



East Providence School District  
RFQ# EPSD.DISTRICT.2025.0001  
STOP ARM SURVEILLANCE FOR BUS FLEET

**RFQ  
SPECIFICATIONS**

**I. Background**

The East Providence School District (EPSD) is a K-12 public school district supporting the City of East Providence, Rhode Island. The district maintains ten facilities including seven K-5 elementary schools, 2 middle schools and a comprehensive high school campus. EPSD is seeking submissions from qualified vendors to implement a comprehensive safety program for full fleet school bus stop arm surveillance utilizing photo enforcement, school bus stop arm cameras, and integrated software.

**II. Scope of Work & Deliverables**

EPSD is seeking qualified vendors for a turnkey managed service program for full bus fleet deployment, violator funded, stop arm enforcement managed safety program at no upfront cost to school districts which complies with R.I. Gen. Laws 31-51-1 et. Seq. as amended from time to time.

**III. Required Qualifications**

- Full installation, in-house service for mailing, payment processing, mailing, PR support, court support, and reporting.
- The program will also enable photo enforcement, utilizing artificial intelligence (“AI”) to detect violators, as well as for technology maintenance and evidence package assembly.
- Ability to leverage photo enforcement in the violation detection and conversion rates process. Ability to capture up to eight lanes of bi-directional traffic, and of capturing violations from beginning to end. The program must enable AI to assemble the evidence packages, and issue citations.
- Field service technicians must be familiar with and certified to install components on all different models of buses.
- Vendor to provide an on-demand library of bus safety and stop arm law education programs. This library of information can include public service announcements, both for television programming and radio, as well as a continuously updated bank of written materials.
- Provide vendor information including
  - i. Provide an overview of the company and sub-consultants, resumes of key personnel, RI MBE participation (if any), and product/market differentiators that demonstrate your ability to deliver bus arm stop surveillance systems. Include details for at least three similar deployments (e.g., school districts or municipalities), with project timelines, performance summaries (successes, challenges, budget), and any experience working with local or state agencies.
  - ii. Submit proof of required insurance (Workers' Compensation, General Liability, and Auto Liability). Insurance documentation must meet EPSD requirements and be provided at least 10 business days before project commencement.

#### IV. Proposal Requirements

Proposals will be considered that offer a full-fleet, turnkey managed solution that includes full-fleet deployment of all East Providence School Department buses, with zero East Providence school district capital outlay.

- The full fleet consists of 35 - 152 Type C, 72 pax, Bluebird Vision 2020 40ft long, and 3 - 12 pax, Bluebird Vision 2016 25.9 ft long.
- A minimum of 4 internal cameras, (inclusive of a dashcam video, either pedestal or windshield mount), and 3 external cameras. Cameras shall be 1080p with the ability to live stream.
- East Providence prefers to be able to view vehicle diagnostics (such as but not limited to track turn signals, brakes, doors, lifts).
- East Providence currently has 85 urban routes run per day.
- Onsite storage for materials delivered prior to installation and will be available.
- Location for installation:

Oceanstate Transit  
97 Commercial Way  
East Providence, RI 02914

- Required installation schedule would be no later than August '25.
- East Providence has eight (8) vehicles that existing equipment will need to be removed prior to new equipment being installed.
- EP prefers a video retention requirement of no less than 45 days.
- The contract will be in effect from the date of award through June 30, 2028, or for such other duration as may be agreed to in writing and signed by the parties, unless terminated by either party at a time, with or without cause.
- The Vendor is required to list any litigation of any kind (arbitration, mediation, state or federal court) that it is or has been a named party in the last seven (7) years.
- The Contract resulting from this solicitation will be for a 3 year term with two option years.

❖ Expected Term: Time of Contract execution to June 30, 2028

- Option Year 1: July 1, 2028 to June 30, 2029
- Option Year 2: July 1, 2029 to June 30, 2030

Proposals must include a fully integrated, web-based law enforcement evidence review portal. The program must possess the capability to provide footage from any camera view as part of an evidence package and operate on the FirstNet Network or equal.

#### v. General Conditions

This RFQ is not an offer to contract. Acceptance of a proposal neither commits our school district to award a contract to any Vendor, even if all requirements stated in this RFQ are met, nor limits our right to negotiate in our best interest. We will thoroughly examine each proposal for best qualifications, product quality, performance measures, flexibility and customer support.

Proposals are to be made in good faith, without fraud, collusion or connection of any kind with any other contractor for the same work. All bidders must complete in their own interest and on their own behalf. If you are subcontracting any portion of this agreement, you must identify the subcontractor in your proposal and agree that all subcontractors are bound to all terms and conditions of this RFQ.

The Vendor will absorb all costs incurred in the preparation and presentation of the proposal.

All Vendors who submit proposals will be notified of the results of the selection process.

The EPSD reserves the right to reject any or all proposals, in whole or in part, with or without cause, even if all the stated requirements are met. In addition, EPSD may enter into negotiations with one or more entities simultaneously and award a contract without notification. At the sole discretion of EPSD, bidder presentations may be requested before award of the contract. EPSD may also request the opportunity to conduct an on-site review of the Vendor's facility and/or other locations where these services are provided, or a demonstration of the proposed technology.

## **VI. Vendor Instructions**

Any changes in deadlines will be communicated to all Vendors via [www.epschoolsri.com/purchasing](http://www.epschoolsri.com/purchasing). We reserve the right to disqualify any vendor that does not comply with these deadlines.

<b>Activity</b>	<b>Date/Time</b>
RFQ Released	07/17/2025
Deadline for questions	07/21/2025 at 12:00pm
Q&A Addenda Issued	07/23/25
Proposal Submission Deadline	7/25/25 at 12:00pm
Project awarded	8/1/2025

### **RFQ Schedule**

#### **Vendor Questions and RFQ Addenda**

Questions regarding the content of or schedule for the RFQ must be submitted in writing by e-mail to Diana Clarkin, Director of Operations, [dclarkin@epschoolsri.com](mailto:dclarkin@epschoolsri.com) according to the RFQ schedule provided in above.

The EPSD will issue answers to all Vendor questions, as noted in that schedule. In the event that modifications or additions to the RFQ become necessary, vendors will be notified in writing and posted to [www.epschoolsri.com/purchasing](http://www.epschoolsri.com/purchasing).

## **VII. Proposal Format and Submission Requirements**

**Proposals are to be organized in the following format:**

- Section 1: Executive Summary. The two page maximum executive summary is to briefly describe the vendor’s proposal. This summary should highlight the major features of the proposal. It must indicate any requirements that cannot be met by the Proposer. The reader should be able to determine the essence of the proposal by reading the executive summary.
- Section 2: Vendor Information. Proposers must provide in-line responses to all requirements outlined in RFQ Section 3- Vendor Information.
- Section 3: Response to RFQ Requirements. Proposers must provide in-line responses or narrative to all requirements outlined RFP Sections including approach to Section 3.2.
- Section 5: Additional Information. Proposers may include additional information regarding their products and services in this section.

**Sealed Requirements**

Three (3) printed copies and one electronic copy of the proposal must be submitted in an envelope clearly marked: Request for Qualifications, “STOP ARM SURVEILLANCE FOR BUS FLEETARM SURVEILLANCE FOR BUS FLEET”. Mail or deliver sealed proposals to the following address by the date and time identified in the schedule in RFQ The EPSD Finance Department will receive all responses and include a time stamped form to record arrival date/time.

Alexandra Gonzalez  
Director of Finance  
RFQ# EPSD.District.2025.0001  
1998 Pawtucket Ave  
East Providence, RI 02914

**VIII. Evaluation of Proposals**

The EPSD will rate each proposal based on a maximum of 100 points. Criteria for selection will include the following:

Executive Summary	10 Points
Previous Experience and Company Background	10 Points
Capability, Capacity, Staffing, and Overall Qualifications of Vendor	40 Points
Project Understanding and Approach	40 Points

**IX. Response Evaluation**

The district contemplates awarding the technically acceptable vendor proposal. To determine whether proposals are technically acceptable:

The district will determine whether each proposal is complete

The solution specified in the proposal meets the technical needs of EPSD and offers the most value to the schools

Whether it is responsive to all requirements established in the RFQ and addenda.

Whether the proposing vendor maintains and has submitted documentation of applicable certifications

Whether references related to past performance are favorable.

With regard to references, vendors are free to submit references they wish the EPSD to consider; however, the EPSD reserves the right to investigate references for any and all projects on which the vendor has worked in the last three (3) years.

Proposals not deemed technically acceptable may be eliminated from consideration

Whether the proposing vendor complies with State of Rhode Island Minority Business Enterprise ("MBE") program requirements

The EPSD may choose to seek clarifications from vendors with regard to their proposals.

All responses will be provided in writing to the [E-Bids@epschoolsri.com](mailto:E-Bids@epschoolsri.com) address, and incomplete or unclear responses may result in a proposal being deemed technically unacceptable. However, the EPSD reserves the right to make a selection without requesting clarification. Additionally, the EPSD may not necessarily seek clarifications from all vendors submitting proposals.

Any contract awarded under this RFQ is subject to funding, and approval by the East Providence School Committee. The EPSD reserves the right to make no awards under this RFQ.