ADDITIONAL QUESTIONS AND ANSWERS FROM PRE-PROPOSAL CONFERENCE  
(Posted 04/18/2019)

STUDENT TRANSPORTATION ROUTING AND PLANNING SOFTWARE  
RFP No. STR-2019

Additional Questions and Answers regarding RFP No. STR-2019

1. The following is an update to the answer for question #3 from Questions and Answers - Pre-Proposal Conference that was posted to the SFUSD website on 04/11/2019.

3. Please define “route” as it is used in the second paragraph under the heading: “Overview SFUSD’s Transportation Department” on page 3.

   A: As it used in this section, Route refers to a set of “pulls” assigned to one specific bus. Pulls are also referred to as "routes" by school sites and the public in general. Pulls are routes that start with the first student picked up and end at one school. Pulls may have multiple students in attending the same school and, in very few cases, attending 2 schools that are located nearby.

2. I had a question about question #1. Did you guys want to host it right now with the option to have the vendor host that later if that is what you guys decide?

   A: Yes.

3. Is there a reason to be hosted on-premise?

   A: Our current system is hosted on-premise ever since 1976 until now. I would like to have it on-premise so we have access comfort level and when we would like to in the future depending on how technology changes.

4. I’m just thinking some solutions might be better on the cloud and also thinking about your own servers and storage, maintenance, and things like that. Why not just wrap it into the provider rather than have to host it at the District?

   A: You can present to us how your hosted solution looks like today. We run a full service data center with everything and we are able to host. We would like to see how your hosted solution looks like as well.

5. The current transportation provider is First Student. Do you know when the District is going out to bid again?

   A: We are currently in our 4th year of 5th year of our contract. The district will be going out to bid this summer for the 20/21 School year.

6. The solution I am thinking of would be routing software along with fleet provided. Is there any way to imagine having a start that would incorporate that? So right now you say Spring 2020, but going onboard with First Student. Could you imagine something that would be the fleet and the software as well and it would be one system that would roll out in Fall 2020?

   A: That’s a good question. We haven’t given that thought yet. So we will need to think about it. Potentially, the District can have its own fleet in the future.

7. That is funny because that’s what it used to be but it was deemed a cost saving measure to use a vendor. Now I don’t know how that stands.

   A: Historically, SFUSD never had its own transportation dept. It was always a vendor, Laidlaw previously. The District never ran its own transportation system.
8. You mentioned you would provide the routing to the selected vendor. Is there a list of buses and stops that still exists?
   A: Our transportation website currently shows all of our general education bus stops, but we do not publish our special education bus stops as those are curb to curb individual student routes.

9. And you said there are between 500-600 students that special education door to door applies to?
   A: No, there are close to over 1500 students with IEPs that we transport. We designed the routes. There are multiple students on the routes.

10. 1500 is general education students or special education?
    A: Special Education.

11. What is the volume of general education?

12. And that is largely elementary schools?
    A: Yes, It’s mostly elementary.

13. Would you ever look to expand the service if you can do it for the same budget to provide transportation to more District students?
    A: That would be something the District would need to look at based on student assignment policy and protocol. I don’t believe that is a question for us to answer today.

14. Tyler Tech has a great relationship with First Student. Do any of the people that need to be trained that are First Student staff?
    A: No, the people that need to be trained are District Staff. For the routing, we have our own schedulers and routers with the SFUSD. That training would be here, but if we incorporate any software that requires First Student, then we would work to determine how that would take place on First Student’s side. We’re just looking for software that can integrate with their system.

15. What’s the current budget for the current transportation software?
    A: We have not discussed a current budget.

16. So you purchased Edgar and you have it? It’s not licensed or you just have it?
    A: We have a proprietary license that we spend $84,000 a year.

17. What is your budget for First Student?
    A: Our current transportation budget with First student for general and special education is $27,801,783.00.

18. So that is the vehicles, drivers, integration you would need to have with Edgar, District staff, and school staff?
    A: Correct.

19. How is bus attendance you mentioned in reports currently monitored? Are the bus drivers checking off the kids?
    A: In Special Ed, we have manifests that are printed and provided, so the Driver would check off.

20. So that is only for special education, and not for general education?
    A: Correct.
21. You mentioned imports and exports with Edupoint or Student Information System. How often are you doing that?
   
   A: Nightly.

22. And the difference between AM and PM runs. Is that for the early dismissals?
   
   A: The AM runs are the routes that are going to the schools in the AM. And the PM routes are the pick-ups.

23. I mean the volume. There were 87 PM runs and I think 57 in the AM.
   
   A: There could be early outs on some days.

24. Is that after school programs?
   
   A: They are not after school programs. There are early outs where some schools have once a week. They let out the population earlier, so kids can go home earlier and schools have a common planning time.

25. I was expecting where you have 57 in the morning and 57 in the evening where you have 87 in the evening. I thought they would match.
   
   A: They don’t always match as there are different out times or different routes set up during the week.

26. So you won’t be able to make as many?
   
   A: Correct. There are additional pulls in the PM.

27. And is this for field trips as well and sports, or anything else the school might be using buses for or just for transportation to and from school?
   
   A: What we are looking for is to route students to and from school with the capability of if in the future, after school, multiple events, or field trips. Currently athletics is handled by athletics and they contract with vendors. It’s a much simpler process. Football teams need to go to A and come back to B. They are not in the routing systems.

28. So Athletics has their transportation budget as well?
   
   A: The do.

29. Do you know what athletics’ budget is?
   
   A: No.

30. Because that’s run by the athletic dept.?
   
   A: Yes.

31. Is there an after school transportation budget?
   
   A: No.

32. So when the district is providing transportation, it is for the school day, field trips?
   
   A: For special education, it is curb to curb. And in some of those cases, special education students are going to therapy or to their home. On the general education side, it is from the hub area to the school, and from the school to return to the hub area.

33. And when you say the 29 million, that is for everything for First Student, or just matching up with the software, just to and from school or to therapy for special education students?
   
   A: It’s what we currently pay for curb to curb and general education services.

34. So not field trips or is that different?
A: We have field trips with our current provider. However, we receive funding DCYF for that.

35. Do you know what amount that is?
   A: $325,000.

36. And that services most of the budget and school sites come up with the rest?
   A: If schools want other field trips, then that is a paid field trip request and that is processed where schools submit a request, and we match them with a vendor. That is not within our routing software.

37. Do you have a contact with the Athletics dept. to find out what their budget is?
   A: I don’t at this time.

38. And are there any other things, I’m thinking after school, that someone in the district provides in terms of transportation for students?
   A: It is pretty much either athletics, special events, curb to curb, or general education.

39. And this special events are like field trips DCYF things?
   A: Field trips can cover various events. It can be to an educational event. It could be for a day, half an hour trip in San Francisco, or overnight. Pretty much what we shared is all that we do.

40. In response to question 37, you said you want field trip reports. Can you clarify if you want vendors to propose field trips software, or just routing software, because there are no specifications about field trips.
   A: We are looking for routing software. It would be wonderful to know if there is some type of field trip protocol or options with the vendor. We are currently not doing that. That is something we may want to do in the future.

41. Ok so maybe optional, with or without pricing? Would you like vendors to quote pricing on that?
   A: Sure, we would want quotes with pricing on that.

42. For the AVL question # 9, that is live location of your vehicle with GPS. So we are wondering how many people need training on that? Live and historical tracking, connected with Zonar.
   A: We probably have the same number. First Student uses Zonar. So if we continue to have them as our vendor, then we would continue to use Zonar. If the system is integrated with Zonar, then we would need the same number of transportation personnel, 8 and 2.