

City of Gainesville

proposal in response to
**RFP No. RTSX-230065-DS Maintenance
Management System for Transit (Rebid)**

August 21, 2023



REDACTED PROPOSAL

BID COVER



Procurement Division

(352) 334-5021(main)

Issue Date: July 20, 2023

REQUEST FOR PROPOSAL: #RTSX-230065-DS
Maintenance Management System for Transit (Rebid)

PRE-PROPOSAL MEETING: [] Non-Mandatory [] Mandatory [X] N/A [] Includes Site Visit
DATE: TIME:
LOCATION:

QUESTION SUBMITTAL DUE DATE: August 4, 2023

All meetings and submittal deadlines are Eastern Time (ET).

DUE DATE FOR UPLOADING PROPOSAL: August 21, 2023, 3:00pm

SUMMARY OF SCOPE OF WORK:

Maintenance Management System for use by Regional Transit System. Implementation, Training, Go Live, and System Acceptance need to all be completed by no later than June 30, 2024.

For questions relating to this solicitation, contact: Daphne Sesco, Procurement Specialist 3, sescoda@gainesvillefl.gov

Bidder is not in arrears to City upon any debt, fee, tax or contract: [X] Bidder is NOT in arrears [] Bidder IS in arrears
Bidder is not a defaulter, as surety or otherwise, upon any obligation to City: [X] Bidder is NOT in default [] Bidder IS in default

Bidders who receive this bid from sources other than City of Gainesville Procurement Division or DemandStar.com MUST contact the Procurement Division prior to the due date to ensure any addenda are received in order to submit a responsible and responsive offer. Uploading an incomplete document may deem the offer non-responsive, causing rejection.

ADDENDA ACKNOWLEDGMENT: Prior to submitting my offer, I have verified that all addenda issued to date are considered as part of my offer: Addenda received (list all) # 1, 2

Legal Name of Bidder: Avail Technologies, Inc.

DBA: Avail Technologies, Inc.

Authorized Representative Name/Title: Kevin McKay

E-mail Address: proposals@availtec.com FEIN: [REDACTED]

Street Address: 1960 Old Gatesburg Road, Suite 200, State College, PA 16803

Mailing Address (if different):

Telephone: (814) 234-3394 Fax: (814) 234-3393

By signing this form, I acknowledge I have read and understand, and my business complies with all General Conditions and requirements set forth herein; and,

- [] Proposal is in full compliance with the Specifications.
[X] Proposal is in full compliance with the Specifications except as specifically stated and attached hereto.

SIGNATURE OF AUTHORIZED REPRESENTATIVE: [Handwritten Signature]

SIGNER'S PRINTED NAME: Kevin McKay DATE: 8/15/2023

This page must be completed and uploaded to DemandStar.com with your Submittal.

Confidential & Proprietary Information Notice

This proposal includes documents which contain CONFIDENTIAL and PROPRIETARY information that shall not be duplicated, used, or disclosed in whole or in part, for any other purpose other than in conjunction with the review of this solicitation. If the contract is awarded, City of Gainesville shall have the right to duplicate or use any data submitted if required or deemed necessary as a part of said contract.

Trade Secrets

This proposal includes documents which contain TRADE SECRET information that shall not be duplicated, used, or disclosed in whole or in part, for any other purpose other than in conjunction with the review of this solicitation. If the contract is awarded, City of Gainesville shall have the right to duplicate or use any data submitted if required or deemed necessary as a part of said contract.

Avail is invoking FOIA exemption based on article:

Fla. Stat. §§ 688.002 (4) "Trade secret" means information, including a formula, pattern, compilation, program, device, method, technique, or process that: **(a)** Derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use; and **(b)** Is the subject of efforts that are reasonable under the circumstances to maintain its secrecy.

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1. Cover Letter

August 21, 2023

Daphyne Sesco
Procurement Specialist 3
34 SE 13th Rd,
Gainesville, FL 32601



Dear Daphyne,

Avail Technologies, Inc., is pleased to provide City of Gainesville with our proposal in response to your RFP #RTSX-230065-DS Maintenance Management System for Transit (Rebid). Avail has orchestrated our solution and designed this proposal based on more than two decades of experience developing, deploying, and maintaining Intelligent Transportation Systems (ITS) for public transit properties throughout North America. Avail agrees to be bound by the proposal, without modifications, unless mutually agreed upon by City of Gainesville and the Proposer.

If you have any questions during your evaluation of our proposal, please do not hesitate to contact us:

Proposer Identification:
Avail Technologies, Inc.
1960 Old Gatesburg Rd.
State College, PA 16803
www.availtec.com

Single POC: Shannon Haney
Email: proposals@availtec.com
Phone: 814-234-3394, ext. 1023
Fax: 814-234-3393

Authority to Obligate the Company: Dorsey E. Houtz, President & CEO or Kevin McKay, COO

Avail Technologies, Inc., a financially strong, private corporation chartered under the laws of the Commonwealth of Pennsylvania with no parent company, is committed to supporting all our projects. Proposal Validity: 120 days from submittal date. Should City of Gainesville need additional time, please contact Avail for an offer extension.

A handwritten signature in black ink, appearing to read "Kevin McKay". The signature is written in a cursive style and is enclosed in a thin black rectangular border.

Kevin McKay
Chief Operating Officer
Avail Technologies, Inc.

1.1. Executive Summary

Avail Technologies is pleased to present the City of Gainesville with our proposal to deploy and adopt **myAvail** Enterprise Transit Management Solution (ETMS). Although RTS is an existing customer, we wanted to show our commitment to RTS by submitting a proposal and cost-effective solution that will contribute to RTS providing safe, reliable, and energy-efficient transportation. RTS Transit's existing on-premises solution will be securely transitioned to the Microsoft Azure cloud, with a modern web-based front end, enhanced navigation, in-product help, significant database improvement, Business Intelligence reporting, and much more.

Avail is uniquely positioned, being the only vendor who can deploy RTS with the new modern Maintenance Management System you are seeking with Go-Live within a few months. This will provide RTS Transit with significant savings not only in software license fees, but in implementation and training costs as well. Of the original 35 Fleet-Net® agencies, 21 of those agencies have executed contracts with 10 more in negotiations, to upgrade their Fleet-Net® implementations to ETMS.

In closing, Avail Technologies understands the importance of having a product with which you can grow. We truly believe that ETMS is the answer! Throughout this proposal, Avail effectively demonstrates and provides content on all the technical and project requirements that you are looking for. Our ETMS software is vital for agencies that are seeking a fully automated, low-cost, single provider solution, software as a service (SaaS) model. It provides user flexibility and produces subject matter experts by being an intuitive system.

2. Technical Proposal

2.1. Proposed Solution

The **myAvail ETMS** suite of products provide immense value as a complete integrated solution for City of Gainesville. Given that our solution is specific to the transit industry and is backed by a company that has solely focused on transit related products and services, we feel that our offering uniquely addresses the requirements for a Maintenance Management System requested in your RFP. Further, we are providing a comprehensive set of tools, and are working with City of Gainesville to integrate using both existing and new workflows and SOPs to optimize your performance and minimize redundancy and inefficiency.

myAvail ETMS is a secure, cloud-based, fully integrated enterprise transit management solution. We understand that 35 mobile, 14 desktop, and 15 requestors will require access to City of Gainesville's Maintenance Management System. Avail's role-based architecture provides each user with a menu related to their functional duties in the organization. For example, an inventory clerk, procurement specialist, and accounts payable clerk all have access to the same vendor listing but only with functionality and permissions relevant to their responsibilities.

This eliminates the need to go to multiple places to perform daily work duties. As a complete product offering, data is readily shared across suites within the platform and across all the features in the solution without the need to develop interfaces. This ensures a completely seamless integration today; and it will continue to be a completely seamless system with all future functionalities.

The proposed solution will provide City of Gainesville with an upgrade to the **myAvail ETMS** platform to replace City of Gainesville's current Fleet-Net® system. This will provide City of Gainesville with the most cost-effective solution possible while still providing the core functionality and usability features that City of Gainesville desires. The new **myAvail ETMS** platform comes with one of the industry's most forward-thinking Business Intelligence (BI) solutions to provide comprehensive dashboards and KPI monitoring. Simply put, we provide you with answers, not just data.

Avail understands the value of any ERP/EAM system extends beyond the ability to just perform daily operational functions. Insight into your operations ensures you're making the best decisions for your organization. The **myAvail ETMS** offering has hundreds of canned reports available across the suites, but we are rapidly adopting our BI solution to better meet the operational goals of our customers. Role based dashboards give managers emphasis on the specific areas that need attention and KPIs that indicate problems before your operation is impacted. BI is built

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on a platform that allows any combination of individual elements to be assembled into a custom dashboard for the user.

Avail's approach is to put the focus on the end user of our ERP/EAM product. Security is based on the user's role in the organization and configuration is determined during deployment as a joint effort between our team and yours. Avail's unique FAST (Follow-on Adoption Services Training) approach to training and support ensures we maintain those long-term relationships, so we can continue to share success for many years to come.

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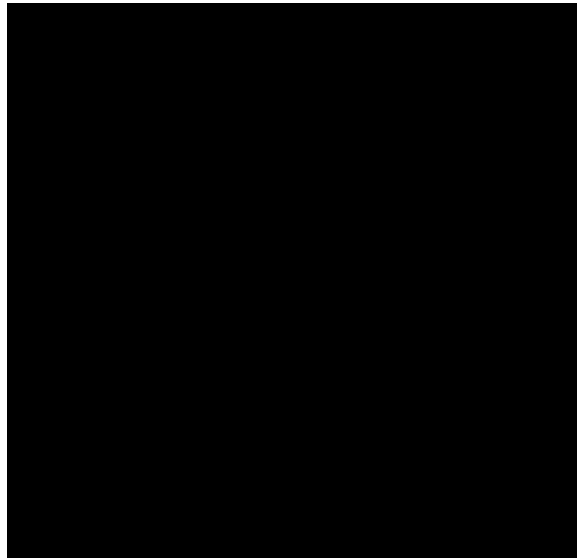
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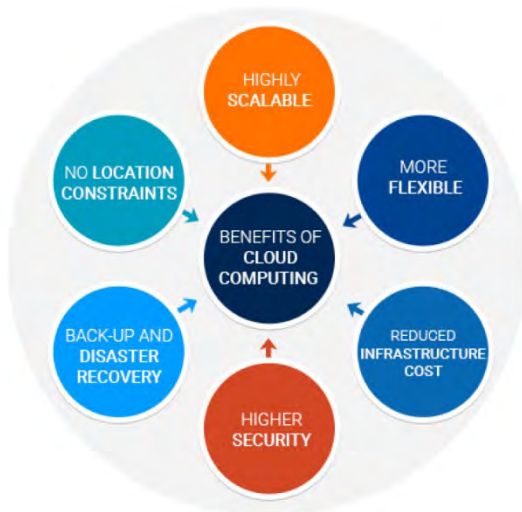
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2.1.2. Cloud Solution



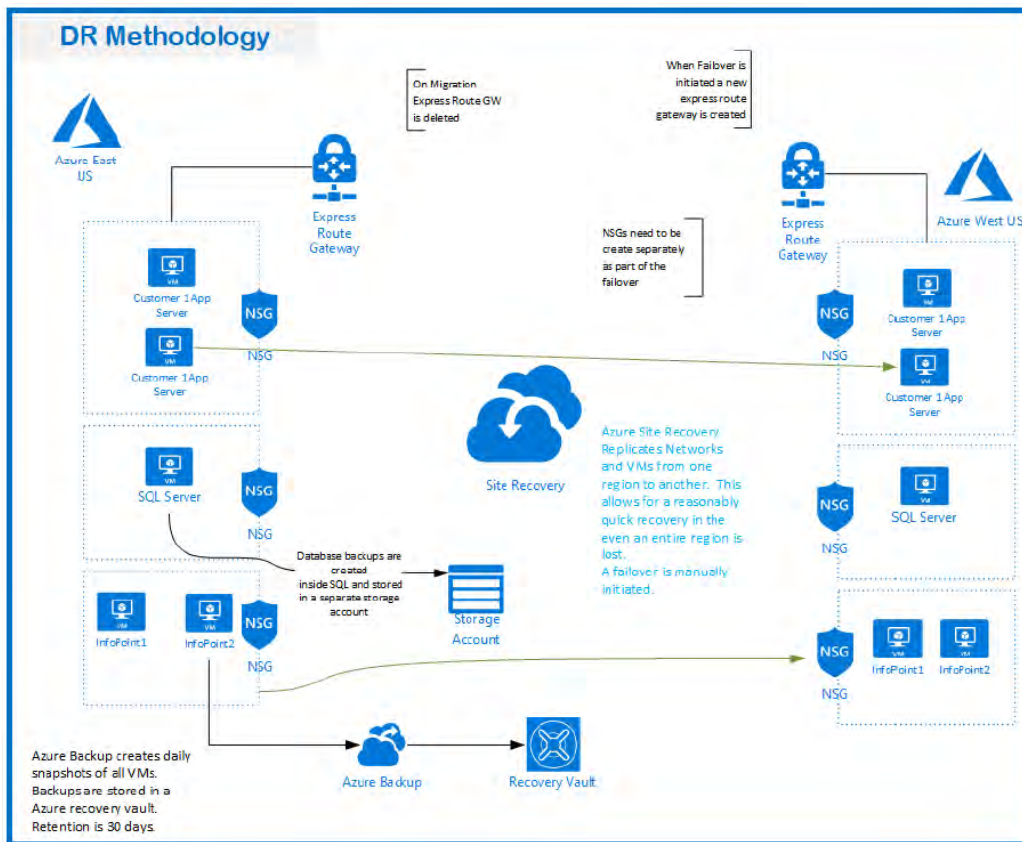
Our solution is fully cloud based which means you can work from anywhere; you can readily access our system with any web browser or IOS/Android tablet. The ability to work from anywhere is the new direction of business, especially in public transit; the FTA is making funding available for agencies to invest in technologies that allow them to work remotely.

Avail partners with Microsoft Azure for cloud-based services for two reasons. The first is that Azure meets a broad set of international and industry-specific compliance standards ensuring that the environment

is secure and reliable. Examples of the certifications that Azure has achieved include ISO 27001, HIPAA, SOC 1 and SOC 2, and FedRAMP.

Azure also has robust disaster recovery tools. Databases are backed up daily to secure, redundant cloud storage. SQL server logs are backed up hourly. In addition, each virtual machine (VM) in your system is backed up daily using the Azure Cloud Backup Service. Each backup is encrypted and stored in an Azure Recovery Services Vault. The Azure Recovery Vault keeps the last two active backups as snapshots in hot storage so your system can be restored in a matter of minutes without having to copy data from cold to hot storage. Avail maintains 30 days of full backups for all VMs in the system.

The third layer of protection we employ protects against a regional outage in the Azure platform. Avail uses the Azure Site Recovery feature to replicate the environment from one region to another, normally on the other side of the country. This replication allows Avail to deal with both planned and unplanned outages as they arise. The replication feature also has the additional benefit of being able to spin up a test system that exactly matches your deployed system in an isolated environment. The diagram below helps to illustrate the Azure system back-up/recovery process.



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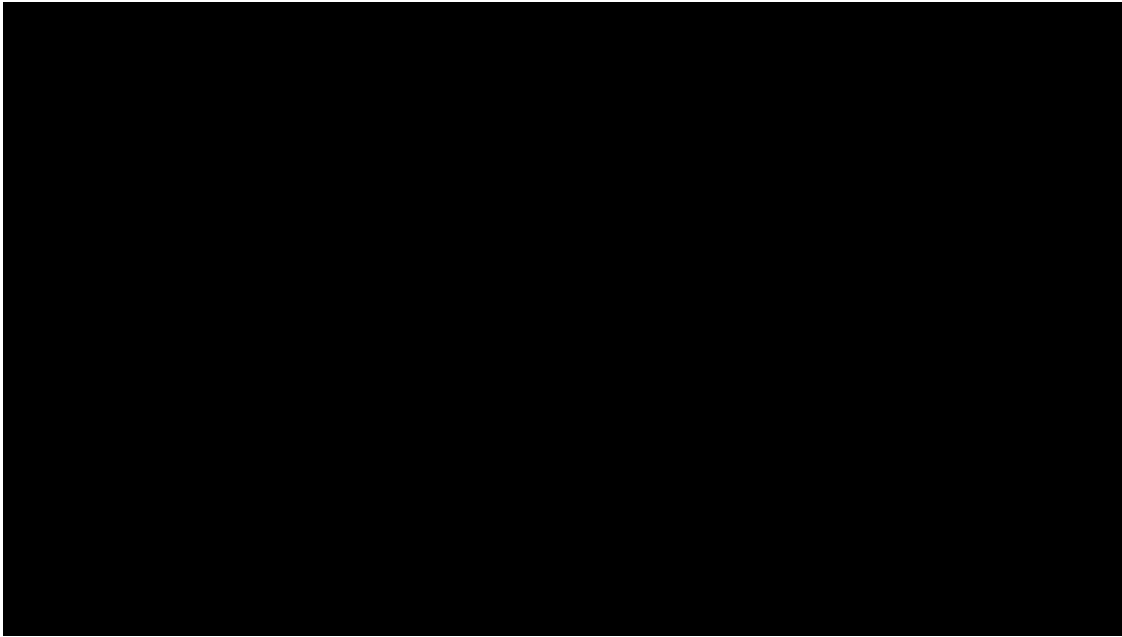
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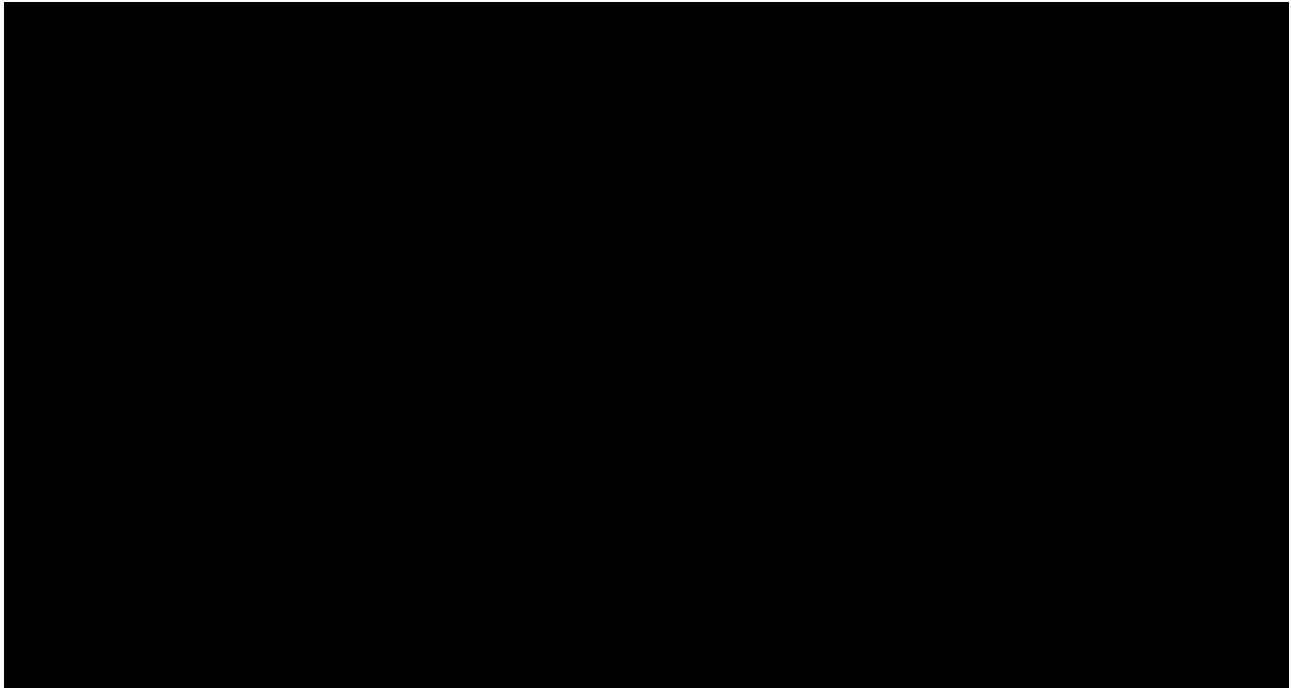
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2.2. Implementation Plan

Unlike other proposers who will need to do a complete replacement of the existing system, which will entail a significant amount of data conversion and City of Gainesville resources, Avail will effectively be performing an upgrade from your existing Fleet-Net® software systems to the new [myAvail](#) ETMS platform. The data conversion process for this upgrade is greatly simplified relative to a new replacement system. This will reduce risk and shorten the timeframe for completing the installation, data validation, and cutover process. Further, required training will be significantly reduced, and focused more on the new ETMS architecture and navigation, enhanced built-in tool tips and dashboard reporting features, as well as providing advanced user training. In the following sections we provide a description of this upgrade process.

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2.2.3. Training & Go Live Planning

There will be two types of training provided to City of Gainesville during this project:

- 1) Training existing functionality (functions that have not changed)
- 2) Training for product enhancements (the new functions and modules in ETMS).

Training and gap closer requirements will be identified during the project kickoff phase. The training coordinator will develop a documented training plan to present to City of Gainesville for review and approval. A training schedule will then be developed in collaboration with City of Gainesville. Avail will provide both remote and onsite training, as best meets the needs of City of Gainesville and the project.

2.2.4. Cutover/Go Live

Avail will provide intensive support prior to, during, and after cutover to the new system. The approach to going live will be a collaborative discussion, and while we have a standard methodology, there are details that will be specific to City of Gainesville's situation. What this means and how it is approached is something that will start being discussed during the project kickoff. A detailed cutover plan is then developed, reviewed, and approved by all relevant stakeholders. This plan will address roles and responsibilities within each functional department, making sure the data is up to date, and the auditing checks and balances needed to catch any possible issues are complete.

It is critical for your organization to be prepared for the day we go live with the new system, and its Avail's job to make sure you are.

Below are some of the things we will do in support of system go live.

1. The day we do go live, Avail will be there with each group ready to answer questions and lend a helping hand.
2. At the end of the first day, we will do a postmortem assessment of how things went and where our challenges were. Doing this will identify where we need to make some adjustments on workflow processes, address technical issues that were uncovered, or what groups might need a little more support.
3. The next day we will implement the ideas from our assessment and continue to provide support wherever needed.
4. We will continue to go through this same process as needed to be able to support the team so that everyone can celebrate success.
5. Avail will remain on site providing support based on need and gradually tapering off to let City of Gainesville operate on its own.

2.2.5. Expectations for City of Gainesville

As we discussed above for the project kickoff phase, we will review the project plan and establish roles and responsibilities for all parties involved. Below we have provided a few key points regarding the roles City of Gainesville will play in the project implementation.

- Participate in project kickoff
- Work with Avail in configuration of the software modules
 - Provide Avail with agency specific information for the purpose of configuration and testing
- Provide timely feedback to Avail on their analysis of combined data table
- Conduct real-life scenario testing in the test environment prior to the go live date
 - Provide feedback to Avail about testing
- Complete the acceptance and project sign-off checklist to ensure project goals are completed
- Assign a dedicated point person for this project
- Provide feedback on the entire migration process

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2.3. Project Schedule

Project Phases / Tasks	Weeks																							
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
Project Start:																								
Project Kickoff/ Job start	█																							
SW Environment Build in Azure	█	█	█	█	█																			
Planning	█	█	█	█	█	█	█	█	█	█	█	█	█	█										
Requirements Review		█	█	█	█	█	█	█	█	█	█	█	█	█										
Transit Assets Suite Discovery		█	█	█	█	█	█	█	█	█	█	█	█	█										
Configuration / Design Review					█	█	█	█	█	█	█	█	█	█										
Fuel Interface Implementation:																								
Discovery/Design						█	█	█	█	█	█	█	█	█										
Implementation/QA										█	█	█	█	█										
Testing													█	█	█	█								
Training																█	█							
Inventory, Vehicle Maintenance and Work Order Implementation:																								
Data Conversion/Configuration										█	█	█	█	█	█	█								
Training																█	█	█	█					
Inventory Processing											█	█	█	█	█	█	█							
Go-Live Prep/Go-Live																	█	█	█	█	█			
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3. Price Proposal

When Avail purchased the Fleet-Net® company, we welcomed all their existing customers into the Avail family. In our proposal, we have meticulously demonstrated how Avail's **myAvail** ETMS software not only meets your current needs but also represents the next evolution of the successful software you have been using. Our goal is to provide a seamless transition for the City of Gainesville, simplifying the adoption process, lowering risks, and reducing efforts on your part, all while ensuring our platform's future growth potential. Our approach emphasizes transforming the City of Gainesville into proficient "super users" of the **myAvail** ETMS software, rather than implementing an entirely new system from scratch.

We are eager to engage in detailed discussions during the evaluation and contract negotiation phase to better understand your unique needs. By doing so, we aim to identify cost-saving opportunities for the project, ensuring a financially efficient investment for the City of Gainesville.

While your RFP may have been written from the perspective of a new system installation performed by a new vendor, our proposal promises a smoother transition. Avail's solution simplifies the process, minimizes risks, and preserves the integrity and quality of your current system. Our expertise and experience allow us to deliver significant cost savings to the City of Gainesville, eliminating the need for a full system replacement, as clearly demonstrated in our pricing proposal. Our primary focus lies in enhancing adoption training and standard operating procedure development. We believe that by empowering your team to become experts in the **myAvail** system, the City of Gainesville will achieve maximum efficiency and productivity.

In conclusion, Avail is thrilled about the possibility of collaborating with the City of Gainesville to implement our **myAvail** ETMS software successfully. Together, we can drive new levels of operational excellence and ensure a seamless transition to the next phase of your Maintenance Management System.

3.1. Pricing Approach

To facilitate your review and ensure City of Gainesville's evaluation committee has the information it needs to make an informed decision, Avail has included the following subsections within our Price Proposal:

- Avail has provided additional details on our pricing, i.e. "Price Form Notes"
- Preliminary Payment Milestones
- Lastly, the final section of this document includes "Part 3 – Price Proposal Form"

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PART 3 – PRICE PROPOSAL

3.1 PRICE PROPOSAL

The pricing should include the full software documentation, one year of maintenance and support including any and all updates that may be required in accordance with specifications. Costs that are not itemized on this bid sheet but are necessary for a full system implementation will be considered standard and included in the total cost.

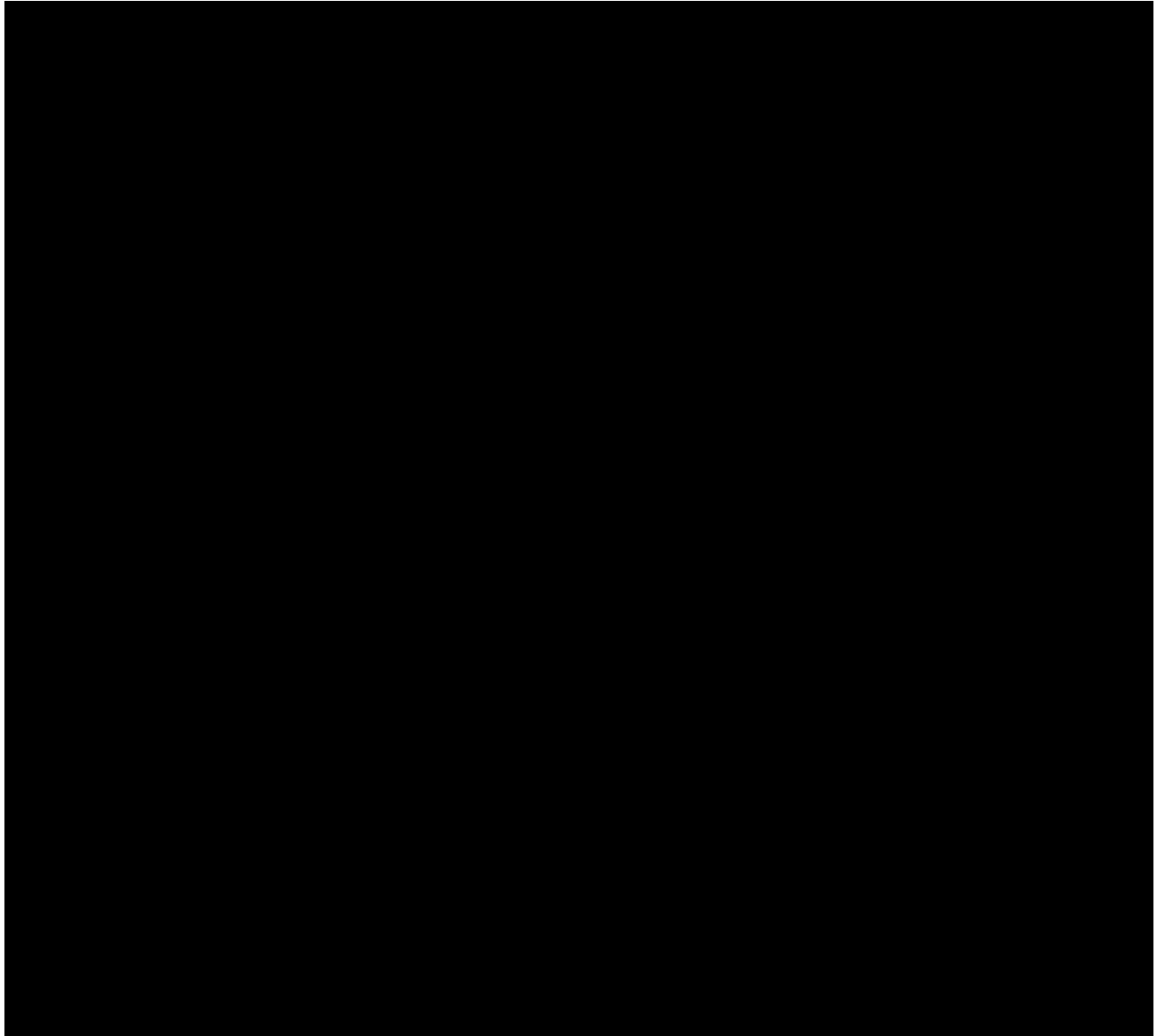



Table B - Annual Maintenance and Support Costs



Annual Maintenance and Support Services Fee Includes:



NOTE: If travel is involved in the execution of an awarded contract for this solicitation, should any air travel be required the City's travel policy allows for Coach air travel only. All other travel will be billed in accordance with the Federal General Services Administration rates which can be found at: <https://www.gsa.gov/travel/plan-book/per-diem-rates>. In addition, long distance phone calls, printing, and other administrative costs may be billed at cost only -no mark-up. Evidence of these expenditures will be submitted when invoicing the City. Travel and administrative costs should be identified in the Price Proposal.

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4. Qualifications

4.1. Company Background

Avail Technologies opened its doors on January 1, 1999. From day one, we have diligently worked with our customers and staff to become the most innovative and forward-thinking company for Intelligent Transportation Systems (ITS). Our solutions for the public transit industry stem from over two decades of working in a collaborative partnership with our customers, which has led to their success and, ultimately, ours. Our mission is to retain customers for life by providing value through a balanced offering of superior products and services.

Headquartered in State College, Pennsylvania, and led by a CEO who has been in the transit industry since 1991, Avail Technologies, Inc. is the pioneer of CAD/AVL. Some of our engineers, including our Chief Executive Officer, Dorsey Houtz; our Chief Technology Officer, Rick Spangler; and our Chief Operating Officer, Kevin McKay, were the original developers who brought ITS technology to fruition.

Our staff has worked with virtually every technology provider in the industry to provide custom interfaces and seamless integration with our ITS and their equipment. When Avail first started, our primary focus was providing computer aided dispatching and automated vehicle location systems (CAD/AVL), with back-office decision support systems for fixed route operations. Since then, Avail has developed the industry's first fully integrated and automated suite of software and hardware products to address all facets of transit operations, known as **myAvail**.



Recognizing the need for passengers to access to real-time information about the transit service, we developed the **myStop**[®] app. This product reflects our commitment to providing reliable, timely information to public transit riders. The 2017 acquisition of Fleet-Net[®] presented the opportunity to combine our industry leading CAD/AVL solution with the transit specific enterprise resource planning (ERP) foundation provided by Fleet-Net[®]. Over the last five years we have merged the two companies and the technologies to create a total enterprise solution.

Our newest product, **myAvail** Enterprise Transit Management Solution (ETMS) gives agencies the capability to improve operations by increasing efficiency across all departments. **myAvail** ETMS is a single solution to manage a modern transit operation, from back-office applications like finance, procurement, maintenance, payroll, human resources, and compliance, to CAD/AVL and real-time passenger information and more.

4.1.1. Corporate Hierarchy

Avail has included a description of our executive leaders and their experience. Avail is comprised of a team of 108 exceptional and knowledgeable people with long histories in the transit industry. Our project teams and their capabilities are unrivaled in this industry.



President/CEO Dorsey Houtz

Dorsey founded Avail to provide technology solutions specific for mid-sized transit agencies. Under his leadership, Avail has grown to be the nation's leading provider for this market. He believes our cutting-edge technologies need to be accessible, easy-to-use, and designed around how our customers work. He views our customers as partners and takes the time to understand their unique needs, facilitated by always being open and honest.



Chief Technology Officer Rick Spangler

Rick sets the vision and strategy for Avail's product roadmap to develop technology solutions and products that meet our customer's needs. Rick leads an experienced product engineering team that delivers solutions that help agencies stay in compliance with industry regulations and best practices. His team achieves the highest levels of customer satisfaction by providing safer, more reliable, and more effective service to their riders.



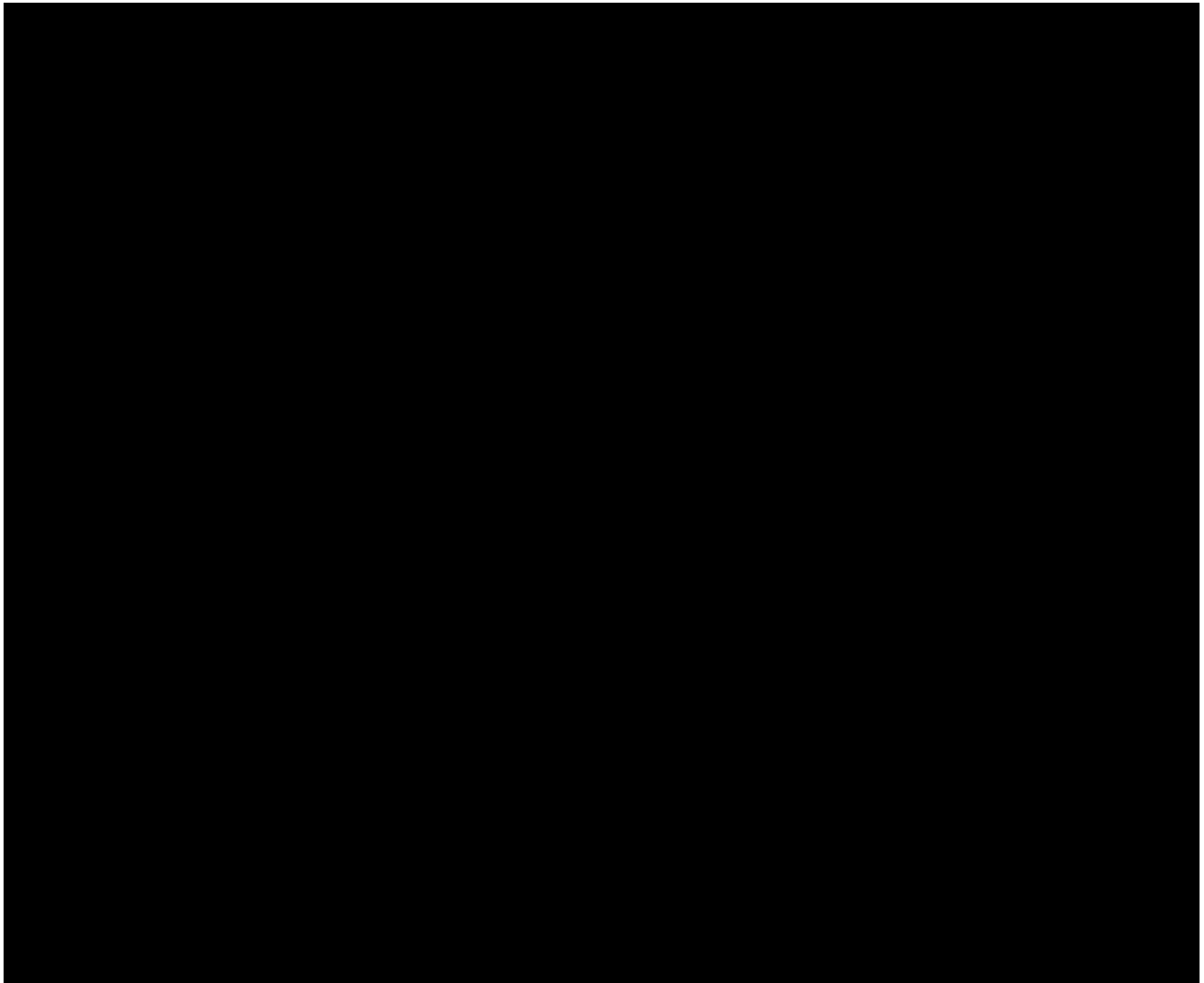
Chief Operating Officer Kevin McKay

Kevin ensures the successful adoption of Avail solutions by empowering a talented group of transit professionals including production, customer service, production, and business development. He measures success by providing tangible value to our customers and enabling them to improve their operations and efficiency, and ultimately providing superior service to their riders.

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We have also included an organization chart that outlines Avail's various departments and their respective leadership.



Avail organization chart (confidential and proprietary)

4.2. References

At Avail, we guarantee the successful adoption of your technology solution. Our company has the financial stability, integrity, skill, business judgment, experience, facilities, and reliability necessary to assure good faith performance of this proposal.

As an organization, we are not successful until you're successful. Our experience has taught us that dialogue with our customers is more important than any marketing research we can buy. We

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know that nearly 70% of new business, in any given industry, is generated by word-of-mouth referrals. That is why we place so much emphasis on our integrity. Our 24/7, 365-day, support teams make Avail readily available to understand your challenges, while helping you to understand the technology solutions that will answer them. This philosophy is supported by:

- ✓ Strong experience level and track record in the industry
- ✓ Stable employee owned and operated US based operations
- ✓ Consistently safe, reliable, and efficient transportation technology solutions

Our reputation for being knowledgeable, responsive, and reliable allows us to connect with our customers to provide unparalleled service complemented by progressive technologies that consistently change the face of transit for the future.

On the following pages, we have highlighted properties that demonstrate our experience in EAM/ERP implementation. Each of these properties has awarded us their project, and they are now in varying stages of technology implementation. Along with these properties, we have gone above and listed all the agencies that have elected to continue with Avail Technologies.

Property Name: Birmingham-Jefferson County Transit Authority: MAX Transit

Address: 1801 Morris Avenue, Birmingham, AL 35203

Contact Name: Herbert Walker, IT Director

Phone: 205-704-5240

Email: hwalker@bjcta.org

Fleet Size: 90 fixed-route vehicles



Project Overview

Part of the Avail family since 2015, the BJCTA project took advantage of Avail's full CAD/AVL solution including IVLU, AVA, and APCs, as well as integration with the existing farebox, head sign, and onboard surveillance systems. Passenger information technologies were particularly important for BJCTA, so they opted for Avail's full **myAvail** RTPI solution with mobile and desktop website capabilities, **myStop®** iOS and Android apps, and QR codes. BJCTA also contracted with Message Point Media (MPM) to provide RTPI signage at their main transit center, including bus bay arrival/departure signage and LCD monitors.

In 2017, the acquisition of FleetNet® by Avail Technologies served as a catalyst for strengthening our relationship and expanding our product line with BJCTA. This development was particularly significant considering BJCTA's status as a valued customer of FleetNet® since 2005. Similar to what we are proposing for the City of Gainesville, BJCTA converted their Finance, Transit Assets, and Payroll solutions over to **myAvail** ETMS.

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BJCTA is currently piloting an onboard advertisement video and passenger information signage project using onboard LCD monitors. MPM integrated with the Avail GTFS data feed for these information displays. As we continue to work with BJCTA and perform upgrades and enhancements over the years to meet their desired goals, both short and long term, we are focused to look at how we can meet all these needs in the most cost-effective way possible. Birmingham successfully hosted the World Games 2022, a 10-day event featuring athletes from 110 nations and thousands of attendees. With the world watching, BJCTA and Avail helped make the event a success!

Solution Overview

- 90 vehicles in live operation
- CAD/AVL
- Automatic Passenger Counters
- Automated Voice annunciation
- Single point login to GFI fareboxes, Luminator and TwinVision destination signs
- Real-time passenger information via the web and mobile
- Fixed route scheduling (CSched) with integrated interface
- BRT Vehicles with Message Point Media Infotainment
- **myAvail** ETMS including ERP Finance, Transit Assets and Payroll solutions

Property Name: Transit Authority of Northern Kentucky (TANK)

Address: 3375 Madison Pike, Ft. Wright, KY, 41017

Contact: Lyndi Whiteker

Phone: (859) 814-2129

Email: LWhiteker@tankbus.org



Project Overview

Avail Technologies is proud to say that the Transit Authority of Northern Kentucky (TANK) has been a loyal customer since 1994. Similar to City of Gainesville, TANK started with our Fleet-Net product and purchased the Transit Assets, Finance, Payroll, and Human Resources suites. Just as we are proposing to Gainesville, TANK converted all of their Fleet-Net modules to our latest **myAvail** ETMS platform. This provided TANK with a hosted cloud-based solution for their ERP product.

As of 2023, TANK chose to continue its partnership with Avail Technologies and awarded us with their latest procurement for a new CAD/AVL system. Avail is in the process of equipping 95 fixed-route, 4 supervisor, and 1 service truck vehicles with our latest ITS equipment. This included a Voice over IP solution, Vehicle Health Monitoring, APCs, Headsign integration, and MAIOR

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(Clever Devices) scheduling software. TANK is a myAvail ETMS customer who utilizes all of our product suites for a true all-in-one solution.

Solution Overview

- 95 Fixed-Route Vehicles
- 4 Supervisor Vehicles
- 1 Service Truck
- Cloud Hosted myAvail ETMS
- Transit Assets Suite
- Finance Suite
- Payroll Suite
- Human Resources Suite
- Operations Suite
- Planning & Scheduling Suite
- VoIP
- Vehicle Health Monitoring
- Automatic Passenger Counters
- Automated Voice Annunciation
- Single point login to GFI fareboxes, Luminator Destination Signs
- Real-time passenger information via the web and mobile
- Fixed route scheduling (MAIOR/Clever Devices) with integrated interface
- Message Point Media Infotainment

Property Name: Beaver County Transit Authority

Address: 200 West Washington Street

Contact Name: Kathy Clark, Manager of Finance and Administration

Phone: 724-728-4255

Email: stevev@bcta.com



Project Overview

BCTA, has been a dedicated user of Avail's ERP (Enterprise Resource Planning) functions since the 1990s. This extensive experience has solidified BCTA's proficiency as a power user across all ERP suites encompassing Finance, Transit Assets, Human Resources, Compliance, and Payroll. Much like Gainesville, BCTA initially leveraged our Fleet-Net product before transitioning to our myAvail ETMS solution in 2022. In alignment with this upgrade, Avail facilitated an integration with JazzHR, a specialized recruitment software designed to streamline talent acquisition efforts. This integration empowers BCTA to effectively manage and monitor their talent acquisition processes, ensuring a robust and efficient hiring strategy.

Having participated in the Pennsylvania Fixed Route Intelligent Transportation System (PA-FRITS) project, BCTA leverages our extensive ERP suites with our CAD/AVL suites to have a fully integrated system. This results in enhanced operational efficiency, data sharing and improved workflow across different departments such as dispatch, maintenance, and procurement.

Solution Overview

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- Asset inventory
- Asset condition
- Fleet management
- Maintenance management
- Parts management
- Facilities management
- Accounts Payable
- Accounts Receivable
- Fixed assets
- General ledger
- Projects and grants
- Budgeting
- Procurement
- Contract management
- Vehicle incidents
- Claims and safety
- Facility requests
- Service desk
- Vehicle problems
- Fuel Island
- Inventory
- Menu Items
- NTD Reporting
- Operator Timekeeping
- Payroll
- Project Tracking
- Purchase Orders
- Timekeeping

In addition to the references listed above, Avail has included a list of agencies that have elected to continue with Avail Technologies:

- COLTS: Scranton, PA
- Clallam: Port Angeles, WA
- ATA: Johnsonburg, PA
- AVTA: Lancaster, CA
- CATA: Meadville, PA
- BJCT: Birmingham, AL
- CityLink: Peoria, IL
- CATA: State College, PA
- LINK: Wenatchee, WA
- Metro Bus: St. Cloud, MN
- STS: Schuylkill, PA
- BCTA: Beaver County, PA
- Camtran: Johnstown, PA
- CCRTA: Corpus Christi, TX
- Connect Transit: Normal, IL
- MetroLINK: Moline, IL
- PSTA: St. Petersburg, FL
- Lextran: Lexington, KY
- TANK: Fort Wright, KY
- Intercity Transit: Olympia, WA
- Ben Franklin Transit: Richland, WA
- GET: Bakersfield, CA
- Sun Metro: El Paso, TX
- Valley Transit: Walla Walla, WA

4.3. Project Team

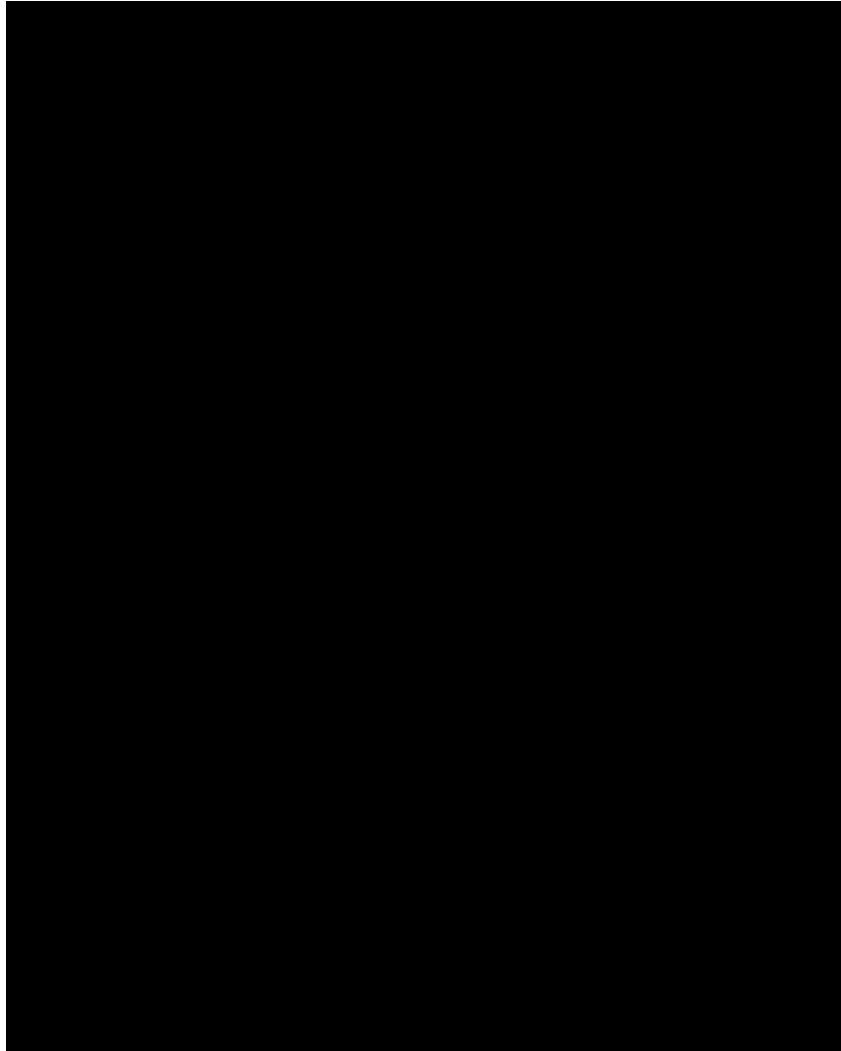
In this section of our proposal, we will outline the primary project team, their level of involvement, their experience and expertise on similar implementations, and how Avail will deploy a successful project for the City of Gainesville with the help of our supporting departments.

The primary project team outlined below was strategically chosen based on their technical skills, experience implementing projects of similar scope/nature to that being requested, and their

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availability. In addition, each project team member was selected based on their current workload to ensure they are committed to your project through our proven project implementation processes. They will be readily available throughout this project.



Project management team (confidential)

4.3.1. Project Manager and Key Personnel

Project Manager **Steve Lewis** oversees all contract obligations and milestones; he is your primary contact for day-to-day operations both on site and at Avail headquarters. He manages and addresses any challenges or risks that occur during the project and completes all project activities on time and within budget, at the highest quality. He manages the project resources,

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subcontractors, project schedule, budget, and customer satisfaction. He is present for monthly meetings, design reviews, on-site testing, and other key activities for the project. Steve has complete authority and autonomy to make decisions in the field.

Systems Engineer (SE) **Berta Allen** makes sure the system functions as needed to meet the vision. She determines the most effective way to manage the data conversion process, designs and oversees third-party interfaces, and ensures the system architecture will meet redundancy, failover, and disaster recovery requirements. She leads the technical solution for the project, ensures all requirements are fulfilled, and manages systems integration, testing, and deployment. Berta is also responsible for the final system, including diagrams and design documents for all software.

Trainer/Subject Matter Expert **Christina Navales** provides both on-site and remote support for the project. She works with the SE to define workflow processes and SOPs. Throughout the project, she will provide hands-on training and support for staff adoption of the system and processes. Christina is also responsible for developing the training plan, creating the training agendas, and the training schedule.

4.3.2. Supporting Staff

The **System Integration & Test (SIT)** department is responsible for thoroughly understanding what is needed by the systems engineers who represent Avail's customers by assessing the requirements and design documents as well as having detailed discussions with each group about the customers physical site, operational scenarios, and overall expectations. They will complete all testing on developed interfaces and systems and perform configuration and setup prior to release for on-site testing.

The **Services** team specializes in data entry and data imports. They will support the system engineer in the entry of data into the system and testing third-party interfaces to ensure the information produced is of the highest quality and meets the project design expectations.

The **Customer Experience** support team is the first line of defense on answering your questions and concerns with the system as your team begins to use the system and questions arise. The support team is responsible for evaluating reported issues and providing timely responses. In addition, customer support will use documentation specific to your setup and configurations and expertise from the project team to resolve challenges that your organization may face, including coordinating additional training and general system troubleshooting.

4.3.3. Resumes

Avail has included resumes for the project team on the following pages.

Steve Lewis | Project Manager
(Confidential)



WORK EXPERIENCE

Senior Program Manager, Avail Technologies Inc., State College, PA (2022-Present)

Proposal Manager, Avail Technologies Inc., State College, PA (2016-2022)

Program Manager, Avail Technologies Inc., State College, PA (2008-2015)

Director of Programs Development, Valley Technologies Inc., State College, PA (2006-2008)

Director of Engineering, Valley Technologies Inc., State College, PA (2001-2006)

Senior Staff Engineer, Valley Technologies Inc., State College, PA (1995-2001)

Senior Design Engineer, E-Systems, State College, PA (1986-1995)

KEY PROJECTS

- Norwalk Transit System (Norwalk, CT)
- CCRTA (Corpus Christi, TX)
- Omaha Metro Transit (Omaha, NE)
- Palm Tran (Palm Beach County, FL)
- Wichita Transit, (Wichita, KS)
- Metro Transit (Kalamazoo, MI)

EDUCATION

Program Management Masters Certificate, Pennsylvania State University

Product Marketing and Commercialization, Business Development Seminar

B.S. in Electrical Engineering, Rochester Institute of Technology

B.S. in Physics, Fredonia State University

Prior to joining Avail Technologies, Mr. Lewis held positions of Program Manager, Business Development Manager, and Engineering Manager for Valley Technologies, Inc., a leading edge embedded systems design and development enterprise. While at Valley Technologies, Mr. Lewis successfully managed numerous system design, development, and integration projects in the electronics and embedded systems industries while performing roles in systems engineering, engineering and subcontract management, and customer relationship management.

Mr. Lewis is an accomplished team leader with 35 years of experience in the areas Business Development, Program Management, Resource Management, and Systems Engineering in the development and delivery of technology solutions for government and commercial enterprises. Highly capable in customer relationship management, strategic planning, process improvement, needs assessment, data and requirements analysis, proposal development & customer presentations, and contract negotiations.

His experience spans the entire project life cycle, including proposal development, contract negotiations, system requirements and architecture definition, trade studies and analyses, project planning and budgeting, design implementation and verification, system deployment, and support / maintenance.

Senior Program Manager, Avail Technologies, Inc.

- Leads multiple complex projects simultaneously; works with customers, consultants, and internal teams to meet customer and corporate goals.
- Develops strategies for program management and business initiatives while providing support to project managers and other departments to develop processes and capture new business opportunities.
- Develops, maintains, and is accountable for project schedules and financial plans.
- Works closely with the customer and internal project team to negotiate a set of detailed project requirements that are used as the foundation of the project.
- Oversees all internal efforts to ensure that all technical issues, scheduling issues, and costs are addressed in a manner that is acceptable to the customer.
- Holds weekly or bi-weekly conference calls and other required meetings to keep the customer and project team in sync with progress and resolving questions or concerns to maintain team support throughout the life of the contract.
- Develops strategic relationships with subcontractors and other vendors or suppliers required to meet company business needs.

Berta Allen | Systems Engineer

(Confidential)



WORK EXPERIENCE

Program Manager II, Avail Technologies Inc., State College, PA (October 2017-Present)

Senior Program Manager, Fleet-Net Corp, Las Vegas, NV (June 1996-October 2017)

Financial Systems Analyst, Pinellas Suncoast Transit Authority, St.Petersburg, FL (1985-1994)

KEY PROJECTS

- Metro Bus (Los Angeles, CA)
- MTD (Urbana, IL)
- GET (Bakersfield, CA)
- VRT (Canyon County, ID)
- RTA (Savage, MD)
- Sun Metro (El Paso, TX)

Before Ms. Allen’s employment with Fleet-Net® (now [myAvail](#) ETMS), she held various positions ranging from customer service, technical support, and management. Her employers depend on her abilities to organize, make decisions, and work with little supervision. Now, as a program manager at Avail, she continues to expand and develop her knowledge of project implementation for [myAvail](#).

Ms. Allen provides on-site training and implementation of Avail’s ETMS solutions, helpdesk support for users, and researches and resolves computer software and hardware problems. She is responsible for maintaining the timeline and identifying milestones to keep projects moving forward.

Ms. Allen conducts software testing, creates documentation, and teaches users how to get the most from our product. Her experience in software implementation and adoption makes her a key player in ensuring that users new to this technology are confident and informed on best practices and use of the system.

Systems Engineer, Avail Technologies, Inc.

- Leads the upgrade process for our ERP customers to [myAvail](#) ETMS.
- Determines system requirements.
- Provides clear goals for all areas of a project and develop steps to oversee their timely execution.
- Create control features to ensure systems effectively meet the organization’s quality control procedures to ensure that systems are efficient and operational.
- Ensures transit staff are using and integrating the new system into their operations.
- Provides ongoing training and support beyond project completion via WebEx or
- Advocates and partners with Avail’s transit agency customers to ensure long-term success
- Re-examines agency’s customized training plans for additional opportunities to get agency’s acquainted with their technology.
- Collaborates with transit agency customers for future technology planning
- Assists with reporting and NTD certifications.

Christine Navales | Trainer
(Confidential)



WORK EXPERIENCE

ERP Systems Analyst, Avail Technologies Inc., State College, PA (October 2017-Present)

East Coast Manager, Fleet-Net Corp, Las Vegas, NV (1994-August 2017)

Financial Systems Analyst, Pinellas Suncoast Transit Authority, St.Petersburg, FL (1985-1994)

KEY PROJECTS

- Akron Metropolitan Regional Transit Authority (Akron, OH)
- Altoona Metro Transit (Altoona, PA)
- Montebello Bus Lines (Montebello, CA)
- St. Cloud Metro Buses (Saint Cloud, MN)

EDUCATION

M.B.A., Penn State Smeal College of Business, University Park, PA

B.A., General Studies, Penn State University, University Park, PA

Ms. Navales has over 36 years of transit experience including nine years at the Pinellas Suncoast Transit Authority where she served as Financial Systems Analyst. At PSTA, she was responsible for administering a PC-based network consisting of four servers and supporting eighty (80) PCs in a wide area Banyan network encompassing multiple cities. Aside from hardware issues, she also administered software support for all Fleet-Net (now **myAvail ETMS**) products installed at the property.

Christina has 27 years of Avail ERP/EAM experience and excels at working with others to analyze and coordinate tasks to achieve the most effective outcome. She has served as a Project Manager on several installations throughout the country. She strives to complete projects on time and within budget.

Christina is versed in all Avail ERP/EAM segments including Finance/Accounting, Maintenance, Operations, Payroll/HR, Procurement, Capital Planning and custom products. Her other responsibilities at Fleet-Net@Avail have included the installation, setup and training of several of our Avail ERP/EAM clients found throughout the country. She also strives to provide timely and accurate customer phone support, conducts seminars, creates new product specifications and is part of the quality assurance team.

As an employee at Avail, Christina still uses all these skills to continue to develop customer knowledge in the finance, maintenance, and operations sectors of transit. Her experience in software implementation and adoption makes her a key player in ensuring that users new to this technology are confident and informed on best practices and use of the system. Software application experience includes various Microsoft Office products, Microsoft Windows products, SQL Server Management Studio, various Fuel Island systems, and GFI farebox application.

ERP Systems Analyst, Avail Technologies, Inc.

- Develops strategies for Support, Training, and FAST initiatives
- Leads major initiatives within Avail and provides significant support in the development of new business initiatives. Leads in the root-cause analysis of support cases to proactively identify trends and works closely with Engineering to improve products and overall system stability.
- Stay engaged with the Customer overseeing all internal Support, Training, FAST™ efforts to ensure that all activities are coordinated and addressed in a manner that maximizes customer satisfaction
- Monitor Open Support cases and resolve as appropriate

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5. Appendix

1. Forms
2. Attachment 1 – Maintenance Management System Specification Checklist
3. Attachment 2 – Vendor Technology Questionnaire
4. Sample Training Plan
5. Sample Maintenance Plan

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1. Forms

1. Bid Cover (Beginning of Proposal)
2. Price Proposal (Section 3 – Price Proposal)
3. Drug-Free Workplace Form
4. Bidder Verification Form
 - a. State of Florida Business Certification
 - b. W-9 – Avail Technologies, Inc.
5. References Form
6. Certification Regarding Debarment
7. Certification Regarding Lobbying
8. Disclosure of Lobbying Activities
9. Contract Responsibility Certification
10. Federally Funded Purchase Questionnaire
11. Addendum 1 – Signed
12. Addendum 2 – Signed

DRUG-FREE WORKPLACE FORM

The undersigned bidder in accordance with Florida Statute 287.087 hereby certifies that

Avail Technologies, Inc.

does:

(Name of Bidder)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for the drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this bidder complies fully with the above requirements.



Bidder's Signature

8/15/2023

Date

In the event of a tie bid, bidders with a Drug Free Workplace Program will be given preference. To be considered for the preference, this document must be completed and uploaded to DemandStar.com with your Submittal.

BIDDER VERIFICATION FORM

LOCAL PREFERENCE (Check one) **Not Applicable-INTENTIONALLY LEFT BLANK**

QUALIFIED SMALL BUSINESS AND/OR SERVICE DISABLED VETERAN BUSINESS STATUS (Check one)
Not Applicable-INTENTIONALLY LEFT BLANK

REGISTERED TO DO BUSINESS IN THE STATE OF FLORIDA

Is Bidder registered with Florida Department of State's, Division of Corporations, to do business in the State of Florida?

YES NO (refer to Part 1, 1.6, last paragraph)

If the answer is "YES", provide a copy of SunBiz registration or SunBiz Document Number (# F08000003343)

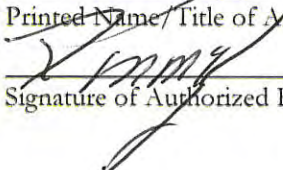
If the answer is "NO", please state reason why: _____

Avail Technologies, Inc.

Bidder's Name

Kevin McKay, Chief Operating Officer

Printed Name/ Title of Authorized Representative


Signature of Authorized Representative

8/15/2023
Date

State of Florida

Department of State

I certify from the records of this office that AVAIL TECHNOLOGIES, INC. is a Pennsylvania corporation authorized to transact business in the State of Florida, qualified on July 30, 2008.


The document number of this corporation is F08000003343.

I further certify that said corporation has paid all fees due this office through December 31, 2023, that its most recent annual report/uniform business report was filed on May 9, 2023, and that its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the First day of August, 2023*

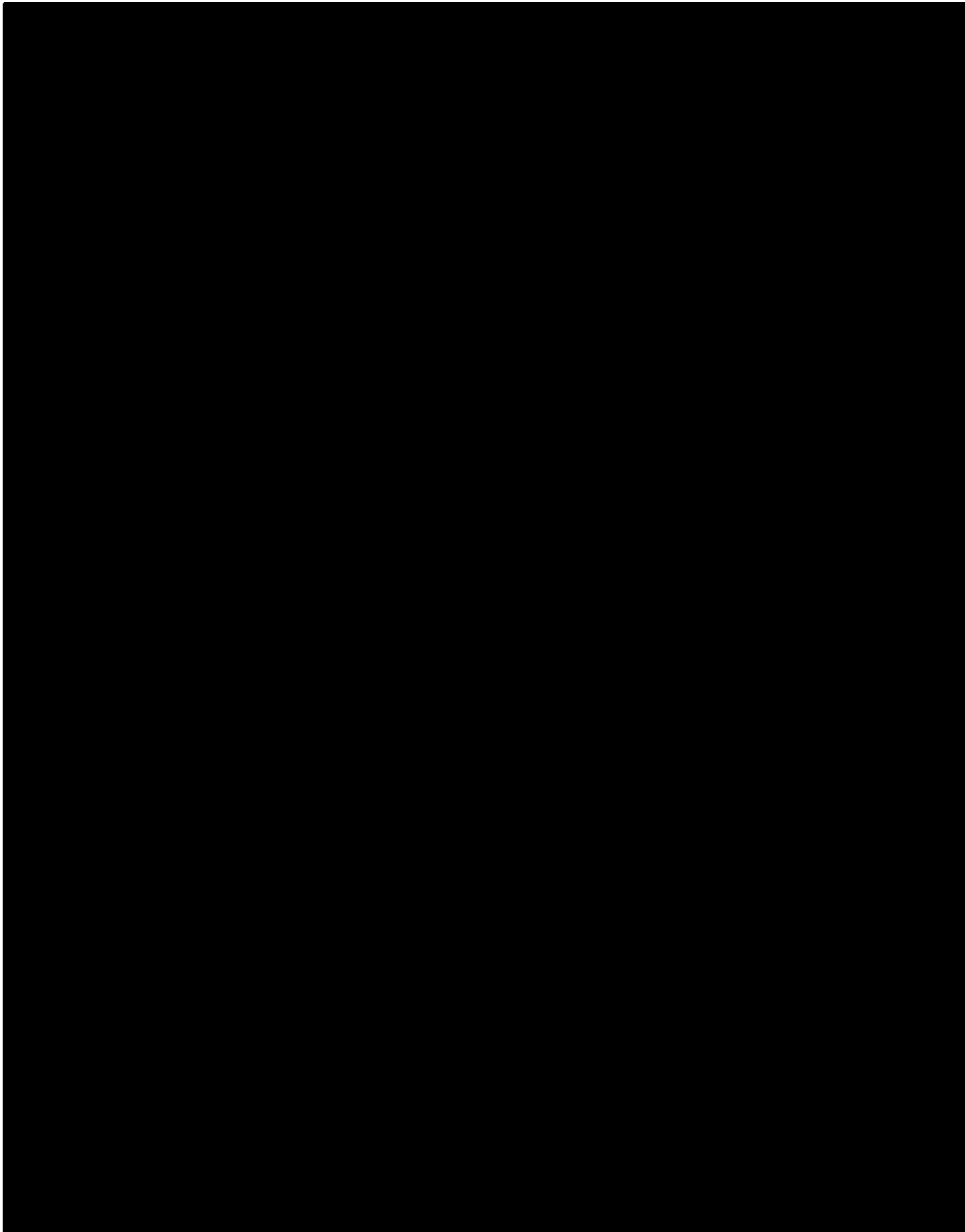



Secretary of State

Tracking Number: 0667545609CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>



REFERENCE FORM

Name of Bidder: Avail Technologies, Inc.

Provide information for three references of similar scope performed within the past five (5) years. You may include photos or other pertinent information.

#1 Year(s) services provided (i.e. 1/2015 to 12/2018): 2017 - Present

Company Name: Birmingham-Jefferson County Transit Authority: MAX Transit
Address: 1801 Morris Avenue
City, State Zip: Birmingham, AL 35203
Contact Name: Herbert Walker, IT Director
Phone Number: (205) 704-5240 Fax Number: _____
Email Address (if available): hwalker@bjcta.org

#2 Year(s) services provided (i.e. 1/2015 to 12/2018): 2018 - Present

Company Name: The City of Norwalk: Norwalk Transit System
Address: 12700 Norwalk Boulevard
City, State Zip: Norwalk, CA 90650
Contact Name: Derek Donnell, Manager of Transit Operations
Phone Number: (562) 929-5554 Fax Number: _____
Email Address (if available): ddonnell@norwalkca.gov

#3 Year(s) services provided (i.e. 1/2015 to 12/2018): 2020 - Present

Company Name: Beaver County Transit Authority (BCTA)
Address: 200 West Washington Street
City, State Zip: Rochester, PA 15074
Contact Name: Kathy Clark, Manager of Finance and Administration
Phone Number: (724) 728-4255 Fax Number: _____
Email Address (if available): kathyc@bcta.com

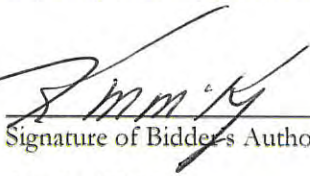
CERTIFICATION REGARDING DEBARMENT

The Contractor shall comply and facilitate compliance with U.S. DOT regulations, "Nonprocurement Suspension and Debarment," 2 C.F.R. part 1200, which adopts and supplements the U.S. Office of Management and Budget (U.S. OMB) "Guidelines to Agencies on Governmentwide Debarment and Suspension (Nonprocurement)," 2 C.F.R. part 180. These provisions apply to each contract at any tier of \$25,000 or more, and to each contract at any tier for a federally required audit (irrespective of the contract amount), and to each contract at any tier that must be approved by an FTA official irrespective of the contract amount. As such, the Contractor shall verify that its principals, affiliates, and subcontractors are eligible to participate in this federally funded contract and are not presently declared by any Federal department or agency to be:

- a) Debarred from participation in any federally assisted Award;
- b) Suspended from participation in any federally assisted Award;
- c) Proposed for debarment from participation in any federally assisted Award;
- d) Declared ineligible to participate in any federally assisted Award;
- e) Voluntarily excluded from participation in any federally assisted Award; or
- f) Disqualified from participation in any federally assisted Award.

By signing and submitting its proposal, the bidder certifies as follows:

The certification in this clause is a material representation of fact relied upon by CITY. If it is later determined by CITY that the bidder knowingly rendered an erroneous certification, in addition to remedies available to CITY, the Federal Government may pursue available remedies, including but not limited to suspension and/or debarment. The bidder agrees to comply with the requirements of 2 C.F.R. part 180, subpart C, as supplemented by 2 C.F.R. part 1200, while this offer is valid and throughout the period of any contract that may arise from this offer. The bidder further agrees to include a provision requiring such compliance in its lower tier covered transactions.



Signature of Bidder's Authorized Official

Kevin McKay

Name of Bidder's Authorized Official

Chief Operating Officer

Title of Bidder's Authorized Official

8/15/2023

Date

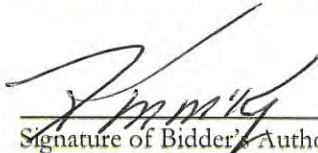
This page must be completed and uploaded to DemandStar.com with your Submittal.

CERTIFICATION REGARDING LOBBYING

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.



Signature of Bidder's Authorized Official

Kevin McKay

Name of Bidder's Authorized Official

Chief Operating Officer

Title of Bidder's Authorized Official

8/15/2023

Date

N/A

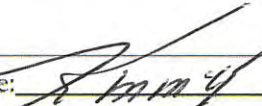
DISCLOSURE OF LOBBYING ACTIVITIES

Complete this form to disclose lobbying activities pursuant to 31 U.S.C. 1352

Approved by OMB

0348-0046

(See next page for public burden disclosure.)

1. Type of Federal Action: <input type="checkbox"/> a. contract <input type="checkbox"/> b. grant <input type="checkbox"/> c. cooperative agreement <input type="checkbox"/> d. loan <input type="checkbox"/> e. loan guarantee <input type="checkbox"/> f. loan insurance	2. Status of Federal Action: <input type="checkbox"/> a. bid/offer/application <input type="checkbox"/> b. initial award <input type="checkbox"/> c. post-award	3. Report Type: <input type="checkbox"/> a. initial filing <input type="checkbox"/> b. material change For Material Change Only: year _____ quarter _____ date of last report _____
4. Name and Address of Reporting Entity: <input type="checkbox"/> Prime <input type="checkbox"/> Subawardee Tier _____, if known : Congressional District, if known: 4c	5. If Reporting Entity in No. 4 is a Subawardee, Enter Name and Address of Prime: Congressional District, if known:	
6. Federal Department/Agency:	7. Federal Program Name/Description: CFDA Number, if applicable: _____	
8. Federal Action Number, if known :	9. Award Amount, if known : \$ _____	
10. a. Name and Address of Lobbying Registrant <i>(if individual, last name, first name, MI):</i>	b. Individuals Performing Services <i>(including address if different from No. 10a)</i> <i>(last name, first name, MI):</i>	
11. Information requested through this form is authorized by title 31 U.S.C. section 1352. This disclosure of lobbying activities is a material representation of fact upon which reliance was placed by the tier above when this transaction was made or entered into. This disclosure is required pursuant to 31 U.S.C. 1352. This information will be available for public inspection. Any person who fails to file the required disclosure shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.	Signature:  Print Name: Kevin McKay Title: Chief Operating Officer Telephone No.: 814-234-3394 Date: 8/15/2023	
Federal Use Only:	Authorized for Local Reproduction Standard Form LLL (Rev. 7-97)	

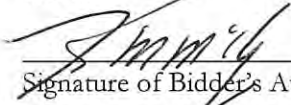
Complete and upload to DemandStar.com with your Submittal. Sign and mark "N/A" if not applicable.

CONTRACTOR RESPONSIBILITY CERTIFICATION

The Bidder is required to certify compliance with the following contractor responsibility standards by checking appropriate boxes. For purposes hereof, all relevant time periods are calculated from the date this Certification is executed.

	YES	NO
1. Has the firm been suspended and/or debarred by any federal, state or local government agency or authority in the past three years?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
2. Has any officer, director, or principal of the firm been convicted of a felony relating to your business industry?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3. Has the firm defaulted on any project in the past three (3) years?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
4. Has the firm had any type of business, contracting or trade license revoked or suspended for cause by any government agency or authority in the past three (3) years?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
5. Has the firm been found in violation of any other law relating to its business, including, but not limited to antitrust laws, licensing laws, tax laws, wage or hour laws, environmental or safety laws, by a final unappealed decision of a court or government agency in the past three (3) years, where the result of such adjudicated violation was a payment of a fine, damages or penalty in excess of \$1,000?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
6. Has the firm been the subject of voluntary or involuntary bankruptcy proceedings at any time in the past three (3) years?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
7. Has the firm successfully provided similar products or performed similar services in the past three (3) years with a satisfactory record of timely deliveries or on-time performance?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
8. Does the firm currently possess all applicable business, contractor and/or trade licenses or other appropriate licenses or certifications required by applicable state or local laws to engage in the sale of products or services?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
9. Does the firm have all the necessary experience, technical qualifications and resources, including but not limited to equipment, facilities, personnel and financial resources, to successfully provide the referenced product(s) or perform the referenced service(s), or will obtain same through the use of qualified, responsible subcontractors?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
10. Does the firm meet all insurance requirements per applicable law or bid specifications including general liability insurance, workers' compensation insurance, and automobile liability insurance?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
11. Firm acknowledges that it must provide appropriate documentation to support this Contractor Responsibility Certification if so requested by the City of Gainesville. The firm also understands that the City of Gainesville may request additional information or documents to evaluate the responsibility of firm. Firm agrees to provide such additional information or supporting documentation for this Certification.	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Under the penalty of perjury, the Bidder's authorized representative hereby certifies that all responses marked in this form or otherwise submitted for purposes of determining the Bidder's status as a responsible contractor is true, complete and accurate and that he/she has knowledge and authority to verify the information in this certification or otherwise submitted on behalf of the Bidder by his or her signature below.



 Signature of Bidder's Authorized Official

Kevin McKay

 Name of Bidder's Authorized Official

Chief Operating Officer

 Title of Bidder's Authorized Official

8/15/2023

 Date

FEDERALLY FUNDED PURCHASE QUESTIONNAIRE

Maintenance Management System for Transit - RTSX-230065-DS

This is a federally assisted contract and your response to this questionnaire helps the City in setting *Disadvantaged Business Enterprise (DBE) goals with the federal government. Please complete and return this form with your bid response.

Bidder Name: Avail Technologies, Inc.

Bidder Address: 1960 Old Gatesburg Road, Suite 200

State College, PA 16803

Is Bidder a DBE? ___ Yes No

Age of Firm: 24 Years

Annual Gross Receipts of the Firm: (check one)

Less than \$500,000

\$500,000-\$1 million

\$1-2 million

\$2-5 million

More than \$5 million

****To be able to claim DBE status referenced above the bidder must be currently listed in the Florida Unified Certification Program (UCP) Disadvantaged Business Enterprise (DBE) Directory maintained by the Florida Department of Transportation's (FDOT).***



ADDENDUM NO. 1

Date: July 25, 2023
Bid Due Date: August 21, 2023, 3:00 P.M. (Local Time)
Bid Name: Maintenance Management System for Transit (Rebid)
Bid Number: RTSX-230065-DS

NOTE: This Addendum has been issued to the holders of record of the specifications.

The original Specifications remain in full force and effect except as revised by the following changes which shall take precedence over anything to the contrary:


- Question: We are seeking clarification for question #4. Does the City want responders to provide both on premise and cloud pricing options, or are you only accepting cloud based options?
"Question4: Would Gainesville prefer an On Premise or Cloud solution? Answer4: Cloud."
Answer: *Only cloud-based options will be accepted.*
- Find attached:

 - Prohibition of Lobbying in Procurement Matters

ACKNOWLEDGMENT: Each Proposer shall acknowledge receipt of this Addendum No. 1 by his or her signature below, **and shall attach a copy of this Addendum to its proposal.**

CERTIFICATION BY PROPOSER

The undersigned acknowledges receipt of this Addendum No. 1 and the Proposal submitted is in accordance with information, instructions, and stipulations set forth herein.

PROPOSER: Avail Technologies, Inc.
BY: Kevin McKay, Chief Operating Officer 
DATE: 8/15/2023

1. Find attached:

- Prohibition of Lobbying in Procurement Matters

ACKNOWLEDGMENT: Each Proposer shall acknowledge receipt of this Addendum No. 1 by his or her signature below, **and shall attach a copy of this Addendum to its proposal.**

CERTIFICATION BY PROPOSER

The undersigned acknowledges receipt of this Addendum No. 1 and the Proposal submitted is in accordance with information, instructions, and stipulations set forth herein.

PROPOSER: Avail Technologies, Inc.

BY: Kevin McKay, Chief Operating Officer



DATE: 8/15/2023

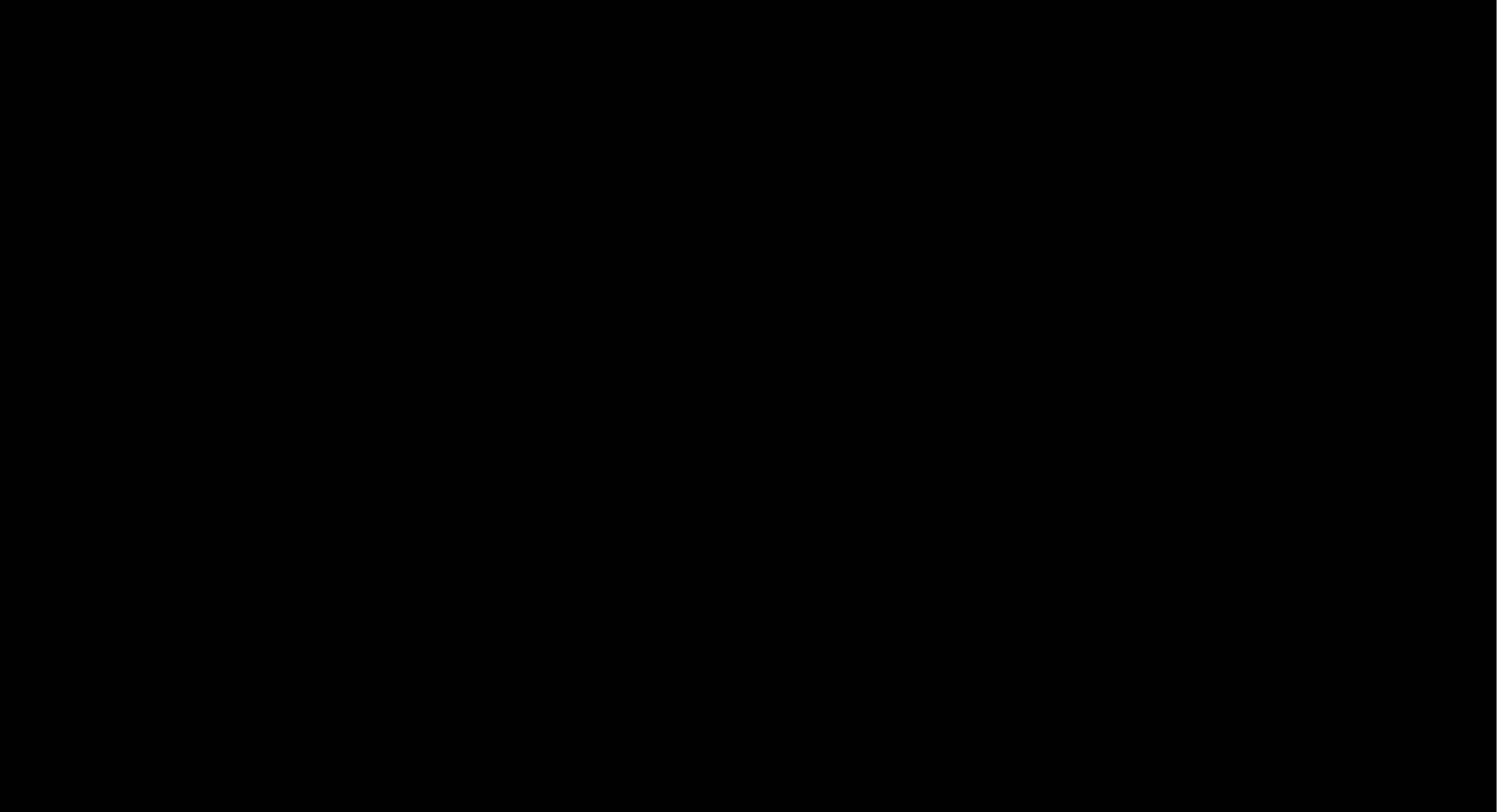
Proposal in Response to RFP issued by: City of Gainesville

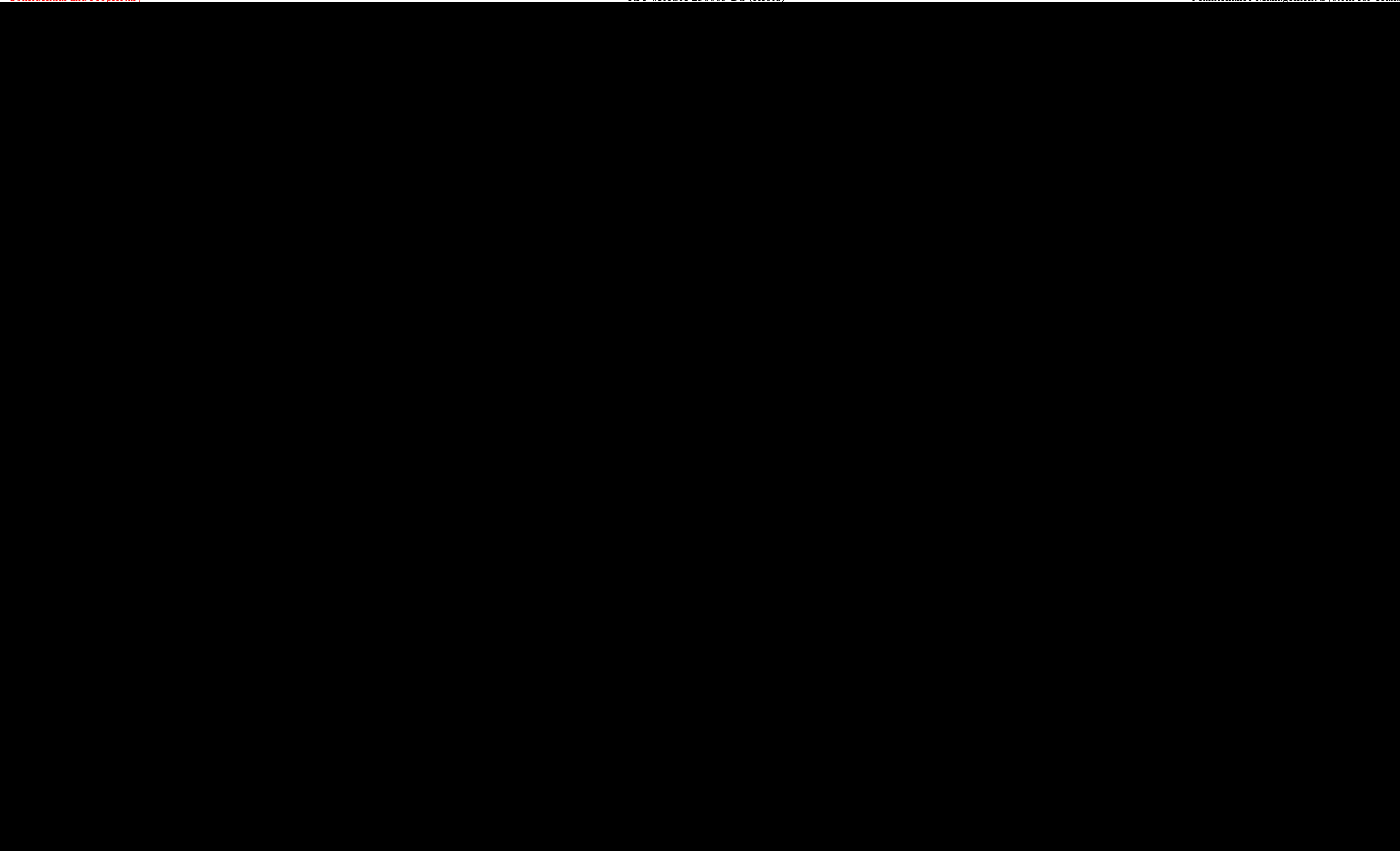
RFP #RTSX-230065-DS Maintenance Management System for Transit (Rebid)

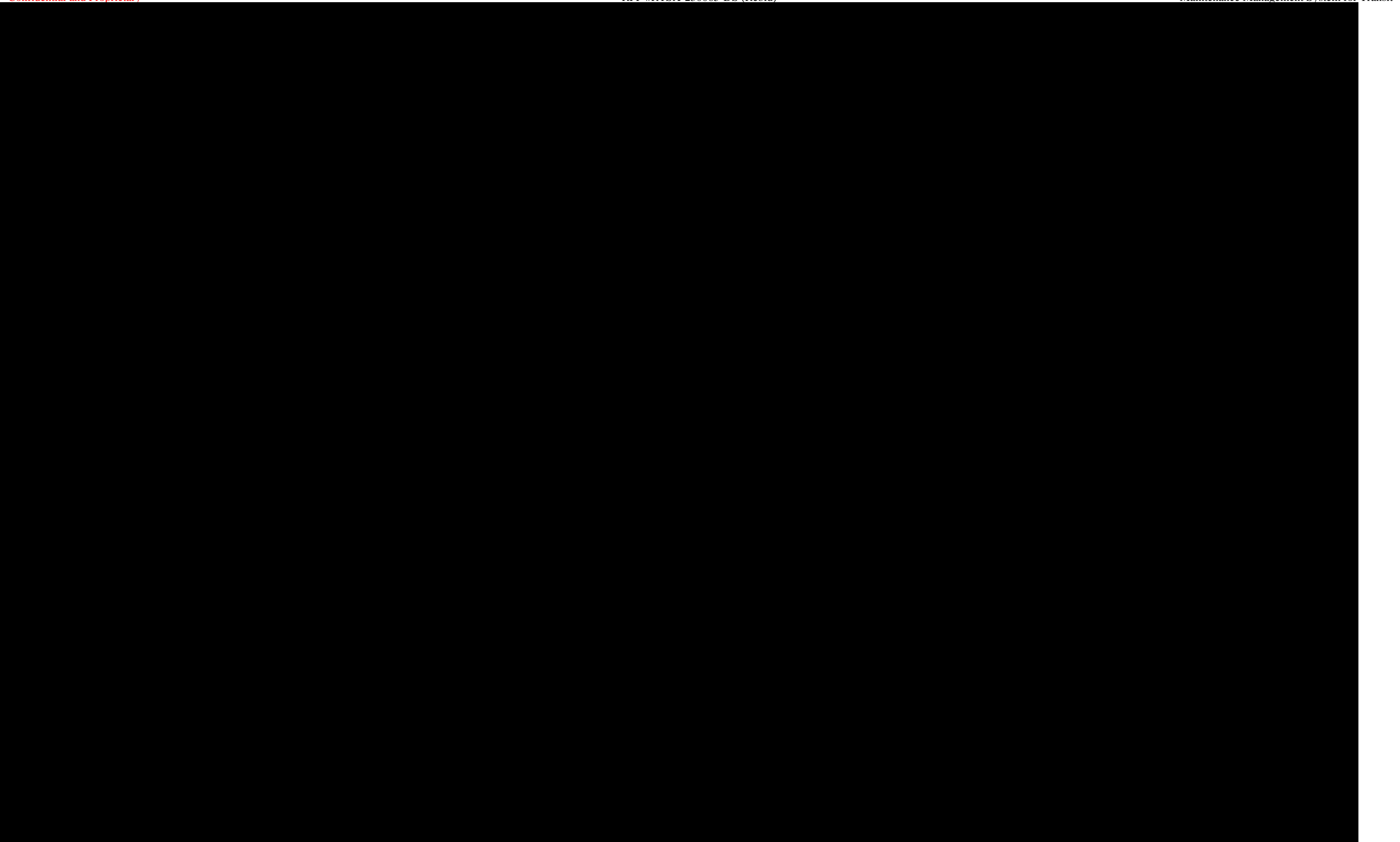
2.Attachment 1 – Maintenance Management System Specification Checklist

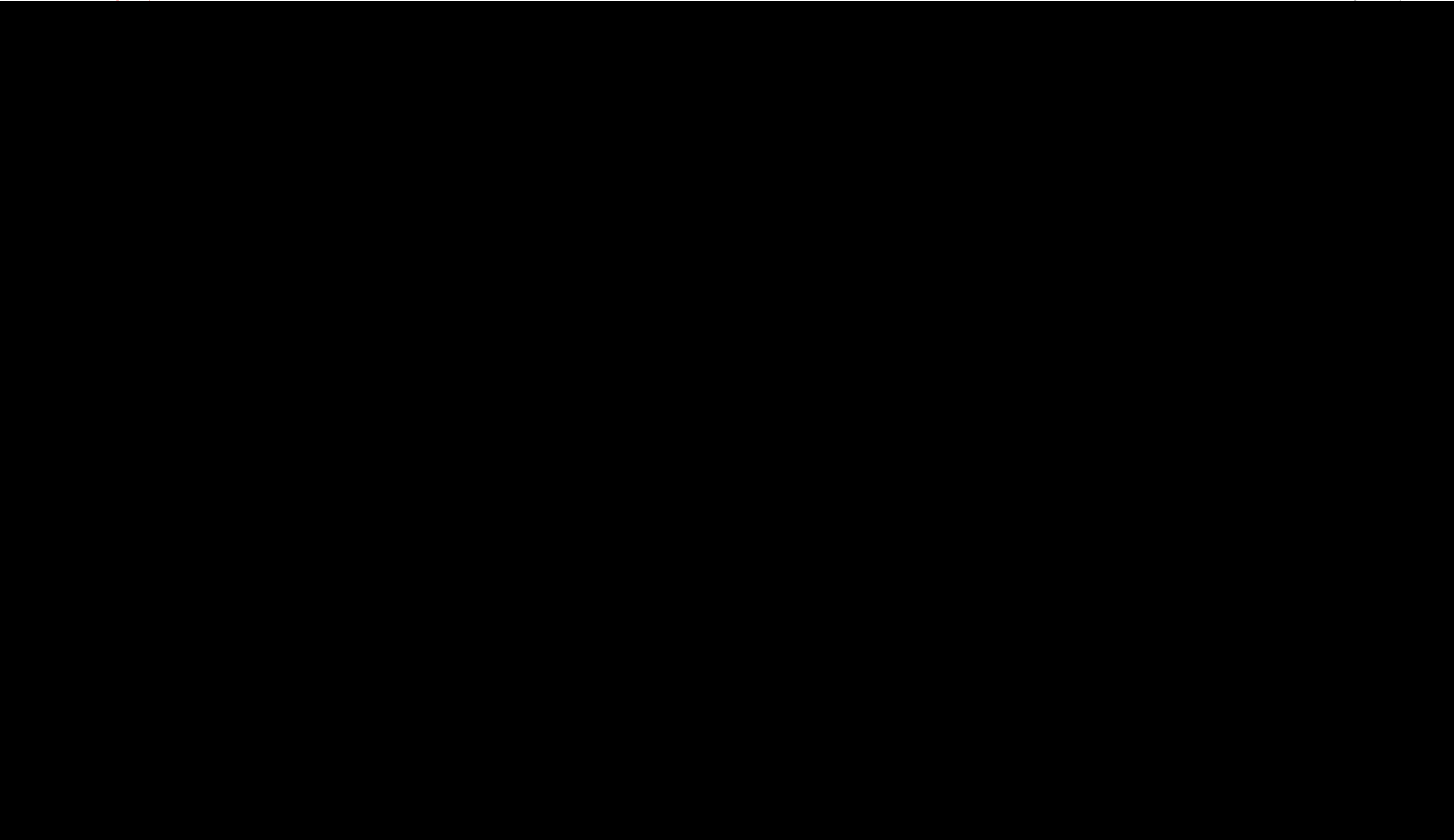
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Enter information into "Response" and Comments" fields only.

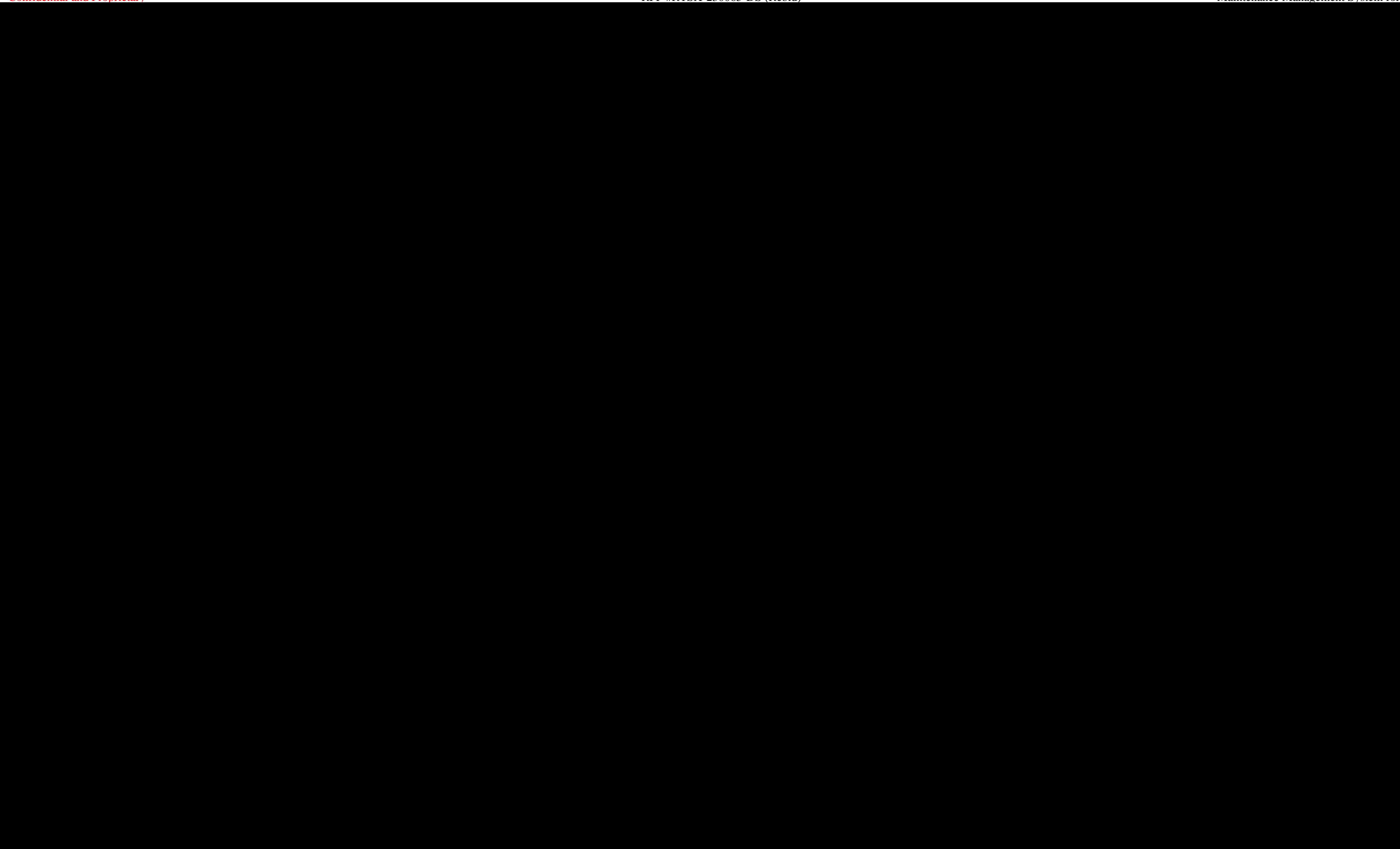
**MAINTENANCE MANAGEMENT SYSTEM (MMS)
SPECIFICATIONS CHECKLIST**

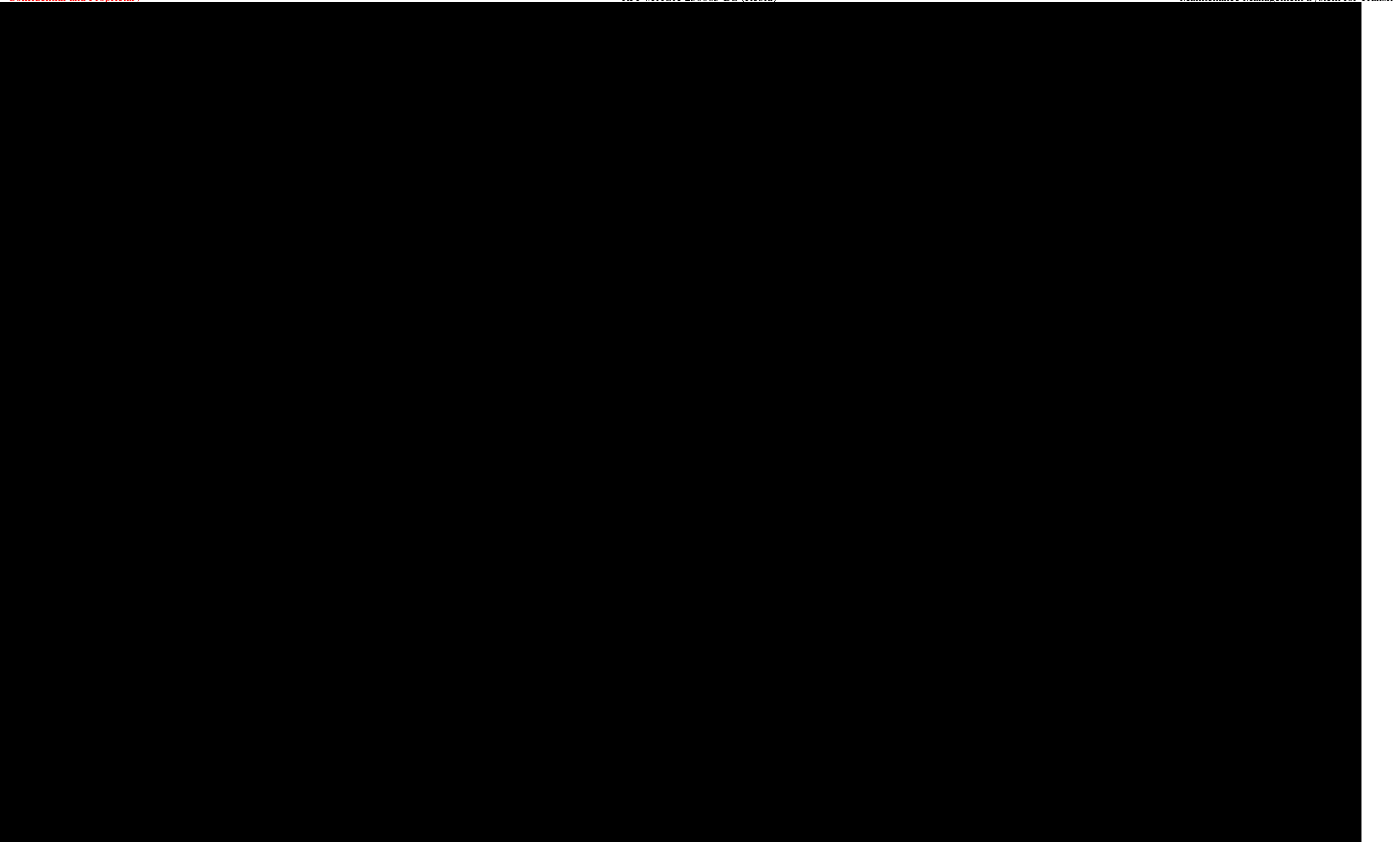


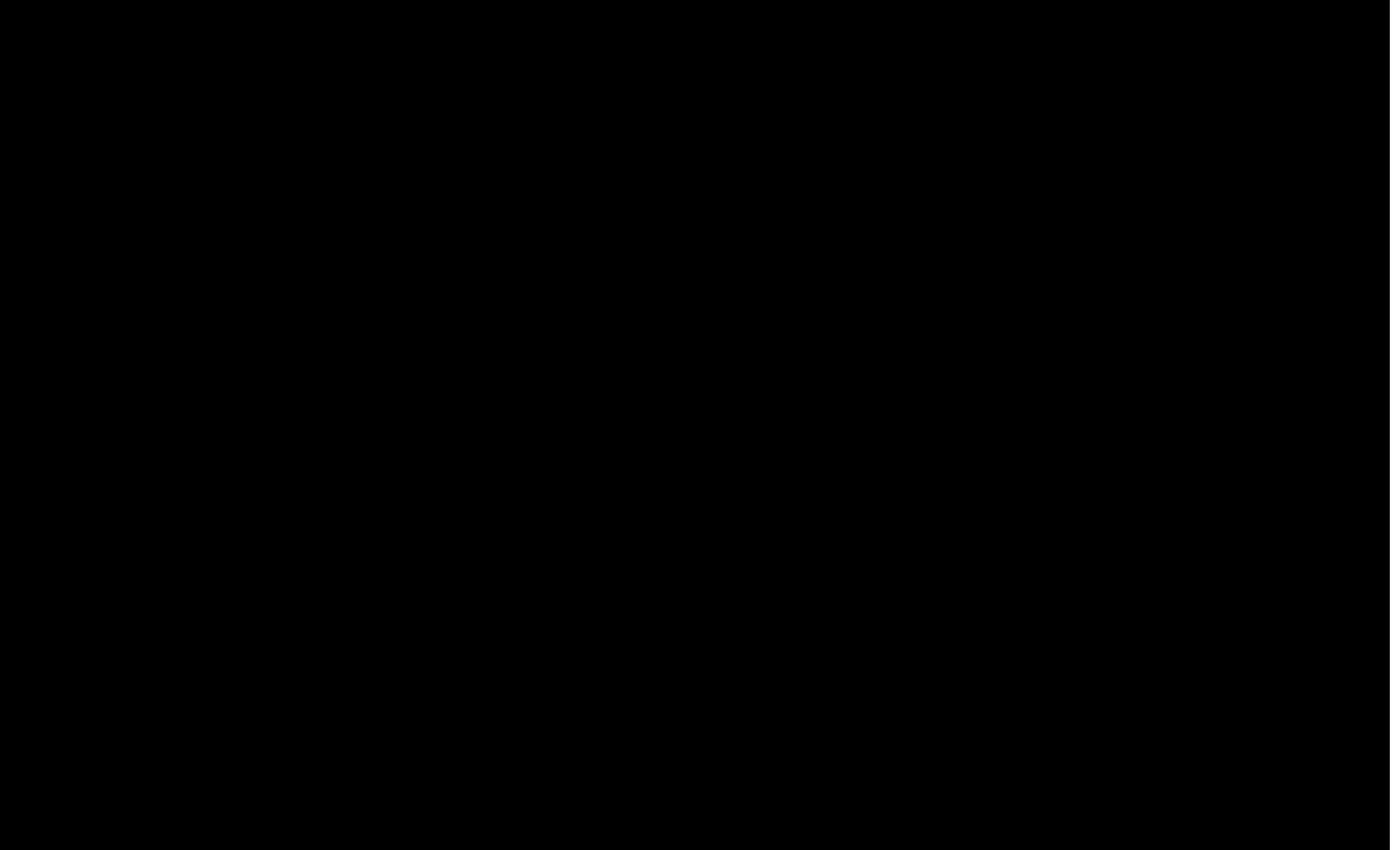


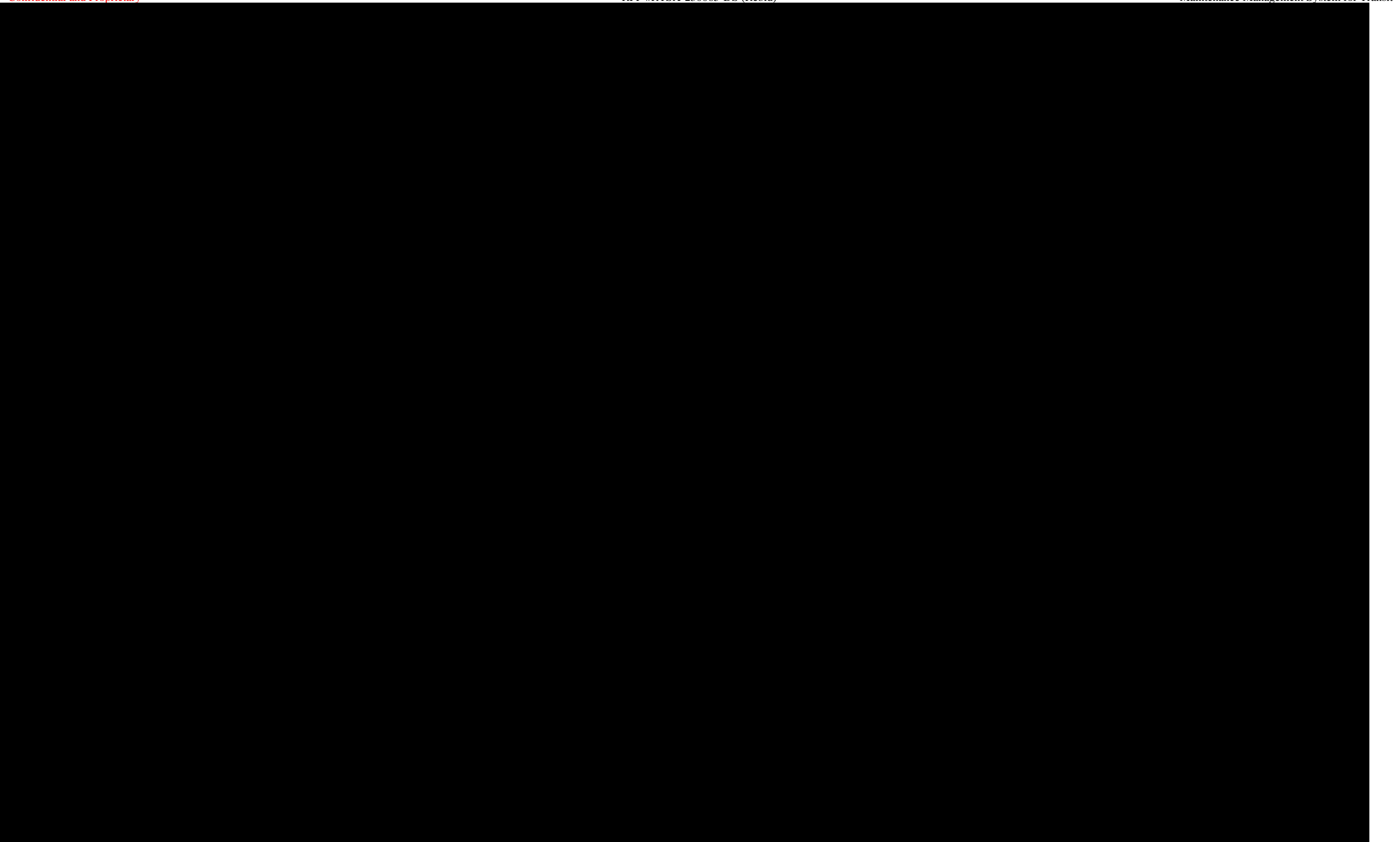


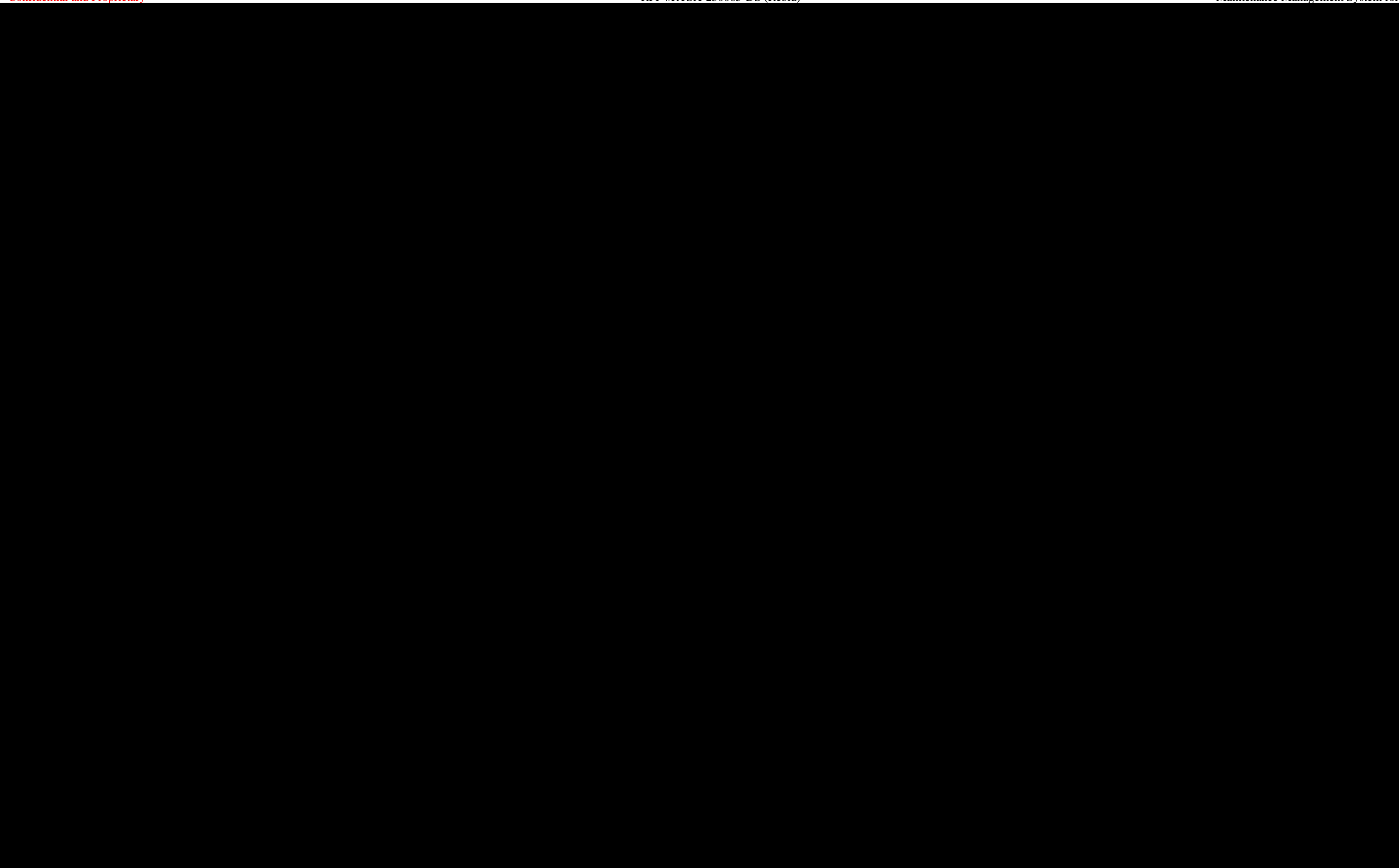


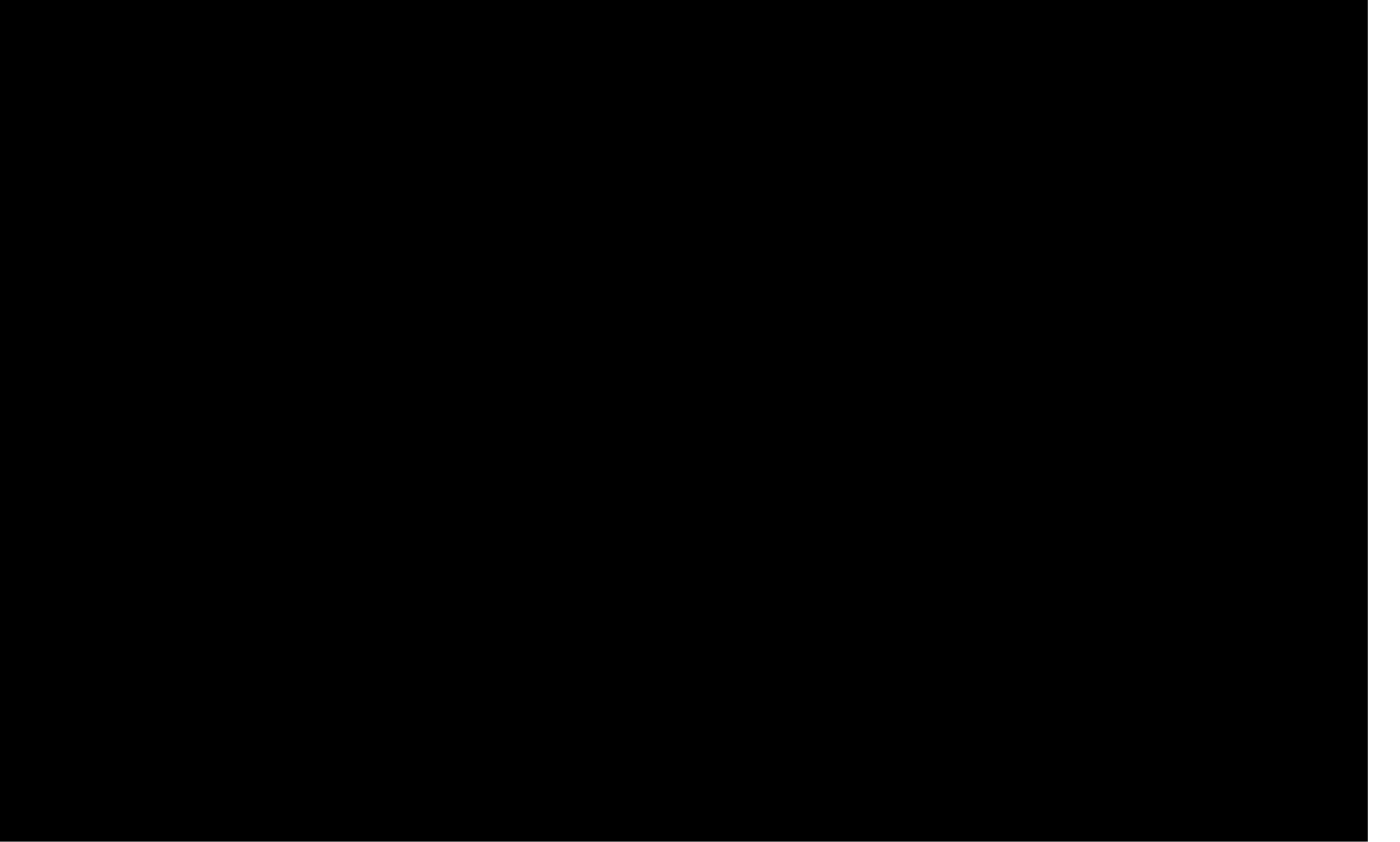


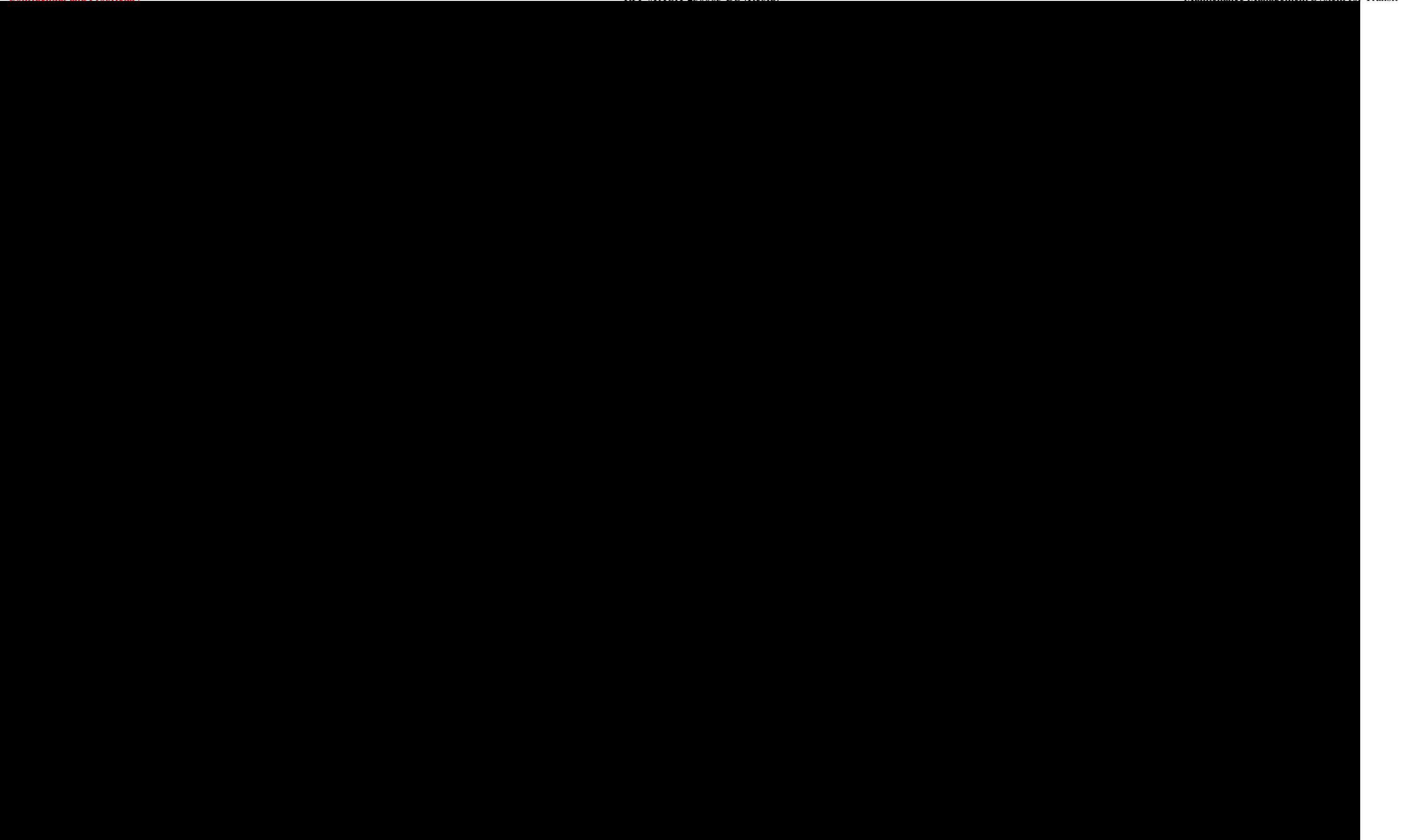


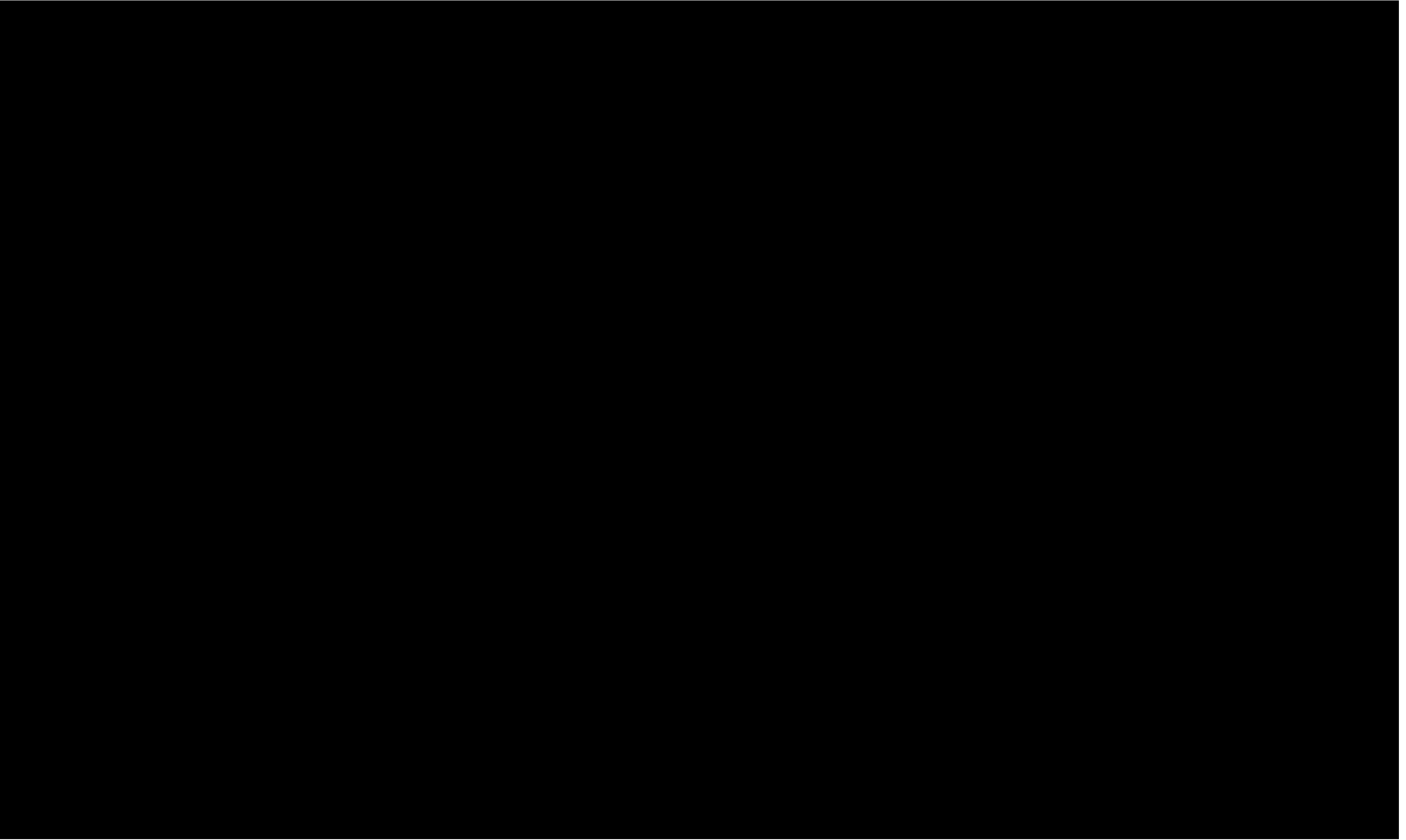


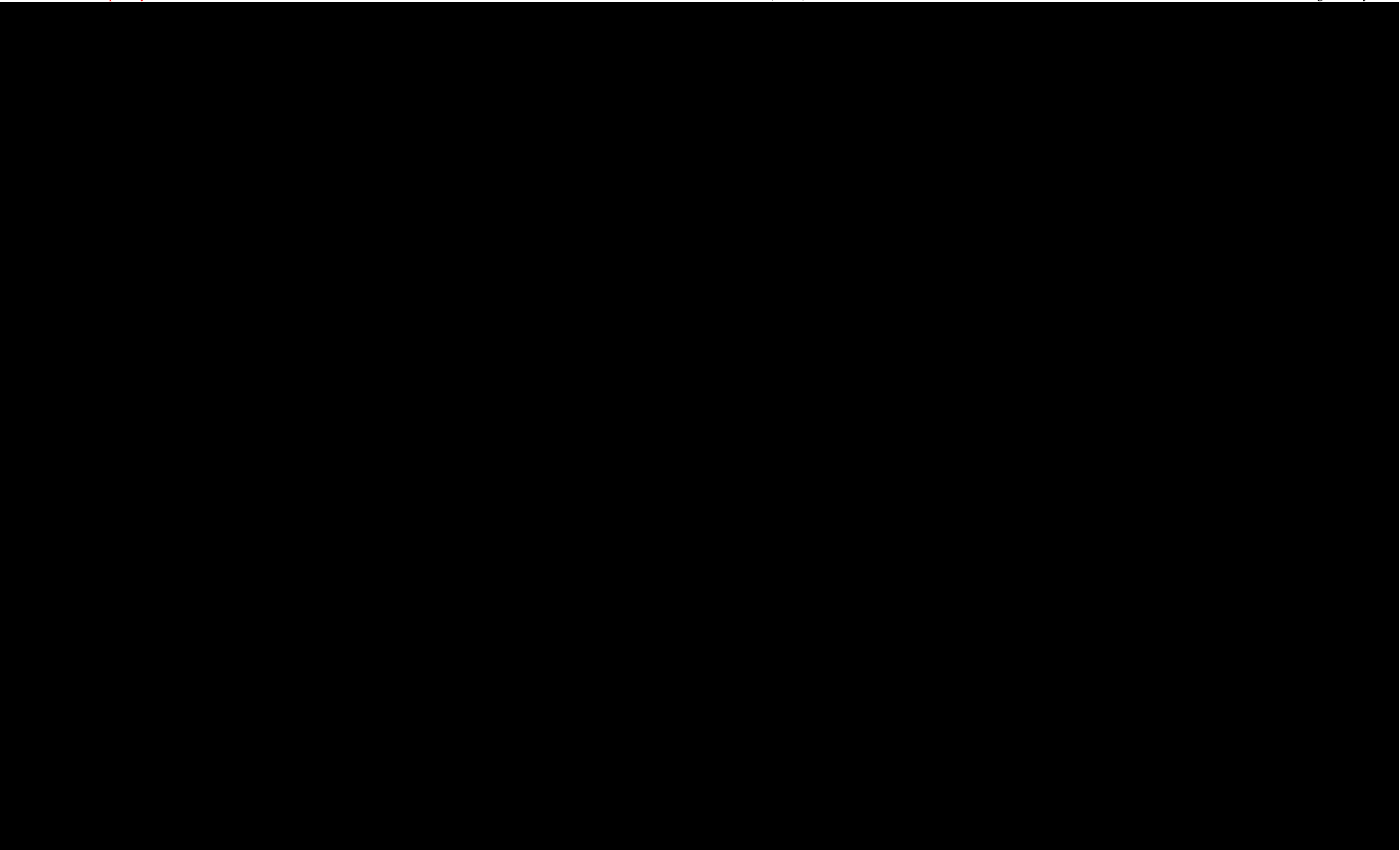


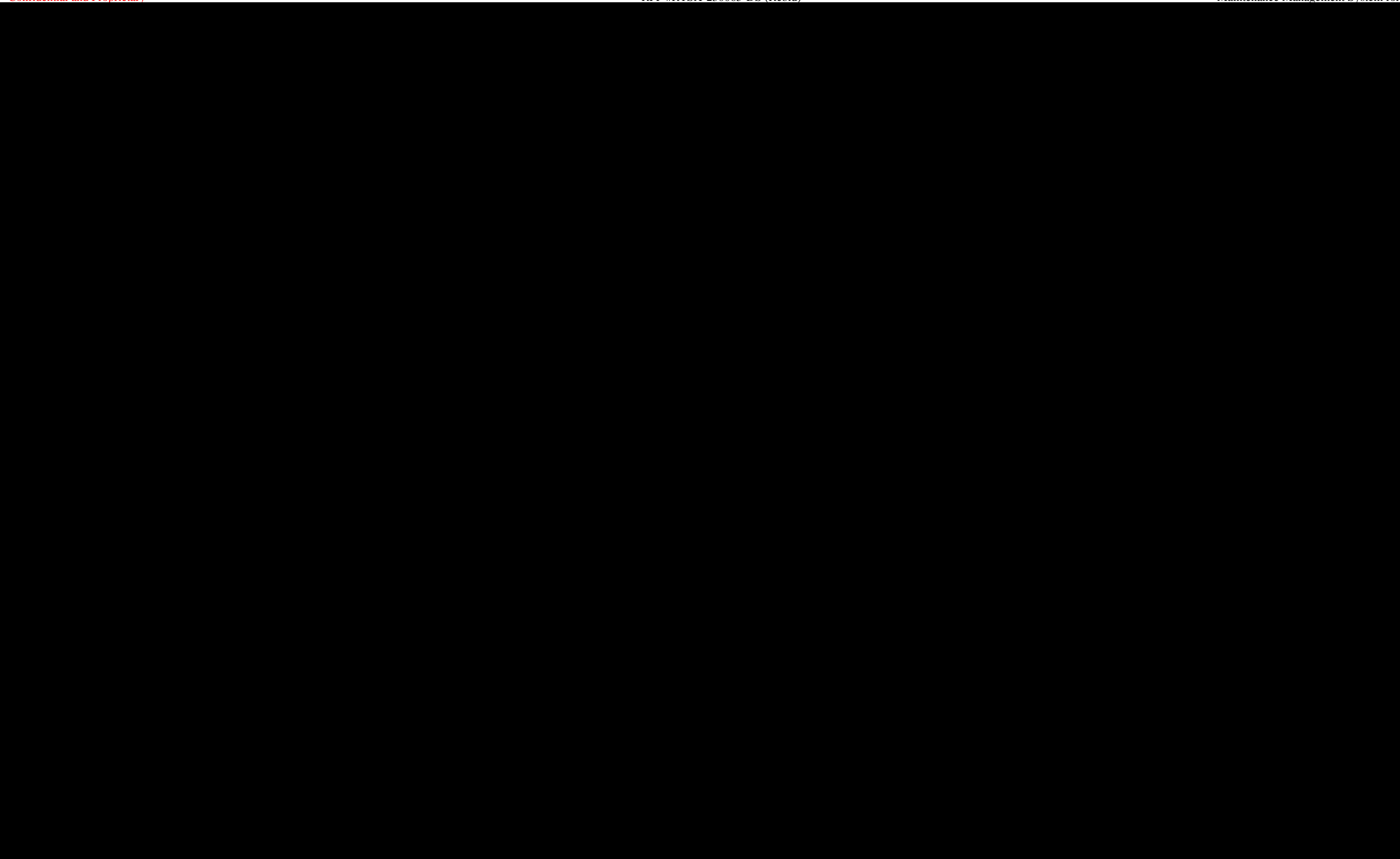


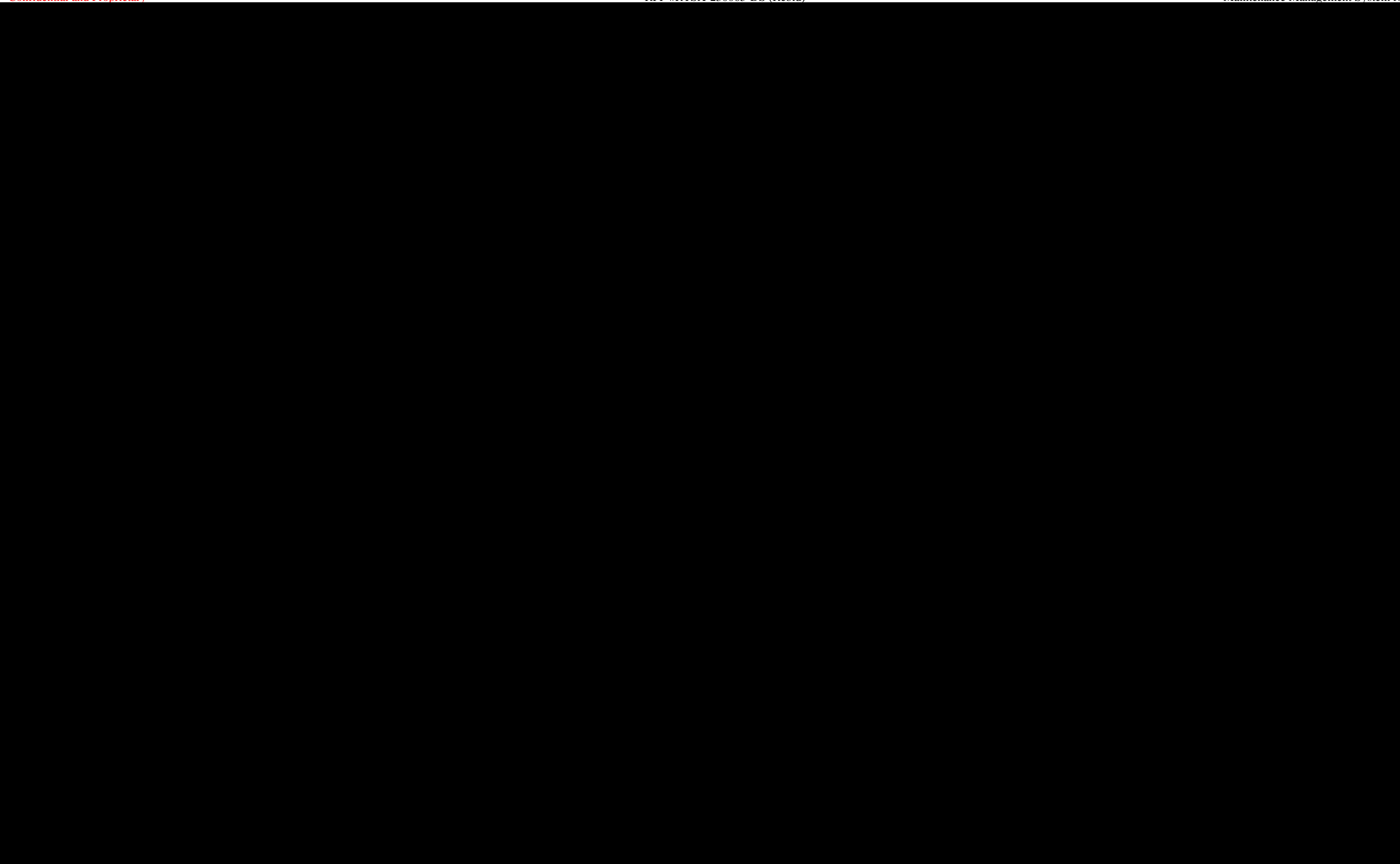


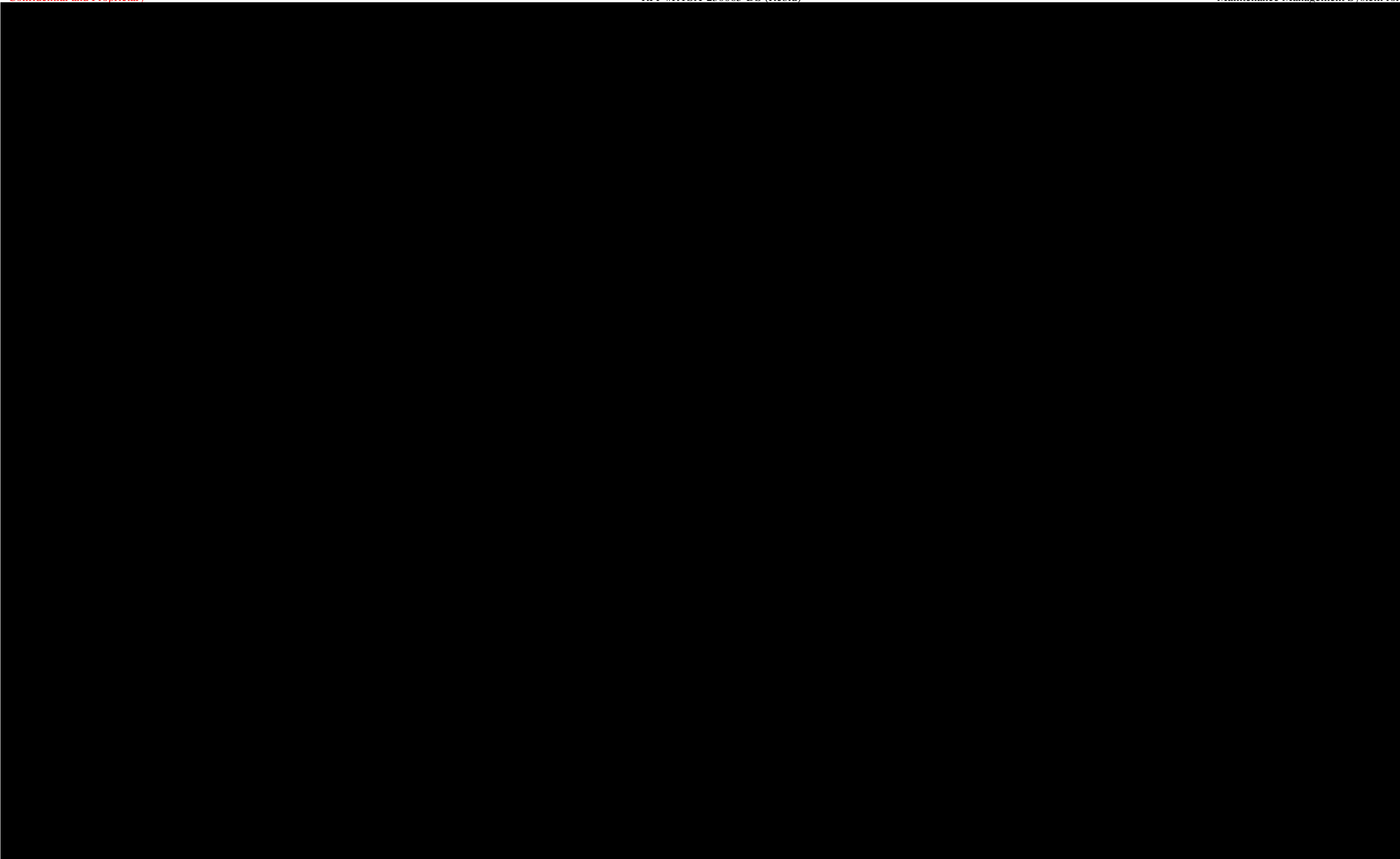


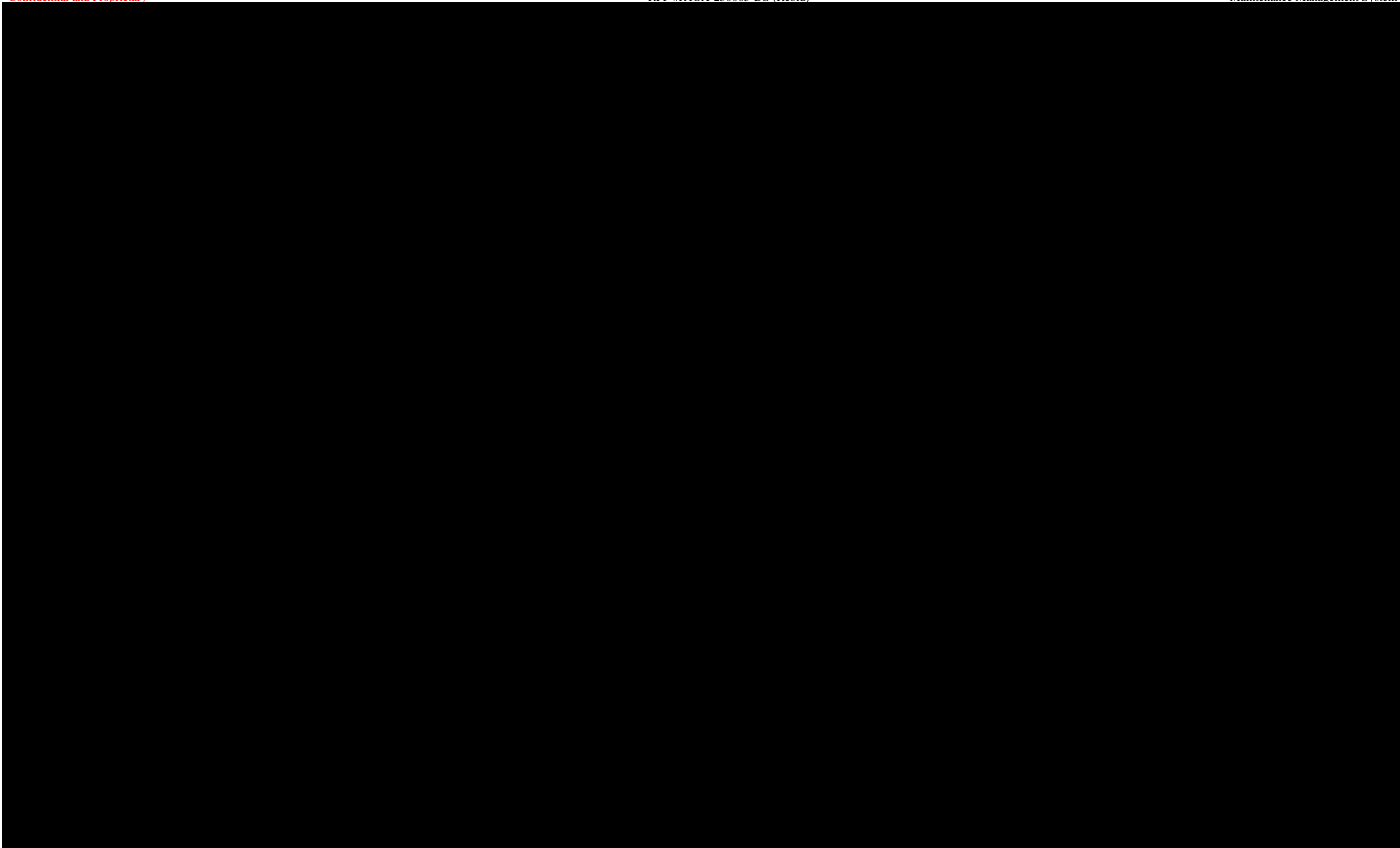


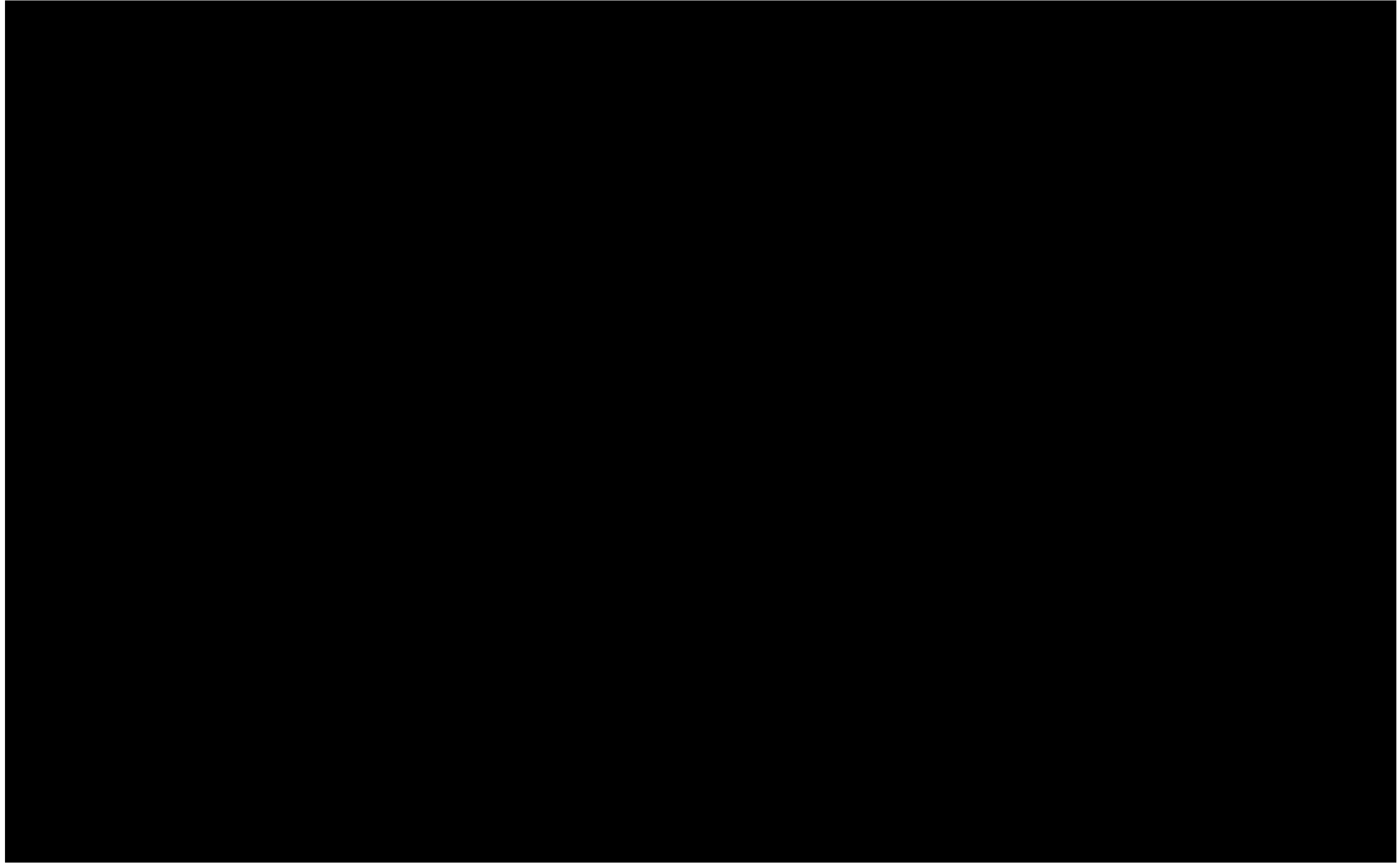


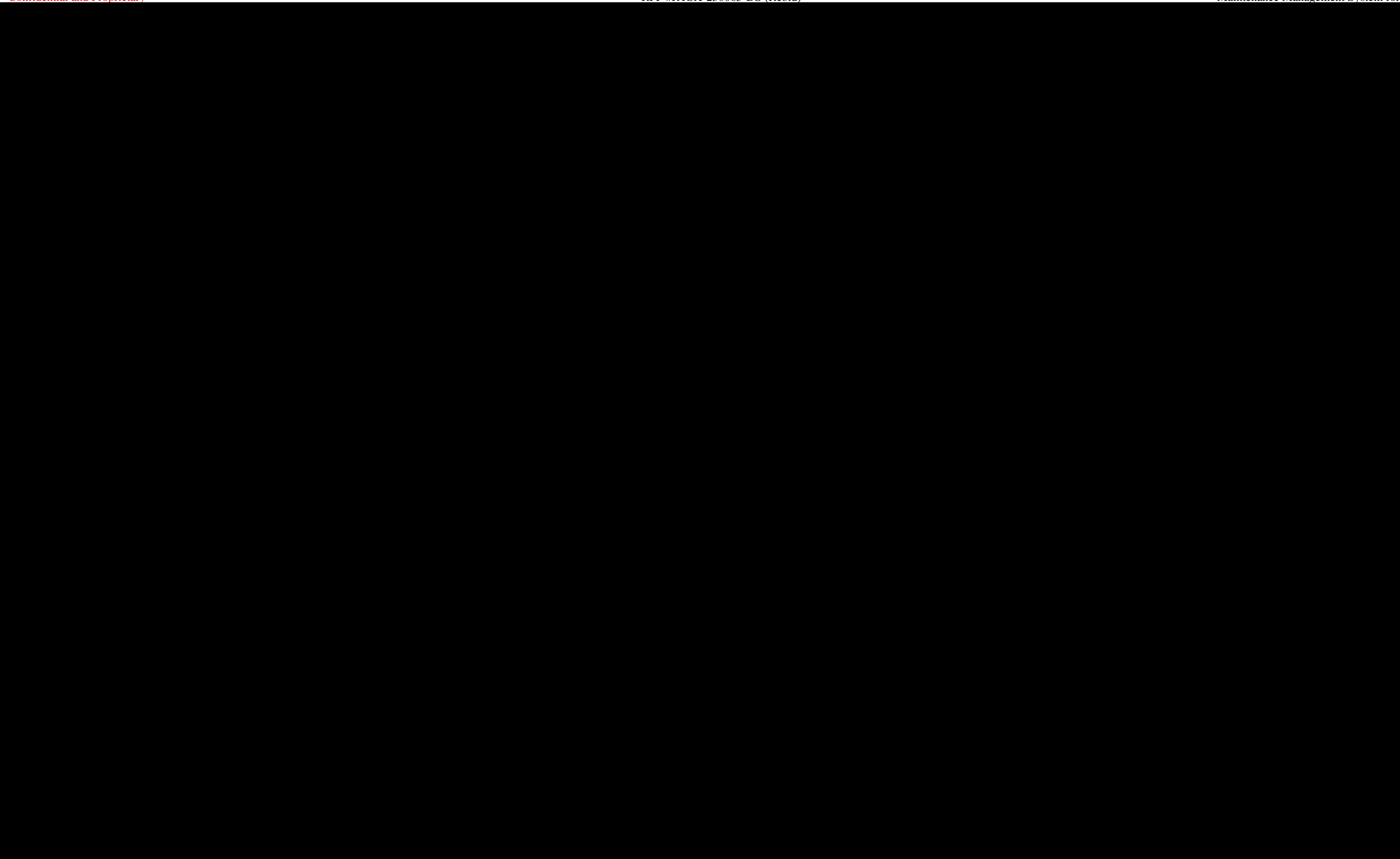


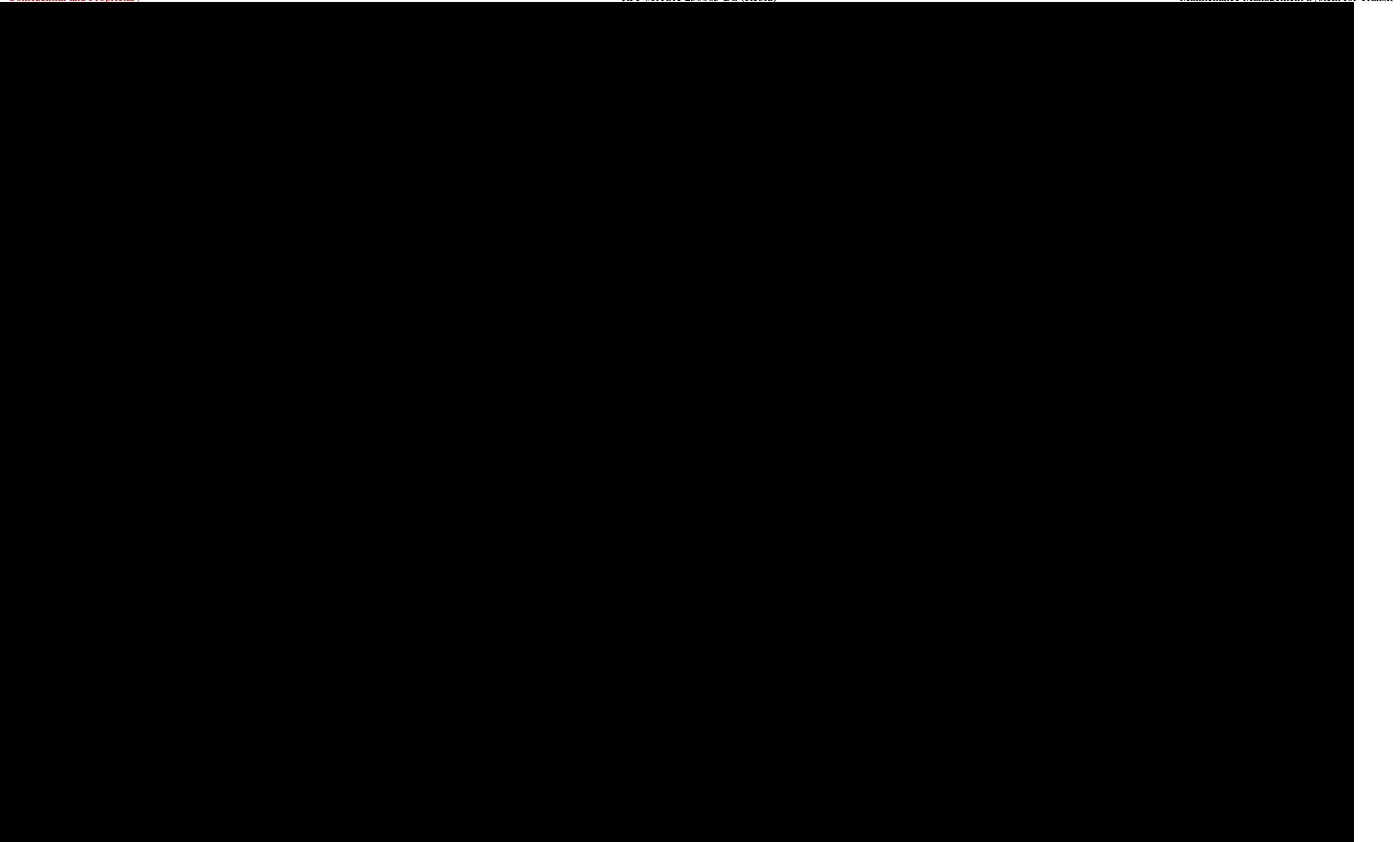


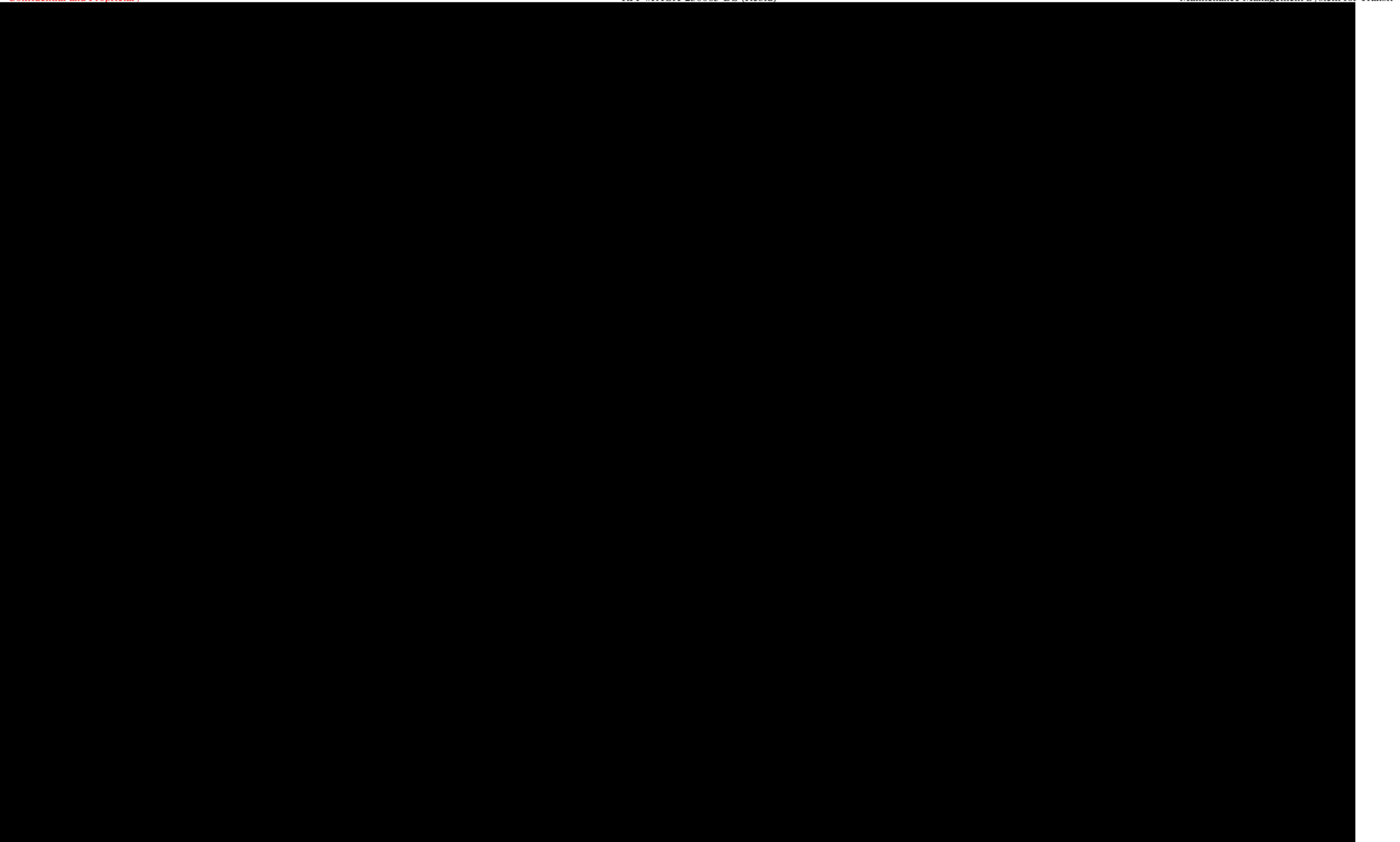


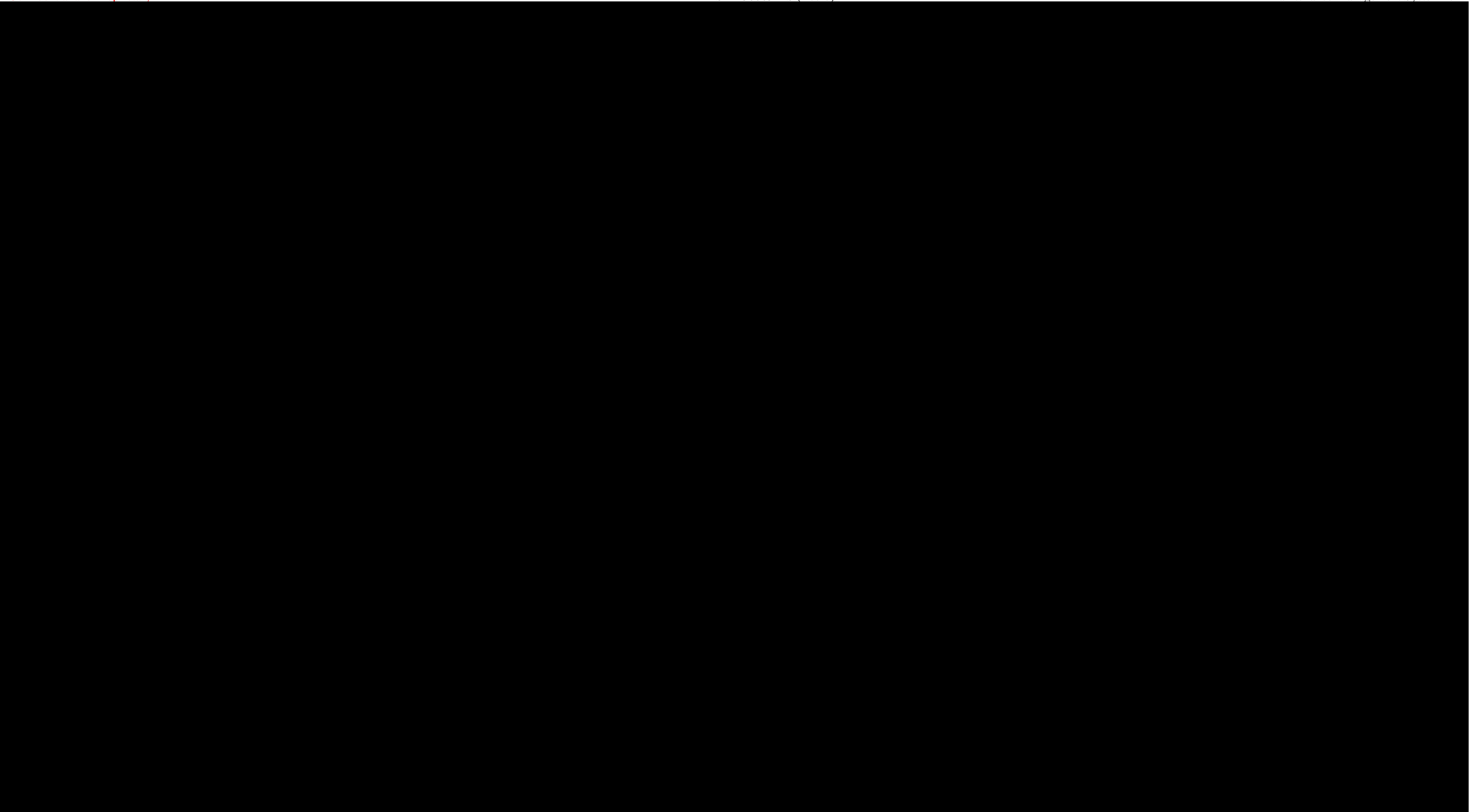








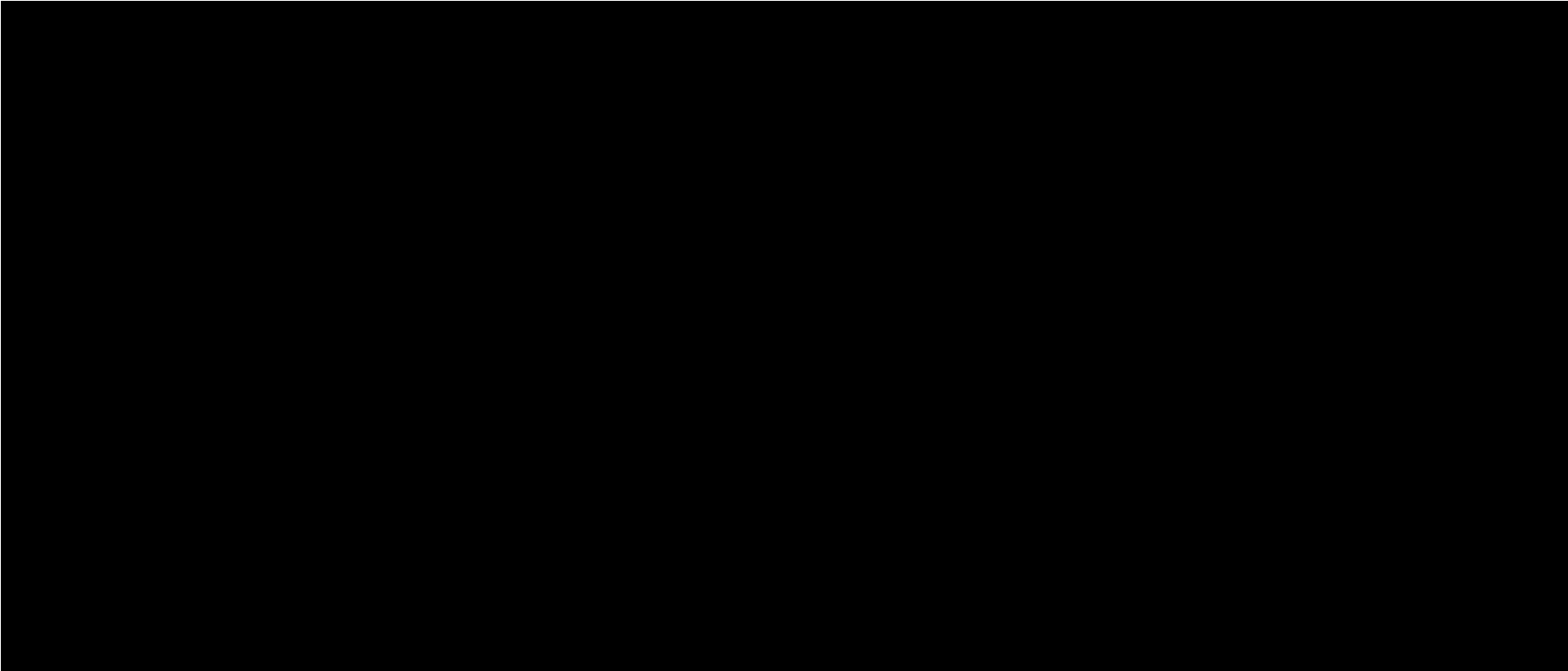


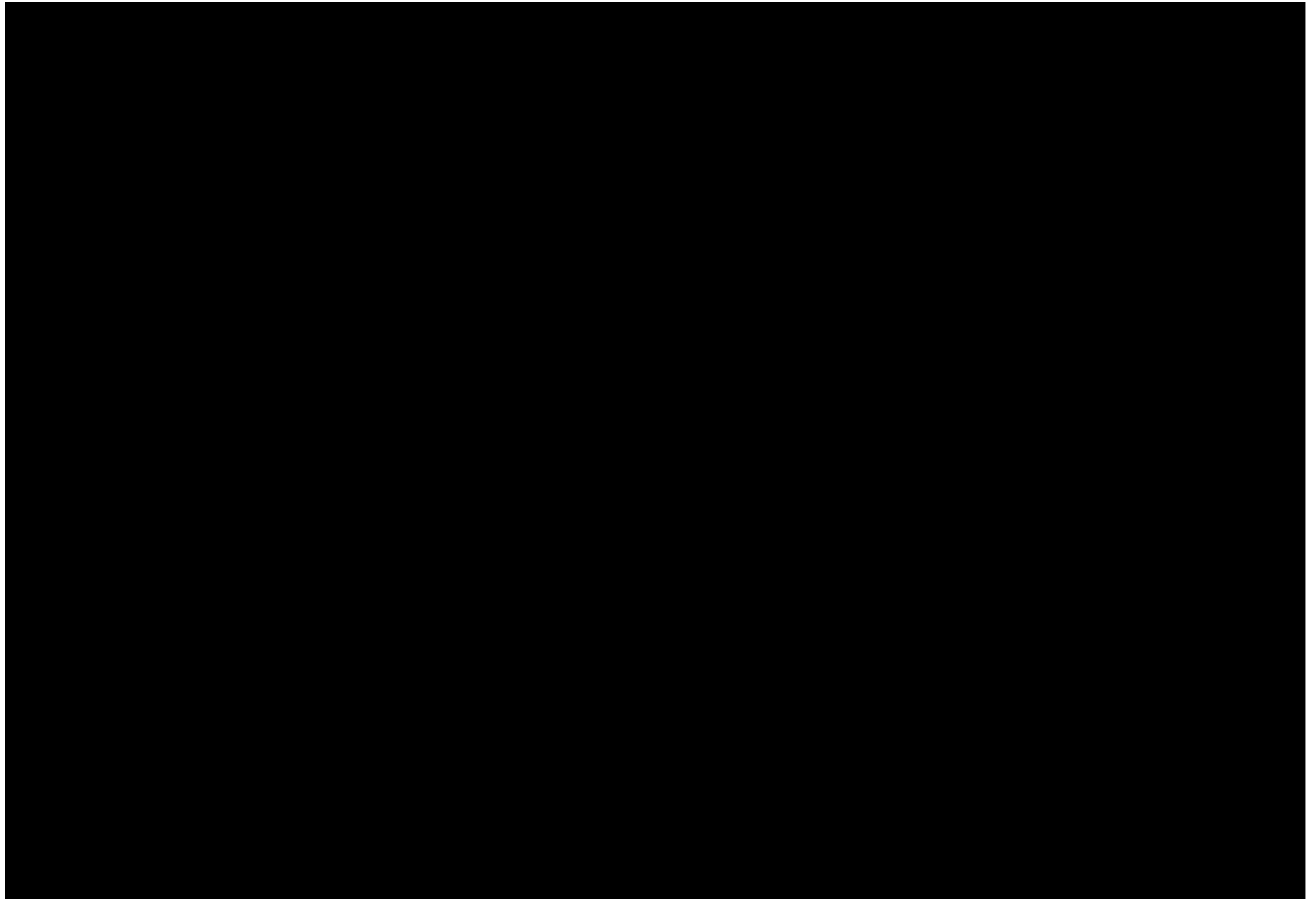


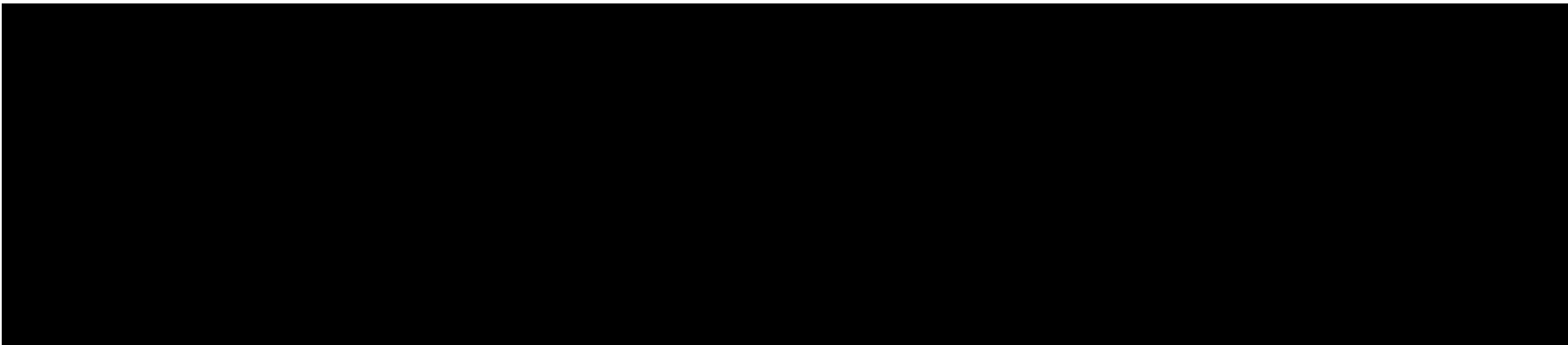
Proposal in Response to RFP issued by: City of Gainesville

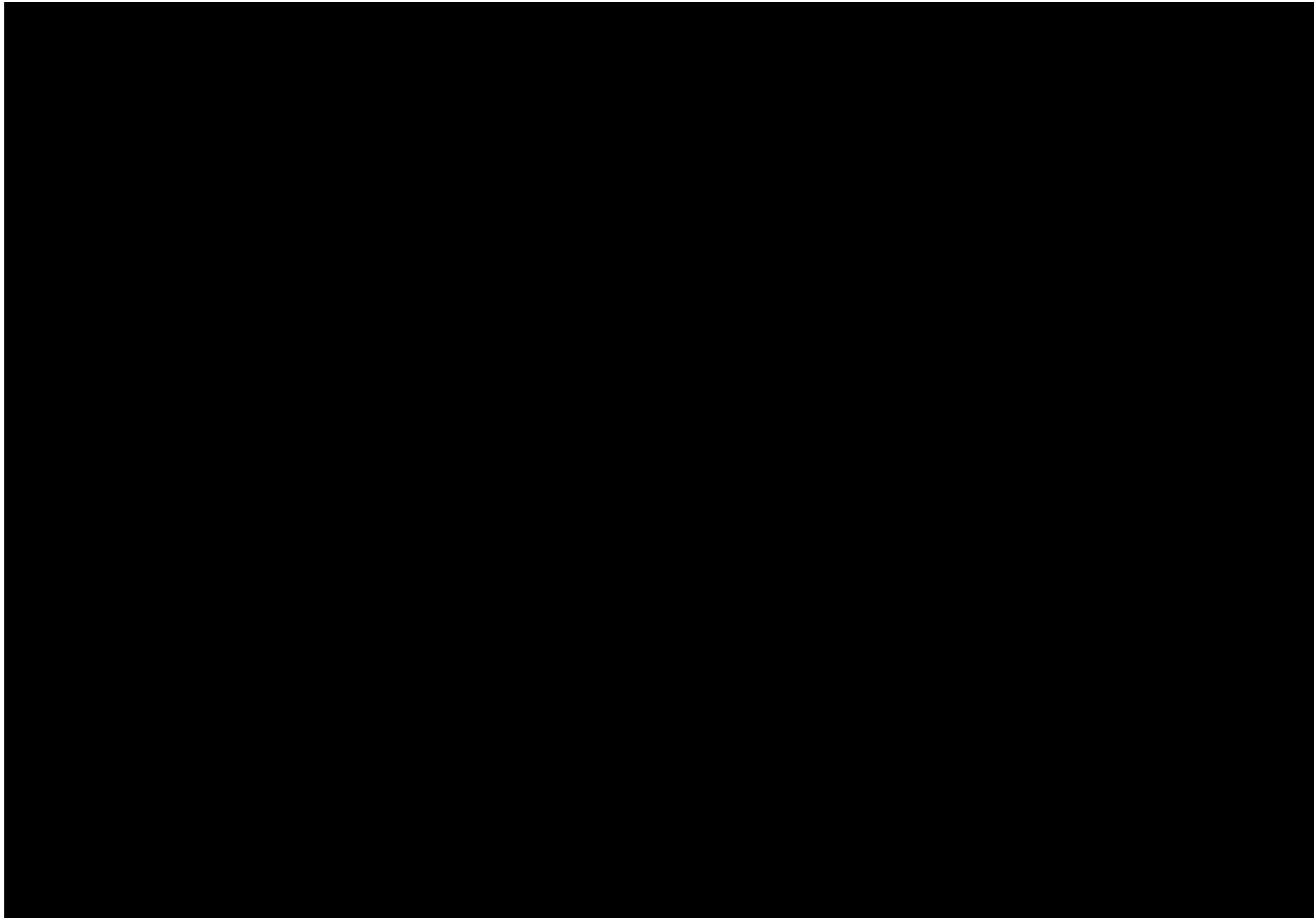
RFP #RTSX-230065-DS Maintenance Management System for Transit (Rebid)

3. Attachment 2 – Vendor Technology Questionnaire

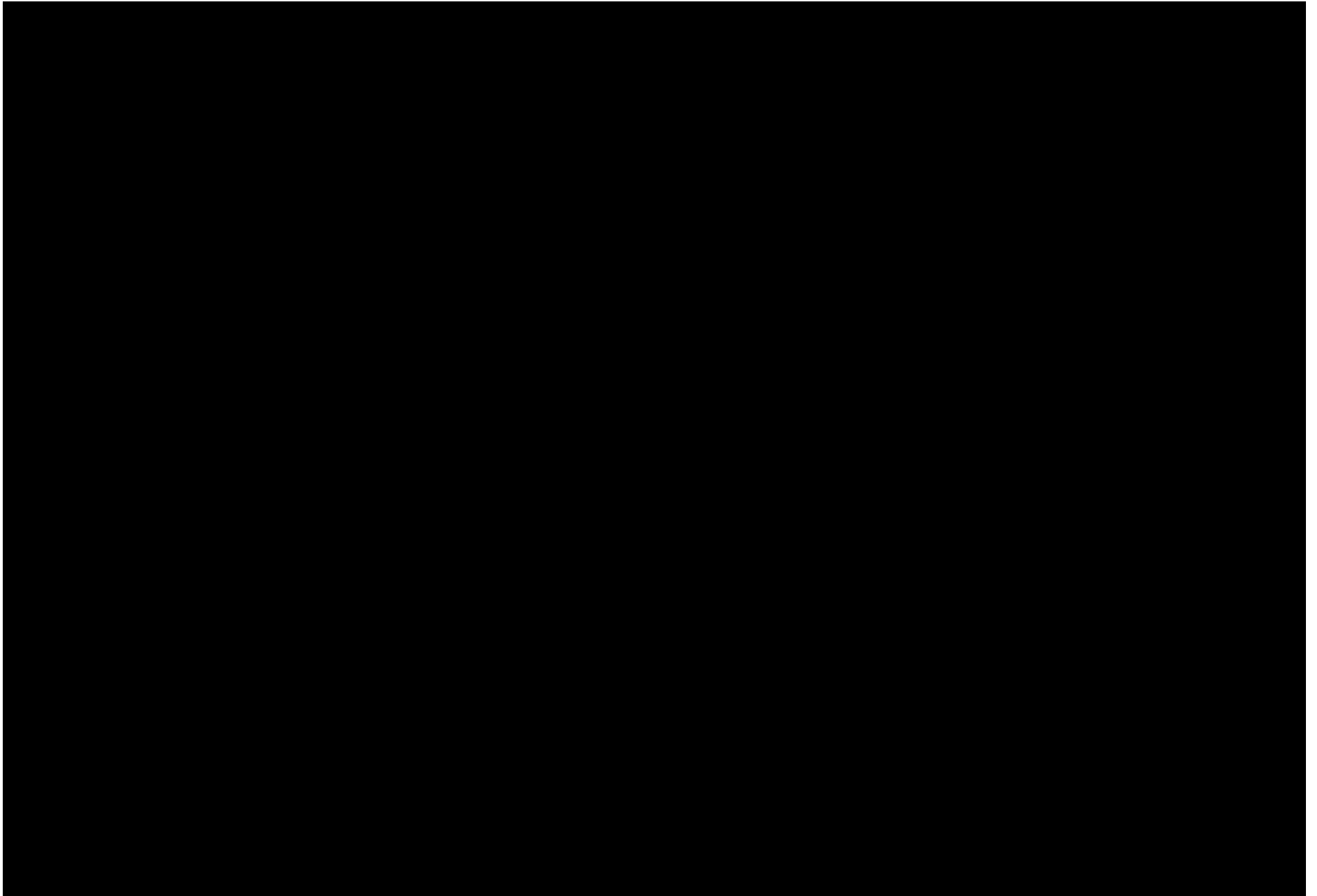


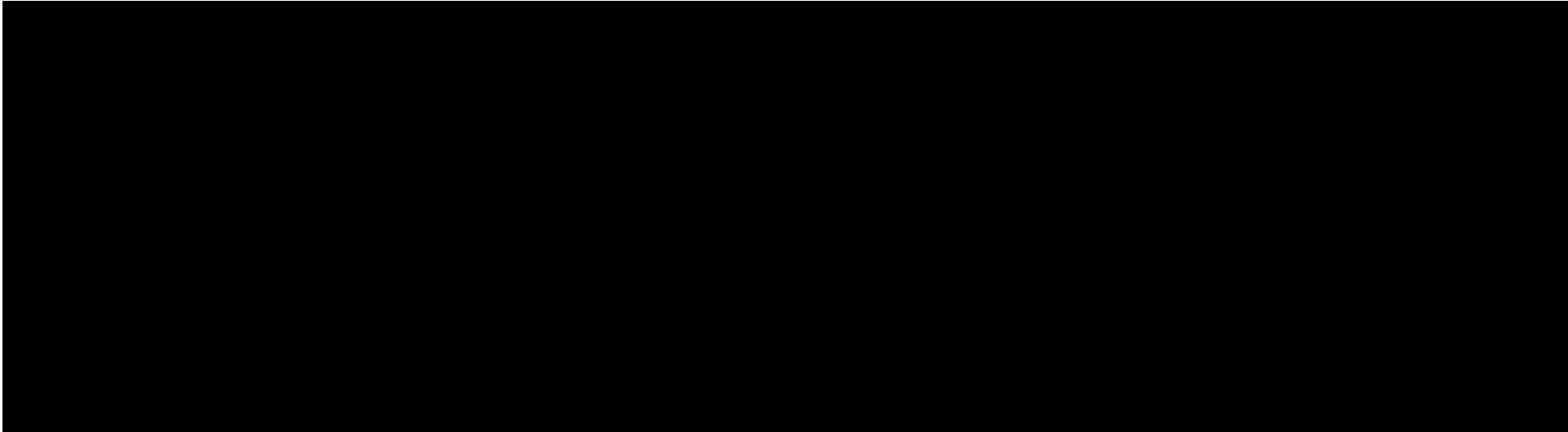












Proposal in Response to RFP issued by: City of Gainesville

RFP #RTSX-230065-DS Maintenance Management System for Transit (Rebid)

4. Sample Training Plan



City of Gainesville

Sample ITS Training Plan New Customer

Version X.X/YYYY

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Proposal in Response to RFP issued by: City of Gainesville

RFP #RTSX-230065-DS Maintenance Management System for Transit (Rebid)

5. Sample Maintenance Plan

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AVAIL'S MISSION

We retain customers for life by providing value through a balanced offering of superior products and services.