

23-001 Price Analysis

| Heavy Duty Buses-GoTriangle # 23-001 | | Gillig | New Flyer | Lowest Base Price | Lowest Base Price Vendor | ICE (Independent Cost Estimate) |
|--------------------------------------|----------------------------|----------------|----------------|-------------------|--------------------------|---------------------------------|
| Diesel | | | | | | |
| Bus Base Price | 1 Diesel 30' Bus | \$519,372.00 | NB | \$519,372.00 | Gillig | \$456,179.00 |
| | 3 Diesel 35' Bus | \$522,372.00 | \$664,990.00 | \$522,372.00 | Gillig | \$614,412.00 |
| | 3 Diesel 40' Bus | \$526,572.00 | \$669,990.00 | \$526,572.00 | Gillig | \$566,603.00 |
| | 4 Diesel 60' Bus | NB | \$974,990.00 | \$974,990.00 | New Flyer | \$840,282.00 |
| | 5 Delivery Charges Per Bus | \$6,441.00 | Included BB | | | |
| Hybrid | | | | | | |
| Bus Base Price | 1 Hybrid 30' Bus | NB | NB | \$0.00 | NB | NB |
| | 3 Hybrid 35' Bus | \$793,081.00 | \$924,990.00 | \$793,081.00 | Gillig | \$773,889.00 |
| | 3 Hybrid 40' Bus | \$797,281.00 | \$929,990.00 | \$797,281.00 | Gillig | \$796,511.00 |
| | 4 Hybrid 60' Bus | NB | NB | \$0.00 | NB | NB |
| | 5 Delivery Charges Per Bus | \$6,441.00 | Included BB | | | |
| Battery Electric Bus (BEB) | | | | | | |
| Bus Base Price | 1 Battery Electric 30' Bus | NB | NB | \$0.00 | NB | NB |
| | 3 Battery Electric 35' Bus | \$1,027,471.00 | \$1,057,990.00 | \$1,027,471.00 | Gillig | \$898,000.00 |
| | 3 Battery Electric 40' Bus | \$1,031,671.00 | \$1,099,990.00 | \$1,031,671.00 | Gillig | \$918,869.00 |
| | 4 Battery Electric 60' Bus | NB | \$1,599,990.00 | \$1,599,990.00 | New Flyer | \$1,379,810.00 |
| | 5 Delivery Charges Per Bus | \$15,351.00 | Included BB | | | |

NB=No Bid

Adequate Price Competition

When two or more acceptable offers are received and the lowest price is selected, the price of the lowest offerer can be concluded to be fair and reasonable. It is noted that generally where the difference in prices between the two offers differs by less than 15 percent, the price competition is said to exist.

Price Analysis

Pricing is found to be fair and reasonable:
within the independent cost estimate
and comparable pricing.

23-001 Optional Equipment and Services

| Optional Equipment and Services | | Gillig | New Flyer | ICE (Independent Cost Estimate) | Fair and Reasonable Determination |
|---------------------------------|--|------------------------|-------------------------------|---------------------------------|-----------------------------------|
| 1 | BRT Style Package | \$13,950.00 | IIB | \$12,900.00 | Yes |
| 2 | Electric Driven A/C System for Diesel and Hybrid Buses | \$6,118.00 | \$3884.04 XD40 \$6115.46 XD60 | \$6,771.00 | Yes |
| 3 | Altro Flooring Heating Welding Kit (Part #ASTHWKT) or approved equal | \$1,208.00 | \$56.48 | \$1,108.45 | Yes |
| 4 | Flush Glass-Bonded Passenger Side and Driver's Side Windows | See Option Page | \$7,803.88 | No Pricing Available | TBD |
| 5 | GFI Fast Fare Revolutionary Farebox | \$24,001.00 | \$28,267.59 | \$25,200.00 | Yes |
| 6 | Automatic Passenger Counter (APC) | \$7,287 for Tripspark | \$2,757.88 | \$4,335.00 | Yes |
| 7 | Automatic Vehicle Monitoring (AVM) Module GoTriangle (Trapeze TripSpark) | \$20,998.00 | Custom Configured | \$42,000.00 | Yes |
| 8 | Automatic Vehicle Monitoring (AVM) Module Chapel Hill Transit (GVM Innovation Solutions) | \$35,729.00 | Custom Configured | \$31,860.00 | Yes |
| 9 | Automatic Vehicle Monitoring (AVM) Module GoDurham (Passio Technologies) | \$81,448.00 | Custom Configured | No Pricing Available | TBD |
| 10 | Video Mirror System (Credit for exterior mirrors when selecting this option) | Removed per Addendum 3 | Custom Configured | No Pricing Available | N/A |
| 11 | Pedestrian Turn Warning System | \$3,923.00 | \$9,144.08 | \$6,161.27 | Yes |
| 12 | Training - 1 Week of Operations Train the Trainer | NC | Attachment K | \$4,000.00 | TBD |
| 13 | Training - 1 Weeks Maintenance | \$10,000.00 | Attachment K | \$4,000.00 | TBD |
| 14 | Route Mapping Services | Removed per Addendum 3 | Custom Configured | No Pricing Available | N/A |
| 15 | Auxiliary Heater | IIB | IIB | \$9,660.00 | N/A |
| 16 | Over the Road Coach Style High-Back, Padded Seats with Stain-Resistant Upholstery | Removed per Addendum 3 | Custom Configured | No Pricing Available | N/A |
| 17 | Motorola APX6500 7/800 Radio System | \$9,265.00 | \$10,225.10 | \$10,186.00 | Yes |
| 18 | Route Mapping Module | Removed per Addendum 3 | Custom Configured | No Pricing Available | N/A |
| 19 | Electric Steering Assist | \$2,433.00 | \$3,209.85 | No Pricing Available | TBD |
| 20 | Latest Seon Camera System | \$10,873.00 | \$22,938.30 | \$15,708.00 | TBD |
| 21 | Latest Apollo Camera System | \$863.00 | \$444.15 | \$10,765.00 | TBD |
| 22 | Apollo DVR Review Station | \$6,753.00 | \$6,199.22 | \$6,200.00 | Yes |
| 23 | Apollo Wireless LAN to Download Video | \$460.00 | \$429.12 | \$441.00 | Yes |
| 24 | Seon Camera System | \$604.00 | \$16,609.10 | \$15,708.00 | Yes |
| 25 | Seon DVR Review Station | \$3,475.00 | \$3,195.45 | \$3,340.00 | Yes |
| 26 | Seon Wireless LAN to Download Video | \$756.00 | To Be Discussed | No Pricing Available | TBD |
| 27 | Training - Bus Maintenance | \$15,000.00 | Attachment K | \$14,400.00 | Yes |
| 28 | Training - Bus Electrical | \$15,000.00 | Attachment K | \$14,400.00 | Yes |
| 29 | Training - AC/Heat System | \$31,500.00 | Attachment K | \$14,400.00 | TBD |
| 30 | Training - Engine | \$67,500.00 | Attachment K | \$24,000.00 | TBD |
| 31 | Training - Transmission | \$54,000.00 | Attachment K | \$19,200.00 | TBD |
| 32 | Training - Transmission Overhaul | \$22,500.00 | Attachment K | \$8,000.00 | TBD |
| 33 | Training - Fire Suppression/Gas Detection | \$5,000.00 | Attachment K | \$7,200.00 | Yes |
| 34 | Training - Wheelchair Ramp | NC | Attachment K | No Charge | TBD |
| 35 | Training - Parts and Support Familiarization | NC | Attachment K | No Charge | TBD |
| 36 | Training - Fare Collection Device | Quote | Attachment K | No Pricing Available | TBD |
| 37 | Other Optional Training | \$5,000.00 | Attachment K | \$38,400.00 | Yes |
| 38 | Destination Sign System Programming | IIB | NC | N/A | N/A |
| 39 | Luminator Destination Sign System | \$3,659.00 | \$10,196.55 | \$4,241.00 | Yes |
| 40 | Hanover Destination Sign System | \$1,561.00 | \$22,938.30 | \$4,000.00 | Yes |
| 41 | I/O Destination Sign System | IIB | Not Available | \$4,800.00 | N/A |
| 42 | Delivery within 730 days / 24 months from date of Purchase Order | Yes | Included | N/A | Yes |
| 43 | Laminated Glazing Panels | \$285.00 | IIB | No Pricing Available | TBD |
| 44 | Air purification system | \$3,585.00 | \$5,038.77 | \$3,674.88 | Yes |

IIB=Included in Base

NC=No Charge

No=Not Fair and Reasonable

Yes=Fair and Reasonable

N/A= Not Applicable

23-001 Optional Special Tools

| EQUIPMENT AND SERVICES DESCRIPTION | | Gillig | New Flyer | ICE (Independent Cost Estimate) | Fair and Reasonable Determination |
|------------------------------------|--|--------------------------|---------------|---------------------------------|-----------------------------------|
| 1 | Portable Hand Held Readers for Troubleshooting the Multiplexing System | \$5,072.00 | Attached List | \$5,000.00 | Yes |
| 2 | Towing Adapters | \$423.00 | Attached List | \$977.35 | TBD |
| 3 | Jacking Adapters | N/A | Attached List | N/A | TBD |
| 4 | Special tools for Electric bus maintenance kit (contractor to identify contents) | \$2,715.00 | Attached List | \$4,200.00 | Yes |
| 5 | Break out boxes for electrical components (contractor to identify contents) | N/A | Attached List | \$3,471.45 | TBD |
| 6 | Handheld diagnostic readers w/ printers for electric charging and drive system | \$2,715.00 | Attached List | \$7,500.00 | Yes |
| 7 | Wheel Alignment Tools | N/A | Attached List | N/A | TBD |
| 8 | Cartridge and Diagnostic Reader for ABS/ATC | \$432.00 | Attached List | \$407.00 | Yes |
| 9 | Programming Device (USB) for the Destination Sign System | IOC-Included | Attached List | N/A | TBD |
| 10 | On-Board Digital Recording System Programming and Diagnostic Hardware and Software | Diagnostics Onboard | Attached List | N/A | TBD |
| 11 | Diagnostic software CDs and licenses if required for all vehicle systems that require such software. <u>cabling for software is to be priced separately.</u> | Custom to Specific Build | Attached List | N/A | TBD |
| 12 | Multiplex mockup board for system installed in bus being bid | \$21,216.00 | Attached List | \$17,850.00 | Yes |
| 13 | Programming key, cables and any items needed for diagnostics or programming of Multiplex system | \$229.00 | Attached List | \$209.00 | Yes |

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23-001 Optional Spare Parts

| Optional Spare Parts | Gillig | New Flyer | ICE (Independent Cost Estimate) | Fair and Resonable Determination |
|--|----------------------|--------------|---------------------------------|----------------------------------|
| 1 Engine | \$62,168.00 | \$52,187.50 | \$43,480.00 | TBD |
| 2 Allison Transmission | \$51,301.00 | \$14,992.50 | \$8,350.00 | TBD |
| 3 ZF Transmission | \$22,376.00 | \$15,213.75 | No Pricing Available | TBD |
| 4 Voith Transmission | \$18,827.00 | \$18,437.50 | No Pricing Available | Yes |
| 5 Complete Power Plant Assembly (Vendor to specify contents); As Applicable | \$80,995.00 | \$67,110.00 | No Pricing Available | TBD |
| 6 Engine Alternator | \$3,604.00 | \$2,638.34 | \$2,264.00 | Yes |
| 7 Electric Radiator Fan Motor | \$573.00 | \$350.77 | \$635.00 | Yes |
| 8 Front Bumper | \$1,672.00 | \$927.37 | \$603.00 | TBD |
| 9 Rear Bumper | \$1,440.00 | \$982.37 | \$1,159.00 | TBD |
| 10 A/C Compressor | \$8,600.00 | \$4,960.00 | \$7,995.00 | Yes |
| 11 A/C Condenser Motor | \$2,393.00 | \$2,492.16 | \$1,048.00 | Yes |
| 12 Evaporator Fan Motor | \$4,192.00 | \$5,521.52 | \$1,043.00 | TBD |
| 13 A/C Alternator | \$3,484.00 | Not Required | \$3,121.00 | Yes |
| 14 Wheelchair Tie-Down Assembly (all hardware and belts) | Quote | \$11,798.75 | No Pricing Available | TBD |
| 15 Wheelchair Ramp Assembly | \$9,035.00 | \$9,182.25 | \$10,000.00 | Yes |
| 16 Set (Left and Right) Exterior Mirrors | \$1,584.00 | \$547.85 | \$2,413.00 | TBD |
| 17 Rear Axle Hub | \$1,352.00 | \$11,798.75 | \$1,164.00 | Yes |
| 18 Differential Carrier Assembly | \$6,845.00 | \$8,883.30 | \$5,201.00 | TBD |
| 19 Radiator Assembly w/CAC | \$8,300.00 | \$5,680.00 | \$6,605.00 | Yes |
| 20 Hydraulic Pump | \$475.00 | \$618.75 | \$869.00 | Yes |
| 21 Electric Cooling Fan Motor | \$336.00 | \$236.74 | \$103.00 | Yes |
| 22 ABS Electronic Control Unit | \$901.00 | \$409.74 | \$744.00 | Yes |
| 23 Central Controller for Multiplex System | \$402.00 | \$319.05 | \$560.00 | Yes |
| 24 Multiplex Node and Modules (if applicable) | \$349.00 | \$2,233.35 | \$5,064.21 | Yes |
| 25 Engine Extended Warranty (define coverage and terms) | See Option Page | See Attached | \$3,200.00 | TBD |
| 26 Transmission Extended Warranty (define coverage and terms) | See Option Page | See Attached | No Pricing Available | TBD |
| 27 Transmission cooler assembly | \$977.00 | \$818.80 | \$1,268.00 | Yes |
| 28 Diesel particulate filter | \$5,381.00 | \$5,220.00 | \$2,352.00 | Yes |
| 29 Diesel oxidation catalyst | N/A | \$337.35 | \$3,190.00 | TBD |
| 30 SCR assembly | \$5,049.00 | \$8,089.44 | \$7,659.00 | Yes |
| 31 Exhaust diffuser (if used) | \$195.00 | Not Used | \$488.00 | Yes |
| 32 Multiplex modules (list each individually) | \$7,508.00 | \$319.05 | \$5,536.00 | TBD |
| 33 Front Brake Kits (include drum or rotor, shoe / pad, lining and hardware) | \$2,592.00 | \$1,054.10 | \$990.00 | TBD |
| 34 Rear Brake Kits (include drum or rotor, shoe / pad and lining and hardware) | \$2,592.00 | \$1,054.10 | \$1,020.00 | TBD |
| 35 Engine Turbo charger | \$5,095.00 | \$4,777.28 | \$2,445.00 | Yes |
| 36 Engine EGR Cooler | \$976.00 | \$1,815.85 | \$1,492.00 | TBD |
| 37 Passenger seat inserts | Quote to Spec-Custom | \$18,980.00 | \$114.00 | TBD |
| 38 Driver's seat rebuild kits (should include cushions and covers) | Quote to Spec-Custom | \$4,321.63 | \$454.00 | TBD |
| 39 Driveshaft assembly | \$504.00 | \$473.75 | \$744.00 | Yes |
| 40 Passenger Window Glass | Quote to Spec-Custom | N/A | \$150.00 | TBD |
| 41 Passenger Window assembly | Quote to Spec-Custom | \$9,620.00 | \$700.00 | TBD |
| 42 Windshield(s) | \$578.00 | \$885.02 | \$446.00 | Yes |
| 43 Door operator | \$1,242.00 | \$154.38 | \$1,193.00 | Yes |
| 44 All lubricating, hydraulic, HVAC and air filters, listed separately with OEM part numbers | \$1,104.00 | TBD | No Pricing Available | TBD |
| 45 Driver seat assembly | \$3,088.00 | \$2,783.75 | \$2,150.00 | Yes |
| 46 ESS | \$29,448.00 | \$328,441.80 | No Pricing Available | TBD |
| 47 Electric bus battery | Quote | \$328,441.80 | \$417.00 | TBD |
| 48 Traction motor | \$22,376.00 | \$17,996.25 | \$17,600.00 | Yes |
| 49 Complete Power Plant Assembly (Vendor to specify contents); As Applicable | \$80,995.00 | \$67,110.00 | \$54,000.00 | TBD |
| 50 All lubricating, hydraulic, HVAC and air filters, listed separately with OEM part numbers | \$1,103.00 | TBD | No Pricing Available | TBD |
| 51 Electric Bus Pantograph Charging Station Equipped with Management Software (To include pricing for various sizes) | \$539,100.00 | See Attached | No Pricing Available | TBD |
| 52 Electric Bus Depot Charging (Standard Plug in) (To include pricing for various sizes) | \$166,171.00 | See Attached | \$160,000.00 | Yes |
| 53 Electric Bus Conductive Charging with Management Software (To include pricing for various sizes) | \$579,400.00 | See Attached | No Pricing Available | TBD |

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