Avoidance LLC (RCA)

Potential Award Total (Inclusive of \$57,100 Annual Pass-Thru Allowance):

\$7,606,285.00

Potential Five (5) Years Total Award:

\$9,074,685.00