



Addendum #001

Invitation to Negotiate (ITN) 104-2026

School Bus Infraction Detection System - Resolicitation

Date: September 30, 2025

Solicitation: ITN 104-2026 School Bus Infraction Detection System - Resolicitation

Bid Opening: October 15, 2025, at 2:00 P.M. EST

Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes.

Please be advised that the changes below are applicable to the original specifications of the above-referenced solicitation. Added or new language to the RFP is highlighted in yellow, while deleted language has been stricken.

Change #1: Replaces Attachment I, Cost/Revenue Share Reply, with **Revised Attachment I, Cost Revenue Share Reply, in its entirety.**

Change # 2: Replaces Attachment II, Required Provisions Certification, with **Revised Attachment II, Required Provisions Certification, in its entirety.**

This Addendum provides the Board's written answers to the timely written questions received.

#	Question	Answer
1	Source: Section 3.3(a) – Evaluation Phase Methodology Could the District please clarify or confirm the intended weight of the pricing component in the evaluation criteria? The document currently shows “25” but it is unclear whether this represents 25%, 250 points, or another value. A value of 25 suggests the pricing section is weighted at around 5% of the total bid evaluation.	The Cost/Revenue Share Reply is worth 25 points.
2	Source: Attachment II – Required Provisions Certification - Business/Corporate Experience The language in Attachment II requires respondents to have experience administering Worker’s Compensation and Third-Party Liability programs for Florida	See Change #2 above.

	public entity employers. Could the District clarify what is meant by “administering” in this context, and confirm whether this provision is intended to apply to this solicitation for School Bus Infraction Detection Systems?	
3	How many urban routes does the District operate on an average school day?	Due to the different route structures, it is not possible to provide a clear answer to this question.
4	How many rural routes does the District operate on an average school day?	Due to the different route structures, it is not possible to provide a clear answer to this question.
5	What was the total number of normal daily bus routes during the survey period?	92.
6	What was the number of bus drivers who participated in the survey?	92.
7	How many illegal passings were reported in your annual survey in 2025? How many total number of normal routes per day? How many drivers participated in the survey?	There were 43 illegal passings reported. Also see the answers to Question #5 and Question #6.
8	For the most recent survey (2025), how many participating drivers reported zero illegal passings during the observation period? Based on District data or driver reports, how many routes in the fleet typically record very low or no violations in a given month?	72 drivers reported zero illegal passings. At this time, we don’t have a system to capture this data.
9	Please provide the physical address(es) for installation.	1156 Capital Cir SW Tallahassee, FL 32309
10	What is the District’s preferred installation schedule and hours (e.g., weekdays, weekends, daytime, nighttime)?	Weekdays (Monday – Friday) 5:00 a.m. until 6:00 p.m.
11	Is there a secure location on-site to store materials shipped in advance of installation?	Yes.
12	At the installation location(s), are dock-high shipping doors available for unloading, or will a liftgate truck be required?	Yes.
13	Are pallet jacks or forklifts available?	Yes.
14	Are there existing systems that need to be uninstalled? If so, how would you prefer we handle the removed systems (e.g., return, disposal, or storage)?	See Section 2.6.2, Integration Requirements, of the ITN.

15	Is there a target start and completion date?	The District intends to begin installation immediately upon Board approval and contract execution with a final completion date prior to the beginning of the 26/27 school year.
16	For Attachment 1 Cost/Revenue Share Reply, there is no place to list the vendor name or signature. Would we be allowed to modify this form to provide Vendor name and signature?	See Change #1 above.

Revised Attachment I
Cost/Revenue Share Reply

ITN 104-2026 - School Bus Infraction Detection System - Resolicitation

To ensure the District obtains services at the best value, the Board reserves the right to consider alternate pricing models from Respondents. The format of this Cost/Revenue Share Reply is an example and may be modified; however, the Estimated Initial Term Net to District will be used to award cost points and must be included or the Respondent will be deemed non-responsive. The Cost/Revenue Share Reply should include a list of all up-front charges to the District under the proposed contract. The District is interested in cost-neutral Replies but will consider all Proposals. For calculation purposes, an estimated number of infractions and a potential civil penalty amount are provided.

Estimated Annual Quantity of Infractions	Potential Civil Penalty Amount	Estimated Total Annual Revenue
10,000	\$225	\$2,250,000.00

Initial Term

One-Time or Recurring Costs (Description)	Amount	Frequency (i.e., monthly/annual/one-time)
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	

Revenue Percentage Share (if applicable)	Respondent's % / LCSB's %
Year 1	_____ % / _____ %
Year 2	_____ % / _____ %
Year 3	_____ % / _____ %

Estimated Total Annual Revenue	\$2,250,000.00
Estimated Year 1 Net to District	\$
Estimated Year 2 Net to District	\$
Estimated Year 3 Net to District	\$
Estimated Initial Term Net to District	\$

Optional Renewal Term(s)

One-Time or Recurring Costs (Description)	Amount	Frequency (i.e., monthly/annual/one-time)
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	

Revenue Percentage Share (if applicable)	Respondent's % / LCSB's %
Year 1	_____ % / _____ %
Year 2	_____ % / _____ %
Year 3	_____ % / _____ %

Estimated Total Annual Revenue	\$2,250,000.00
Estimated Renewal Term 1 Net to District	\$
Estimated Renewal Term 2 Net to District	\$
Estimated Renewal Term 3 Net to District	\$

Company Name**FEIN #****Authorized Representative (Print)****Authorized Representative Title****Authorized Representative Signature****Date**

Revised Attachment II

Required Provisions Certification

1. Business/Corporate Experience

This is to certify that the Respondent is:

- Duly licensed to conduct business in the State of Florida;
- ~~Has a minimum of three (3) years experience within the last five (5) as an authorized Qualified Servicing Entity (Administrator) by the State of Florida for Worker's Compensation programs for commercial or governmental customers of the same nature as those sought by the District;~~
- ~~Has experience administering a Worker's Compensation program for a least three (3) Florida public entity employers with over one thousand (1,000) employees for three (3) prior years; and~~
- ~~Has experience administering a Third-Party Liability program for at least three (3) Florida public entity employers with over one thousand (1,000) employees for three (3) prior years.~~
- Has a minimum of three (3) years of experience successfully implementing and providing school bus infraction detection systems.
- Has successfully implemented and provided school bus infraction detection systems to at least three (3) separate accounts.
- Has the capacity and infrastructure to provide installation, maintenance, and technical support for the District school bus fleet.

2. Prime Vendor

This is to certify that the Successful Respondent will act as the Prime Contractor to the District for all services provided under the Contract(s).

3. Meets Legal Requirements

This is to certify that the Respondent's Reply and all services provided under the Contract will be compliant with all laws, rules, and other authority applicable to providing the services, including, but not limited to, Florida's Open Government laws (Article I, Section 24, Florida Constitution, Chapter 119, F.S.).

4. Financial Disclosure

This is to certify that the Respondent has disclosed in their Reply all suspensions, revocations, bankruptcies, judgments, or liens in the last five (5) years.

5. Federal Debarment

This is to certify that neither the Respondent nor its principles are currently disbarred, suspended, proposed for disbarment, declared ineligible, or voluntarily excluded from participation in this solicitation by any Federal department or agency.

6. Conflict of Interest

Per Section 1001.42(12)(i), F.S., this certifies that no member of the Leon County School Board or the Superintendent has any financial interest in the Respondent whatsoever.

7. Statement of No Inducement

This is to certify that no attempt has been made or will be made by the Respondent to induce any other person or Contractor to submit or not to submit a Reply with regards to this ITN. Furthermore, this is to certify that the Reply contained herein is submitted in good faith and not subject to any agreement or discussion with, or inducement from, any Contractor or person to submit a complementary or other non-competitive Reply.

8. Statement of Non-Disclosure

This is to certify that none of the contents of this Reply have been disclosed before award, directly or indirectly, to any other Respondent or competitor.

9. Statement of Non-Collusion

This is to certify that the proposed costs in this Reply have been arrived at independently, without consultation, communications, or agreement as to any matter relating to such costs with any other Respondent or with any competitor, and not to restrict competition.

10. Scrutinized Companies Certification

The Respondent certifies they are not listed on the Scrutinized Companies that Boycott Israel List, created under Section 215.4725, F.S., and they are not currently engaged in a boycott of Israel. If the resulting Contract exceeds \$1,000,000.00 in total, not including renewal years, the Respondent certifies that they are not listed on either the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List created under Sections 215.473, F.S., and 215.4725, F.S., and further certifies they are not engaged in business operations in Cuba or Syria. In compliance with Sections 287.135(5), F.S., and 287.135(3), F.S., the Respondent agrees the District may immediately terminate the resulting Contract for cause if the Respondent is found to have submitted a false certification or if the Respondent is placed on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, the Scrutinized Companies that Boycott Israel List, or is engaged in a boycott of Israel, or has engaged in business operations in Cuba or Syria during the term of the Contract. Any company that submits a bid or Reply for a contract or intends to enter into or renew a contract with an agency or local governmental entity for commodities or services of any amount must certify that the company is not participating in a boycott of Israel.

By signing this certification below, the Authorized Representative affirms they have the authority to bind the Respondent and acknowledges and affirms the statements above.

<u>Authorized Representative (Print)</u>	<u>Authorized Representative (Signature)</u>
STATE OF FLORIDA	
COUNTY OF _____	
The foregoing instrument was acknowledged before me by means of _____ physical presence or _____ online	
notarization this _____ day of _____ 20____, by _____	
<i>(name of authorized representative)</i>	
as _____	as _____
<i>(position title for authorized representative)</i>	<i>(position title)</i>
for _____	

(Vendor Name)

(NOTARY SEAL)

Notary Signature

Name of Notary (Typed, Printed or Stamped)

Personally Known _____ Or Produced Identification _____ Type of Identification _____