

PROPOSED PRICE RESULT- RFP 8494 Red Light Photo Enforcement System

Proposed Price Result

| Description | Conduent State & Local Solutions, Inc. | | | | Redflex Traffic Systems, Inc. | | | | Cost per approach/mo |
|----------------------------|--|---------------------|------------|-----------------------|-------------------------------|---------------------|------------|--------------------------|----------------------|
| | Cost per approach/mo | Total # of approach | # of mo/yr | Total Cost | Cost per approach/mo | Total # of approach | # of mo/yr | Total Cost | |
| FIRST YEAR | \$3,759.00 | 25 | 12 | \$1,127,700.00 | \$2,995.00 | 25 | 12 | \$898,500.00 | \$4,300.00 |
| SECOND YEAR | \$3,759.00 | 25 | 12 | \$1,127,700.00 | \$2,995.00 | 25 | 12 | \$898,500.00 | \$4,300.00 |
| OPTION YEAR 3 | \$3,395.00 | 25 | 12 | \$1,018,500.00 | \$2,895.00 | 25 | 12 | \$868,500.00 | \$3,950.00 |
| OPTION YEAR 4 | \$3,395.00 | 25 | 12 | \$1,018,500.00 | \$2,795.00 | 25 | 12 | \$838,500.00 | \$3,900.00 |
| OPTION YEAR 5 | \$3,395.00 | 25 | 12 | \$1,018,500.00 | \$2,695.00 | 25 | 12 | \$808,500.00 | \$3,850.00 |
| OPTION YEAR 6 | \$3,395.00 | 25 | 12 | \$1,018,500.00 | \$2,595.00 | 25 | 12 | \$778,500.00 | \$3,800.00 |
| PROJECT MANAGER | \$0.00 | | 12 | \$0.00 | \$0.00 | | 12 | \$0.00 | \$8,000.00 |
| Project Grand Total | | | | \$6,329,400.00 | | | | \$5,091,000.00 | |
| | | | | | | | | \$ (1,238,400.00) | |
| Comment: | | | | | | | | \$ (206,400.00) | |

Table below shows the revised cost proposal after negotiation with the the successful proposer.

Negotiated Cost Proposal

| Description | Conduent State & Local Solutions, Inc. | | | |
|---------------|--|---------------------|------------|----------------|
| | Cost per approach/mo | Total # of approach | # of mo/yr | Total Cost |
| FIRST YEAR | \$3,495.00 | 25 | 12 | \$1,048,500.00 |
| SECOND YEAR | \$3,495.00 | 25 | 12 | \$1,048,500.00 |
| OPTION YEAR 3 | \$3,145.00 | 25 | 12 | \$943,500.00 |
| OPTION YEAR 4 | \$3,145.00 | 25 | 12 | \$943,500.00 |
| OPTION YEAR 5 | \$3,145.00 | 25 | 12 | \$943,500.00 |

| | | | | |
|----------------------------------|------------|----|----|------------------------|
| OPTION YEAR 6 | \$3,145.00 | 25 | 12 | \$943,500.00 |
| PROJECT MANAGER | \$0.00 | | 12 | \$0.00 |
| Project Grand Total | | | | \$5,871,000.00 |
| | | | | |
| | | | | \$ (780,000.00) |
| | | | | \$ (130,000.00) |
| | | | | \$ (76,400.00) |
| Savings per year | | | | \$ 76,400.00 |
| Total savings for 6 years | | | | \$458,400.00 |
| Comment: | | | | |

| Sensys America, Inc. | | |
|----------------------|------------|-----------------------|
| Total # of approach | # of mo/yr | Total Cost |
| 25 | 12 | \$1,290,000.00 |
| 25 | 12 | \$1,290,000.00 |
| 25 | 12 | \$1,185,000.00 |
| 25 | 12 | \$1,170,000.00 |
| 25 | 12 | \$1,155,000.00 |
| 25 | 12 | \$1,140,000.00 |
| 25 | 12 | \$2,400,000.00 |
| | | \$9,630,000.00 |
| | | |
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