



# Student Transportation Request for Proposals

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April 28, 2022

**GOAL 1**  
**THRIVING**  
**STUDENTS**

**GOAL 3**  
**EMPOWERED**  
**STAFF**

# Transportation RFP Timeline



Task/Action Item	Date
RFP Advertised	01/26/2022
Pre-Bid Conference	02/03/2022
Pre-Bid Questions Submitted	02/04/2022
Q&A Addendum Posted	02/07/2022
RFP Closing	02/10/2022
RFP Bid Tabulation	02/10/2022
Future Action Item-Board Presentation	01/27/2022
Action Item – Board Presentation	04/28/2022
Awarded RFP Start Date	07/01/2022

## 1. Hybrid Option

- District would be responsible for the purchase of capital assets including: buses, cameras/video, radio and GPS equipment
- District would contract with external service provider for administrative functions including: Hiring, Training, Payroll/Benefits, HR Actions and Management for all Transportation Services staff, routing software, all maintenance of bus fleet

## 2. Full Outsourced Option

- External Service Provider would be responsible for: Hiring, Training, Payroll/Benefits, HR Actions for all Transportation Services staff
- External Service Provider would be responsible for the purchase and maintenance of all capital assets including: buses, cameras/video, radio and GPS equipment, routing software, equipment and tools for mechanics

# Transportation RFP Options



- Ensures that the District will retain the right to build its bus fleet as it becomes economically feasible throughout the duration of the contract regardless of which method of delivery is chosen

***Under the Hybrid model, it may require the vendor to provide the bus fleet for the transporting of students until the District is able to purchase and replace the vendor's fleet as the District sees fit. The District reserves the right to purchase and build its bus fleet at any point in time during the duration of this contract. This applies to both the Full Outsourced Model and Hybrid Model.\*\****

- Only 1 Responsive Bidder

Durham School Services LP

- Supply chain interruptions have had an adverse impact on service providers being able to provide buses by July 1, 2022.

Estimate of lead time on delivery of new buses as of February 2022 projected at over 250 days

# Durham's Negotiated Response



Option	Avg Fleet Age	New Buses Over 5 Year Term	FY 2021-22 Rate Per Route	Year 1 FY 2022-23 Rate Per Route	% Over Current Rate	Out Years % Increase	Estimated Year 1 Cost	Estimated Total Cost Over 5 years
1	8 Yr. Avg: 12 Yr. Max	101	\$261.65	\$316.86	21.10%	3.00%	\$11,551,049	\$61,326,823
2	8 Yr. Avg: 12 Yr. Max	101	\$261.65	\$304.82	16.50%	4.50%	\$11,236,124	\$61,470,312
3	8 Yr. Avg: 14 Yr. Max	58	\$261.65	\$304.82	16.50%	3.00%	\$11,236,124	\$59,654,145
4	8 Yr. Avg: 14 Yr. Max	58	\$261.65	\$293.05	12.00%	4.50%	\$10,928,416	\$59,786,448
5	District Owned	192	\$261.65	\$241.76	-7.60%	3.00%	\$9,587,223	\$50,899,898
6	District Owned	192	\$261.65	\$231.56	-11.50%	4.50%	\$9,320,519	\$50,990,417

# Durham Bus Replacement Schedule



Year	8 Yr. Avg. 12 Yr. Max	8 Yr. Avg. 14 Yr. Max	District
FY 2022-23	7	3	192
FY 2023-24	39	13	
FY 2024-25	12	14	
FY 2025-26	7	16	
FY 2026-27	36	12	
Total	101	58	192

Avg. Fleet Age	8 Yr. Avg. 12 Yr. Max	8 Yr. Avg. 14 Yr. Max	District
FY 2022-23	7.7	7.9	0
FY 2023-24	6.0	8.0	1.0
FY 2024-25	6.2	8.0	2.0
FY 2025-26	7.0	7.8	3.0
FY 2026-27	5.3	7.8	4.0

- District recommendation is to award Durham School Services LP as the vendor for the Transportation Services RFP utilizing the *Hybrid Model*
- Next Steps
  1. District will review proposed Durham contract
  2. District has developed a “voice of customer” survey for Campus Principal and Extra Curricular Sponsors to obtain critical to customer performance metric feedback
    1. On-time routes
    2. Age of bus fleet
    3. Age of bus fleet allocated for extracurricular trips
  3. District will develop a data collection instrument to monitor performance metrics
  4. District will incorporate performance metrics into final contract
  5. Administration will bring final proposed contract back to Board in May for approval





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