





TRIPS-17-CA-RFP  
Options Price Analysis

	come to .75 of low	Getaway Bus	come to .75 of low	Creative Bus	come to .75 of low	FTS-G	come to .75 of low	Freedom Bus	come to .75 of low	Nations Bus	come to .75 of low	Getaway Commute	come to .75 of low	FTS-C	come to .75 of low
<b>LYTX Drive Cam</b>	1,155	0	1,182	0	1,182	0	1,100	0	1,155	0	1,520	0	1,550	0	0
From Lowest	55	82	82	82	82	0	55	55	55	420	388	0	100	0	0
<b>Rosco Dual Vision</b>	1,120	0	1,156	0	1,156	0	1,075	0	1,120	0	1,472	0	1,489	0	0
From Lowest	45	81	81	81	81	0	45	45	45	397	316	0	39	0	0
<b>DAFO Fire Supp</b>	3,295	0	3,697	0	3,500	0	3,300	0	3,295	0	3,899	0	3,974	0	0
From Lowest	0	0	0	0	0	0	0	0	0	202	0	0	277	0	0
<b>Standard Seat</b>	306	0	306	0	285	0	285	0	306	0	289	0	400	0	0
From Lowest	21	21	21	0	21	0	21	21	21	4	0	372	28	0	0
<b>Foldaway Seat</b>	507	0	507	0	440	0	349	0	507	0	512	0	545	0	0
From Lowest	0	0	0	0	0	0	0	0	0	38	0	507	545	0	0
<b>Child Seat</b>	523	0	523	0	702	140	562	0	523	0	562	0	562	0	0
From Lowest	12	0	179	0	179	39	39	29	39	39	0	523	562	0	0
<b>Qstrait</b>	575	0	535	0	535	0	550	0	575	0	545	0	570	0	0
From Lowest	40	0	0	0	0	15	40	40	40	10	0	535	570	0	0
<b>SureLoc</b>	591	0	591	0	550	0	550	0	591	0	590	0	570	0	0
From Lowest	41	41	41	0	41	0	41	41	41	0	0	591	570	0	0
<b>Fogmaker</b>	1,600	0	2,747	0	2,635	0	2,635	0	2,747	0	2,767	0	2,953	0	0
From Lowest	2000 for 550+	112	112	0	0	0	132	0	112	132	0	2,747	2,953	0	0
<b>Base Braun Lift</b>	3,400	0	3,410	0	3,655	0	3,655	0	3,410	0	3,089	0	3,474	0	0
From Lowest	505	515	515	760	760	760	194	0	515	194	0	3,410	3,474	0	0

Add 600 per bus annually for subscription to LYTX Drive Cam

	Getaway Bus	Creative Bus	FTS-G	Freedom Bus	Nations Bus	Getaway Bus	FTS-C
<b>PAINT</b>							
<b>Scheme 1</b>	\$300.00	\$300.00	\$322.00	\$322.00	\$321.00	\$700.00	\$400.00
From Lowest	0	0	22	22	21	400	100
<b>Scheme 2</b>	\$500.00	\$500.00	\$500.00	\$500.00	\$495.00	\$465.00	\$500.00
From Lowest	35	35	35	35	30	0	35
<b>Scheme 3</b>	\$400.00	\$430.00	\$430.00	\$430.00	\$430.00	\$400.00	\$430.00
From Lowest	0	30	30	30	30	0	30

	Getaway Bus	Creative Bus	FTS-G	Freedom Bus	Nations Bus	Getaway Bus	FTS-C
<b>Gerfloor slip resistant sheet vinyl flooring</b>	\$425.00	\$107.00	\$300.00	NA	standard	\$425.00	\$0.00
From Lowest	0	0	0	0	0	0	0
<b>Provide Romeo Rim HELP bumper</b>	\$600.00	\$645.00	\$645.00	\$645.00	\$645.00	\$600.00	\$645.00
From Lowest	45	45	45	45	45	0	45
<b>Romeo Rim HELP rear bumper with HawkEye Reverse Assistance System</b>	\$1,025.00	\$1,102.00	\$1,102.00	\$1,102.00	\$1,092.00	\$1,025.00	\$1,500.00
From Lowest	77	77	77	77	57	0	388
<b>Avail MDT</b>	\$14,940.00	\$15,297.00	\$15,240.00	\$15,480.00	\$16,654.00	\$14,940.00	\$16,060.00
From Lowest	0	208	508	748	1,120	0	1,120
<b>Mentor</b>	\$4,985.00	\$5,350.00	NA	NA	NA	\$5,350.00	NA
From Lowest	0	365	374	365	0	365	NA
<b>Twin Vision Mobile Front sign only</b>	\$2,150.00	\$4,150.00	1,889	NA	NA	\$2,150.00	NA
From Lowest	1,250	0	2,000	0	0	0	NA
<b>Twin Vision Mobile Front/ side/ rear</b>	\$3,600.00	\$4,350.00	NA	NA	NA	\$3,600.00	NA
From Lowest	0	0	0	0	0	0	NA
<b>Transignations on manual sign, per dest</b>	\$1,100.00	\$1,684.00	502	NA	NA	\$1,100.00	NA
From Lowest	82	584	400	318	0	0	NA
<b>Sportworks TWO position bike rack, black</b>	\$2,100.00	\$1,500.00	156	NA	\$1,250.00	\$1,750.00	\$2,085.00
From Lowest	850	500	250	156	0	500	335
<b>Sportworks TWO position bike rack, SS</b>	NA	\$2,000.00	469	NA	\$2,200.00	\$2,000.00	NA
From Lowest	NA	250	0	450	0	250	NA
<b>REI rear vision system</b>	\$400.00	\$450.00	128	NA	NA	\$300.00	NA
From Lowest	100	150	0	0	0	0	NA

	Getaway Bus	Creative Bus	FTS-G	Freedom Bus	Nations Bus	Getaway Bus	FTS-C
<b>Wheel Chair Lifts</b>							
<b>Ricon Clear-View lift</b>	\$3,615.00	\$3,643.00	\$3,085.00	\$3,230.00	\$3,389.00	\$3,615.00	\$3,643.00
From Lowest	0	0	42	268	0	0	268



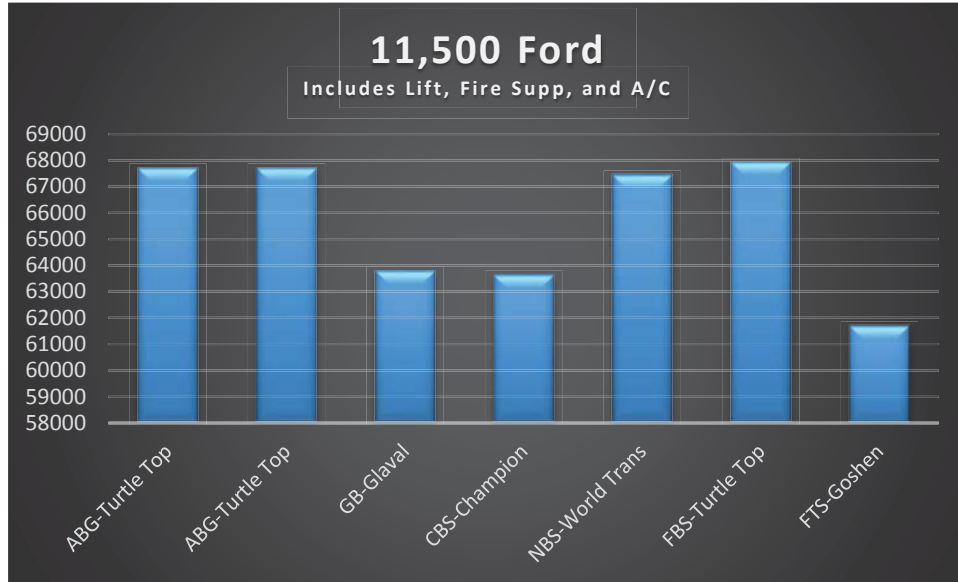




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Price Analysis

Dealer	Manuf	Chassis Make	Model	GVWR	Length in feet	Chassis Price	Second Stage Price	Total Price	Add Lift	Subtract 1st REDUC	Subtract 1st CR	Subtract 2nd REDUC	Subtract 17 Comp Range	Semi-Final Second Stage	Chassis	BAFO Second Stage	BAFO Final Total
Alliance Bus Group	Turtle Top	Ford E350 6.8L	Van Terra XL	11,500	22	\$23,960.00	\$47,948.00	\$71,908.00		4192				43,756	23,960	43,756	67,716
Alliance Bus Group	Turtle Top	Ford E350 6.8L	Odyssey	11,500	22	\$23,960.00	\$71,900.00	\$71,900.00		4184				43,756	23,960	43,756	67,716
Getaway Bus	Glaval	Ford E350 6.8L	Sport/Primeline	11,500	21	\$23,272.00	\$37,336.00	\$60,608.00	3410	500	200			40,046	23,046	40,046	63,792
Creative Bus Sales	Champion	Ford E350 6.8L	Challenger	11,500	22	\$29,439.00	\$31,316.00	\$60,755.00	3900					35,216	29,439	34,204	63,643
Nations Bus Corp	Rev Group	Ford E350 6.8L	World Trans	11,500	22	\$22,160.00	\$49,733.00	\$71,893.00				3936		45,979	22,160	45,297	67,457
Freedom Bus Source	Turtle Top	Ford E350 6.8L	Van Terra XL	11,500	22	\$21,960.00	\$45,970.00	\$67,930.00						45,970	22,960	44,970	67,930
Florida Trans System	Goshen	Ford E350 6.8L	Pacer	11,500	22	\$22,639.00	\$41,195.00	\$63,834.00						41,195	22,639	39,065	61,704
Getaway Bus	Glaval	Chevy G3500 6.0L	Sport	12,300	22	\$23,690.00	\$38,366.00	\$62,056.00	3410			600		41,176	23,690	41,176	65,466
Getaway Bus	Glaval	Chevy G3500 6.0L	Titan II	12,300	22	\$23,690.00	\$62,545.00	\$62,545.00	3410			600		41,665	23,412	42,265	65,677
Creative Bus Sales	Champion	Chevy G3500 6.0L	American Crusader	12,300	22	\$26,285.00	\$37,116.00	\$63,401.00	3900					41,016	26,285	40,004	66,289
Creative Bus Sales	Champion	Chevy G3500 6.0L	Crusader	12,300	22	\$26,285.00	\$33,616.00	\$59,901.00	3900					37,516	26,285	36,504	62,789
Alliance Bus Group	Turtle Top	Chevy G3500 6.0L	Van Terra XL	12,300	22	\$26,089.00	\$43,756.00	\$69,845.00				1259		42,497	24,830	43,756	68,586
Nations Bus Corp	Rev Group	Chevy G3500 6.0L	World Trans	12,300	22	\$22,980.00	\$49,003.00	\$71,983.00				3497		45,506	22,980	44,416	67,396
Freedom Bus Source	Turtle Top	Chevy G3500 6.0L	Van Terra	12,300	22	\$24,283.00	\$45,970.00	\$70,253.00				1667		44,303	23,616	44,970	68,586
Florida Trans System	Goshen	Chevy G3500 6.0L	Pacer	12,300	22	\$23,185.00	\$40,995.00	\$64,180.00						40,995	23,185	38,855	62,040
Alliance Bus Group	Glaval	Ford E350 6.8L	Van Terra XLT	12,500	23	\$24,510.00	\$50,428.00	\$74,938.00		5972			5	44,451	24,505	44,456	68,961
Getaway Bus	Glaval	Ford E350 6.8L	Universal	12,500	22	\$23,770.00	\$37,670.00	\$61,440.00	3410			700		40,380	23,563	41,080	64,643
Creative Bus Sales	Champion	Ford E350 6.8L	Challenger	12,500	23	\$29,655.00	\$31,716.00	\$61,371.00	3900					35,616	29,655	34,604	64,259
Freedom Bus Source	Turtle Top	Ford E350 6.8L	Van Terra XLT	12,500	23	\$21,960.00	\$47,310.00	\$69,270.00				309		47,001	23,991	44,970	68,961
Florida Trans System	Goshen	Ford E350 6.8L	Pacer	12,500	23	\$22,855.00	\$41,595.00	\$64,450.00						41,595	22,855	39,507	62,362
Getaway Bus	Glaval	Chevy G4500 6.0L	Titan II	14,200	22	\$24,828.00	\$38,855.00	\$63,683.00	3410			600		41,665	24,828	42,265	67,093
Creative Bus Sales	Champion	Chevy G4500 6.0L	Challenger	14,200	23	\$27,224.00	\$35,016.00	\$62,240.00	3900					38,916	27,224	37,904	65,128
Alliance Bus Group	Rev Group	Chevy G4500 6.0L	Odyssey	14,200	23	\$27,750.00	\$44,357.00	\$72,107.00				1007		40,380	26,743	44,357	71,100
Nations Bus Corp	Rev Group	Chevy G4500 6.0L	World Trans	14,200	23	\$23,870.00	\$49,273.00	\$73,143.00				2143		47,130	23,870	45,130	69,000
Freedom Bus Source	Turtle Top	Chevy G4500 6.0L	Terra Transit	14,200	23	\$26,350.00	\$43,647.00	\$69,997.00						43,647	27,350	42,647	69,997
Florida Trans System	Goshen	Chevy G4500 6.0L	Impulse	14,200	23	\$24,124.00	\$42,795.00	\$66,919.00						42,795	24,124	40,255	64,379
Alliance Bus Group	Turtle Top	Ford E450 6.8L	Odyssey	14,500	23	\$25,715.00	\$48,231.00	\$73,946.00		3874				44,357	25,715	44,357	70,072
Getaway Bus	Glaval	Ford E450 6.8L	Universal	14,500	23	\$25,130.00	\$37,670.00	\$62,800.00	3410			200		40,380	24,765	41,080	65,845
Creative Bus Sales	Champion	Ford E450 6.8L	Challenger	14,500	23	\$31,058.00	\$63,774.00	\$63,774.00	3900					36,616	31,058	33,804	64,862
Nations Bus Corp	Rev Group	Ford E450 6.8L	World Trans	14,500	23	\$23,870.00	\$50,083.00	\$73,953.00				3630		46,453	23,870	45,453	69,323
Freedom Bus Source	Turtle Top	Ford E450 6.8L	Terra Transit	14,500	23	\$23,713.00	\$43,647.00	\$67,360.00						43,647	24,713	42,647	67,360
Florida Trans System	Goshen	Ford E450 6.8L	Impulse	14,500	23	\$24,258.00	\$42,995.00	\$67,253.00						42,995	24,258	39,455	63,713
Getaway Bus	Glaval	Ford F450 6.8L	Entourage	16,500	25	\$31,759.00	\$46,765.00	\$78,524.00	3410			200		49,275	29,757	50,175	79,932
Freedom Bus Source	Turtle Top	Ford E450 6.8L	Terra Transit	16,500	25	\$31,910.00	\$54,279.00	\$86,189.00						54,279	32,910	53,279	86,189
Florida Trans System	Goshen	Ford E450 6.8L	GForce	16,500	27	\$32,640.00	\$50,695.00	\$83,335.00						50,695	32,640	46,260	78,900
Getaway Bus	Glaval	Ford F550 6.8L	Entourage	18,000	25	\$32,720.00	\$46,765.00	\$79,485.00	3410			900		49,275	31,844	50,175	82,019
Freedom Bus Source	Turtle Top	Ford F550 6.8L	Terra Transit	18,000	25	\$33,021.00	\$54,279.00	\$87,300.00						54,279	34,021	53,279	87,300
Alliance Bus Group	Turtle Top	Ford F550 6.8L	Odyssey XL	19,500	29	\$34,843.00	\$64,637.00	\$99,480.00					500	59,429			0
Getaway Bus	Glaval	Ford F550 6.8L	Entourage	19,500	25	\$33,789.00	\$80,554.00	\$80,554.00	3410			4708		49,275	32,963	50,175	83,138
Creative Bus Sales	Champion	Ford F550 6.8L	Defender	19,500	28	\$37,640.00	\$83,328.00	\$83,328.00	3900			1850		47,738	37,640	45,393	83,033
Freedom Bus Source	Turtle Top	Ford F550 6.8L	Terra Transit	19,500	25	\$34,030.00	\$54,279.00	\$88,309.00						54,279	35,030	53,279	88,309
Florida Trans System	Goshen	Ford E550 6.8L	GForce	19,500	29	\$34,085.00	\$54,195.00	\$88,280.00						54,195	34,085	49,765	83,850
Alliance Bus Group	Turtle Top	Freightliner S2C 6.7L D	Odyssey XL	26,000	37	\$66,044.00	\$70,943.00	\$136,987.00		4746				66,197	66,044	63,554	129,598
Getaway Bus	Glaval	Freightliner S2C 6.7L D	Legacy	26,000	30	\$59,934.00	\$58,712.00	\$118,646.00	3410			200		60,622	59,934	61,922	121,856
Freedom Bus Source	Turtle Top	Freightliner S2C 6.7L D	Odyssey XL	26,000	33	\$60,250.00	\$68,900.00	\$129,150.00						68,900	60,250	68,900	129,150
Getaway Bus	Glaval	Freightliner MB-65 6.7L D	Apollo	26,000	28	\$56,626.00	\$67,953.00	\$124,579.00	3410			1750		69,213	56,626	70,963	127,589
Creative Bus Sales	Champion	Freightliner M2 6.7L D	Defender	26,000	27	\$64,552.00	\$61,438.00	\$125,990.00	3900			1150		64,188	62,676	58,554	121,230
Getaway Bus	Glaval	Freightliner S2C 6.7L D	Legacy	19,500	28	\$54,280.00	\$57,642.00	\$111,922.00	3410			200		60,152	54,280	61,052	115,332
Alliance Bus Group	Turtle Top	Freightliner S2C 6.7L D	Odyssey XL	19,500	28	\$63,812.00	\$59,950.00	\$123,762.00		1098				58,852	63,812	58,852	122,664
Freedom Bus Source	Turtle Top	Freightliner S2C 6.7L D	Odyssey XL	19,500	28	\$57,975.00	\$64,410.00	\$122,385.00						64,410	57,975	64,770	122,745
Collins Bus	Collins	Ford 3.7L V6	T24	10,360	23	\$23,737.00	\$48,393.00	\$72,129.00					7780	40,612	22,329	38,012	60,341
Getaway Bus	Glaval	Ford 3.7L V6	Commute	10,360	21	\$19,485.00	\$40,385.00	\$59,870.00						40,385	19,485	43,795	63,280
Getaway Bus	Glaval	Ford F650 6.8L 6.7D	Concorde II	25,999	30	\$46,998.00	\$54,666.00	\$101,664.00	3410			560		57,516	45,835	58,076	103,911
Getaway Bus	Glaval	Freightliner MB-65 6.7L D	Apollo	32000	37	\$61,176.00	\$67,803.00	\$128,979.00	3410					71,213	63,176	70,963	134,139

Black = Dealer agrees with pricing / last negotiated  
 Underline = updated from last negotiated  
 Red = new offering / needs negotiated  
 BAFO Second Stage includes A/C, Base W/C lift, and Base Fire Suppression System



ABS = Alliance Bus Group

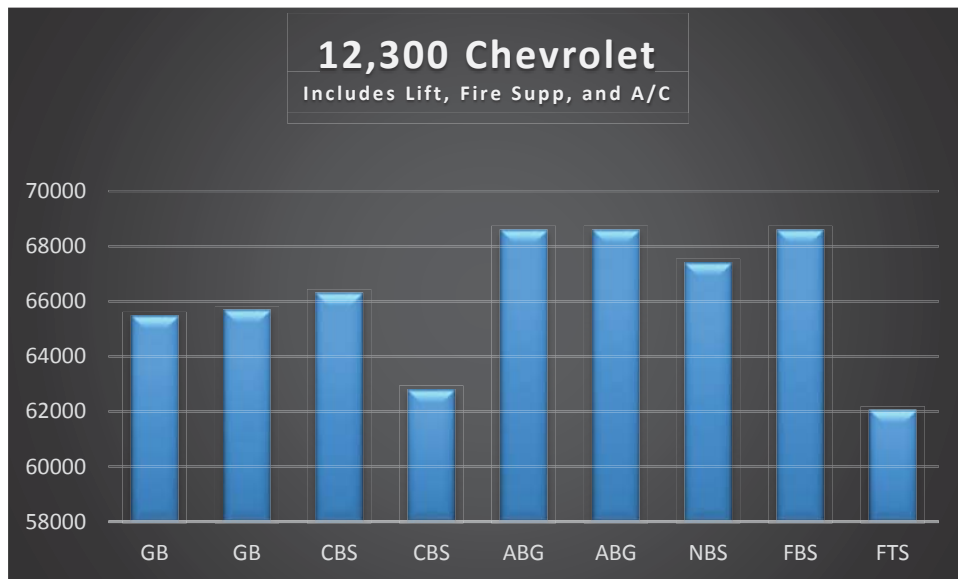
GB = Getaway Bus

CBS = Creative Bus Sales

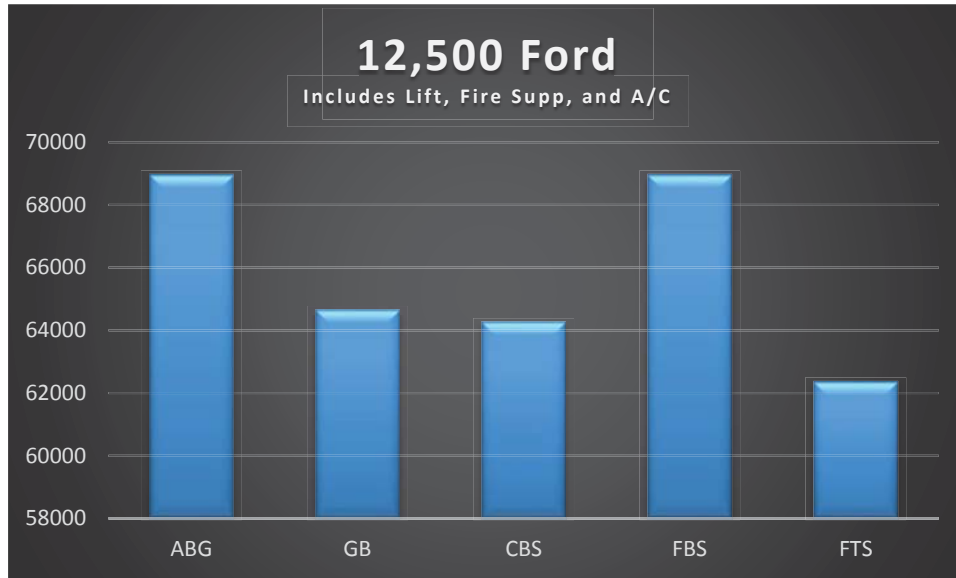
NBS = Nations Bus Sales

FBS = Freedom Bus Source

FTS = Florida Transportation Systems, Inc.







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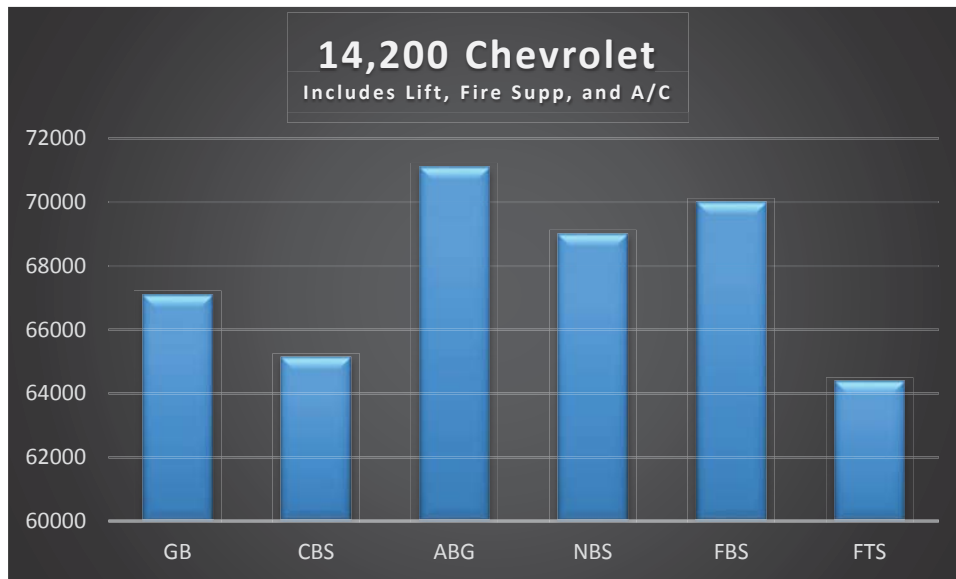
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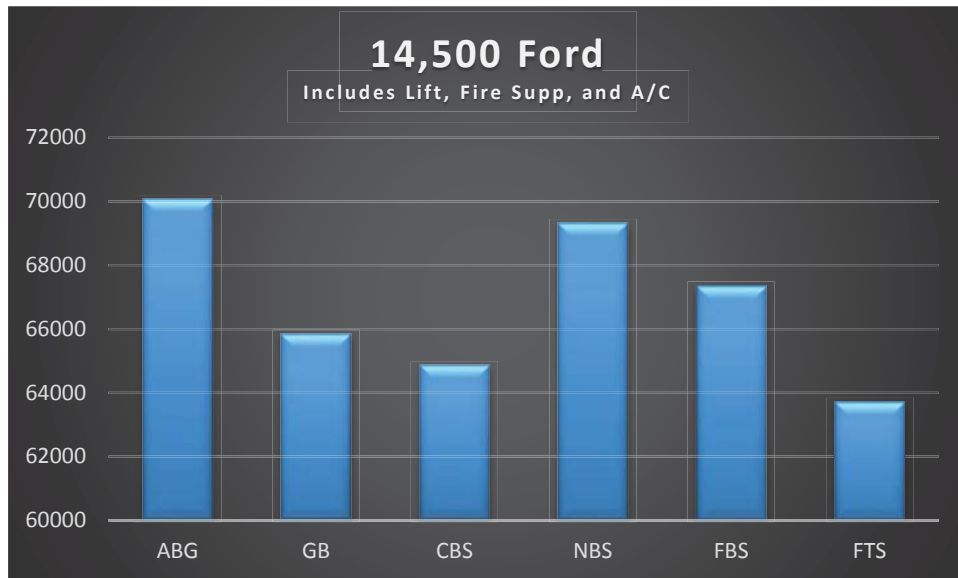
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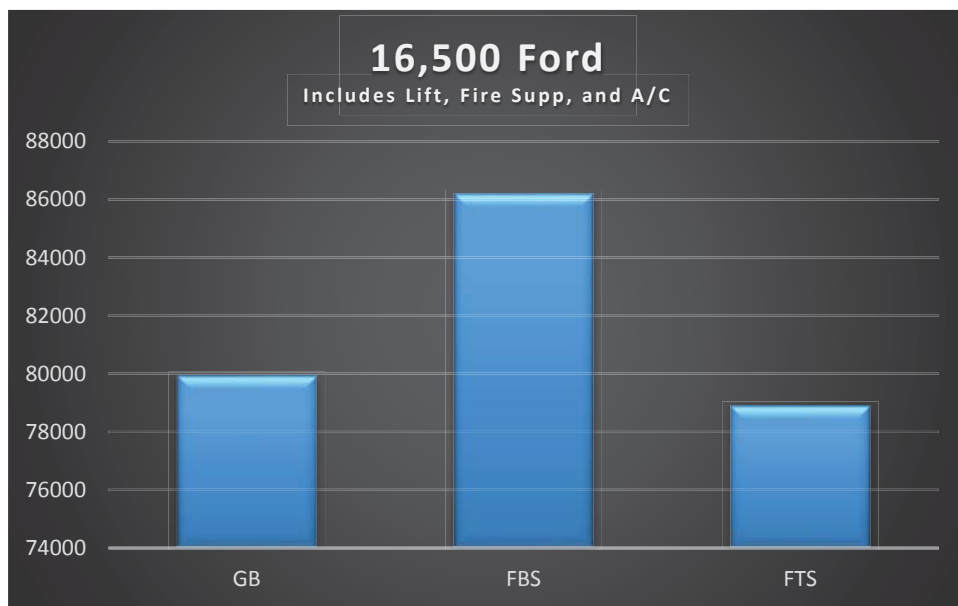
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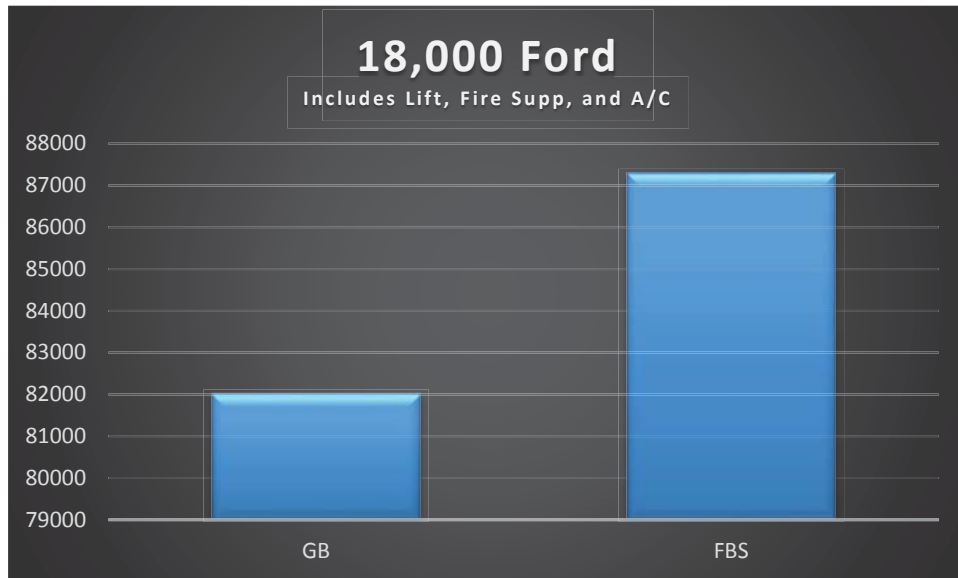
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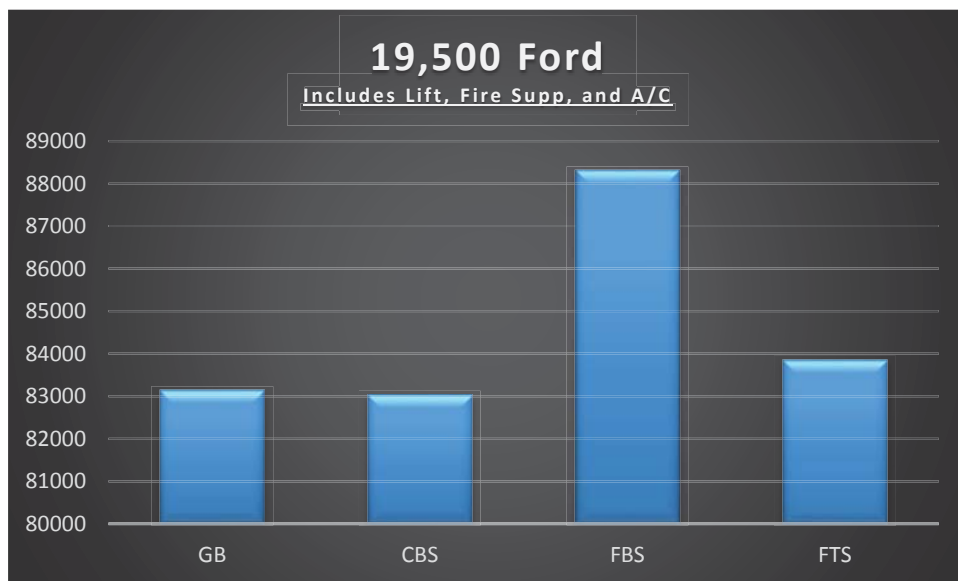
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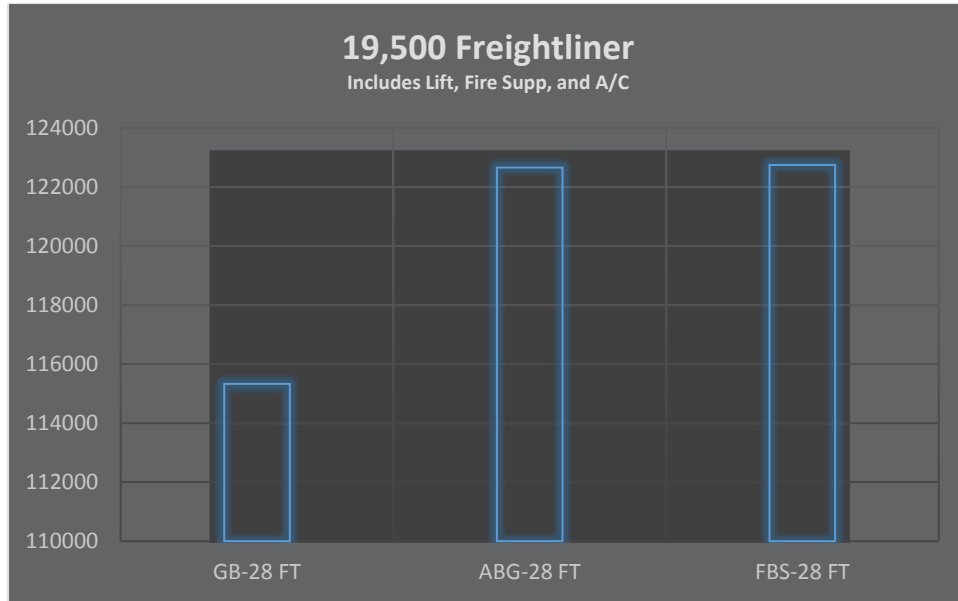
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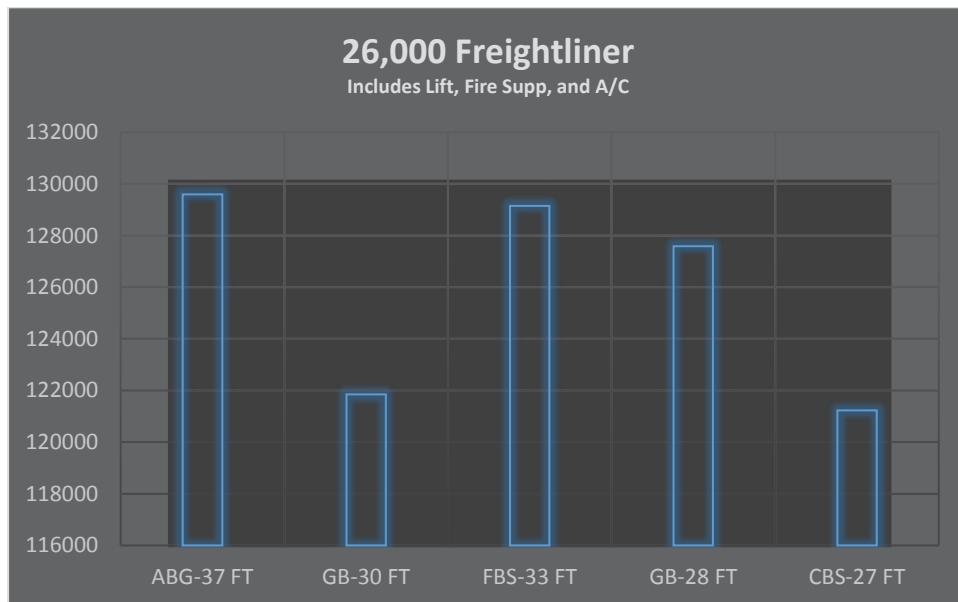
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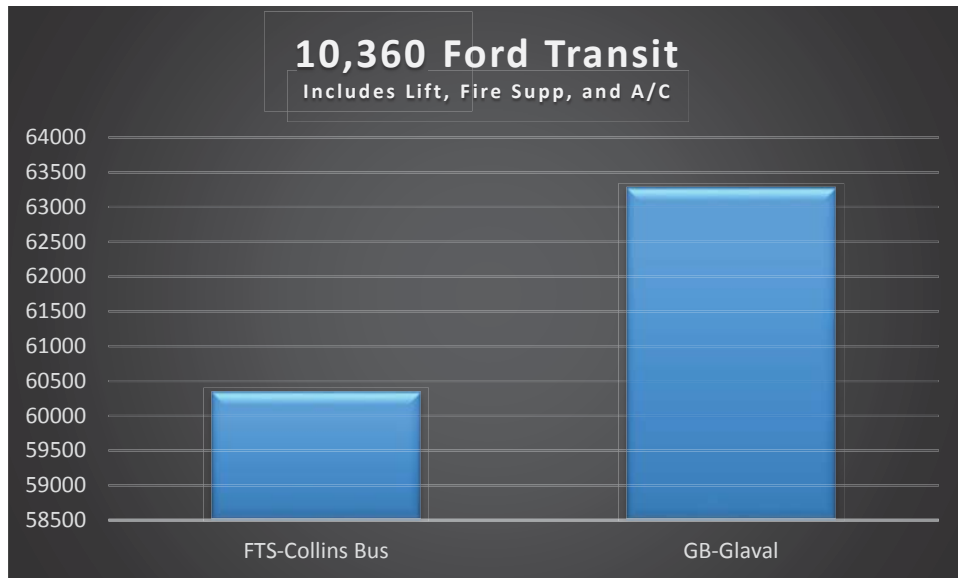
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