

# Red Light Photo Enforcement System for the County of Sacramento

RFP #8494

Due Date: July 27, 2018

Submitted by Conduent State & Local Solutions, Inc.



Cost Proposal

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Conduent State & Local Solutions, Inc.  
12410 Milestone Center Drive, Suite 500  
Germantown, MD 20876

Cost Proposal

## Cost Proposal [RFP V]

### REQUIREMENT: RFP Section V

Pricing: Prices shall be firm and fixed throughout the term of the 2-year contract, unless a change in the required services necessitates a revision to the firm-fixed pricing. During the first contract extension, and any consecutive extensions, pricing per enforcement site will de-escalate at a fair market value. Proposers will submit cost proposals indicating prices for contract years and option years.

*We believe that after thorough review, the County of Sacramento will agree that Conduent provides the most comprehensive and risk-free Photo Enforcement solution at the best possible value.*

Conduent is excited at the opportunity to expand our current business footprint in the County of Sacramento and help further reduce dangerous driving behavior. Our solution offers the latest advanced hardware and software components that are simply unparalleled in the industry today. Our modular systems will allow you to add capabilities as your safety, security and enforcement needs change in the future, allowing you to maximize your investment.

With over 1,000 DriveSafe™ camera systems under contract including recent wins in the City of Philadelphia, City of Baltimore, and Beaverton, OR, the industry is continuing to recognize Conduent and DriveSafe™ as the de facto standard for improving traffic safety in City streets.

Our simplified pricing structure gives the County superior value during the first 2 years as you evaluate our ability to perform as a trusted partner. During the next 4 option years, you will enjoy a reduced monthly fee while still experiencing a level of service that allows us to retain clients at one of the highest rates in the industry.

### Pricing

Our Flat Monthly Fee, as set forth in Table CP-1, is all inclusive.

**Table CP-1. Red Light Photo Enforcement System**

Description	Firm-Fixed Monthly Fee per Approach
DriveSafe™ Red Light System & Citeweb™ Violation Processing software	Base Term (Years 1 & 2): \$3,759.00 Extension Term (Years 3-6): \$3,395.00

#### Price Conditions:

- Pricing assumes County will provide power & associated conduit to connect.
- New approaches: In addition to the per approach fee, Contractor will charge engineering and constructions costs + 15%.
- For “new sites”, the monthly fixed fee per system will commence upon acceptance of the installed system, aligned with the start of the 30 day warning period.
- Civil works construction is a service that is considered completed upon site acceptance and is included in our Firm-Fixed Monthly Fee.
- Assumes negotiation of a mutually agreeable contract.