



School Bus Safety Program

Request for Expressions of Interest • January 2020

RFEI Number: PR0116-2005



NASSAU COUNTY • LONG ISLAND, NEW YORK



Dear Potential Respondent,

It is my pleasure to invite responses to this Request for Expressions of Interest (RFEI) regarding development of Nassau County's School Bus Safety Program.

In conjunction with New York State law, and Nassau County Local Law 19-2019, the County will offer the opportunity for school districts to participate in a new safety initiative, the School Bus Safety Program. This recent legislation permits Nassau County to work with school districts to increase bus stop safety through camera monitoring. Bus cameras can help identify irresponsible drivers and ticket vehicles which illegally pass a bus stopped to drop off and/or pick up children.

The legislation permits school districts to opt-in to this safety program at their discretion. The County recently requested all school districts to complete a survey in order to gauge interest in participating in this program.

Nassau County's objective is to increase roadway safety for all pedestrians in and around school buses. We commit to an active and robust public awareness campaign with a proactive rollout of the School Bus Safety Program before any violations are issued to vehicle owners.

This RFEI is to obtain from the vendor community the most up-to-date information on school bus photo violation monitoring programs and equipment. We look forward to your response.

Sincerely,

A handwritten signature in blue ink that reads "Laura".

Laura Curran
Nassau County Executive



INTRODUCTION

Nassau County seeks expressions of interest from respondents interested in partnering with the County to design and implement a school bus photo violation monitoring program. We particularly welcome vendors' input who have experience furnishing, installing, maintaining and operating school bus stop-arm cameras.

In August 2019, Governor Cuomo signed legislation authorizing Nassau County (the "County") to adopt a local law to establish a demonstration program imposing owner liability for failure of an operator to stop for a school bus displaying a red visual signal and stop-arm. The Nassau County Legislature passed a local law on September 23, 2019, Title 86 of the Miscellaneous Laws of Nassau County, establishing a demonstration program entitled the "School Bus Photo Violation Monitoring Program" (the "Program"). Under state and local legislation, the County is authorized to enter into agreements with school districts in Nassau County who opt in to participate in the Program.

To institute the Program, the County intends to solicit proposals from school bus photo violation monitoring system operators pursuant to an RFP process and award a contract for the installation, maintenance, operation and use of school bus camera systems, for the proper handling and custody of such recorded images, and for the forwarding of such images and data to the County. The Nassau County Traffic and Parking Violations Agency will issue and process the infraction notices, as well as administer collection of fines and penalties.

Nassau County is open to all ideas and approaches to instituting a School Bus Safety Program in interested County school districts. School districts are presently gathering and reviewing information to assist them in deciding whether to pass a resolution to opt in, or opt out, of the Program. This Program intends to increase student safety and improve driver behavior.



PURPOSE OF THIS REQUEST FOR EXPRESSIONS OF INTEREST (RFEI)

This RFEI is being issued to solicit comments and suggestions from vendors and other interested parties that may be interested in providing school bus photo violation monitoring program services. The County requests that respondents provide any input they believe would be helpful to the County in establishing a specification for the Program, identifying potential opportunities and pitfalls, suggesting data requirements that may be useful with respect to monitoring and reporting violations, and any other areas of concern. The ideas solicited through this RFEI are intended to assist the County in understanding best practices for the implementation of the Program. Responses may inform a future procurement process including an RFP.

HOW THE PROGRAM WILL WORK

Nassau County is seeking a turn-key operation, at no cost to the County, where the vendor has a proven service that can be readily implemented. The County intends to procure a vendor that will install and maintain the photo violation monitoring systems. Once the camera operator has been selected and has entered into a contract with the County, the County will enter into an inter-municipal agreement (IMA) with the districts that choose to opt in. School district participation is voluntary and any agreement to participate in a local government's program must be approved by a resolution of the participating school district. The County does not anticipate any costs to be expended by the school districts. The County will cover the total cost to the school district for the installation, maintenance, and use of school bus photo violation monitoring systems. Districts and the County are authorized to withdraw from or terminate their agreement, upon 20 days' notice to the other signatories.



INSTALLATION & OPERATION

The County would like detailed information on the camera specifications and number that would be installed on each bus.

- **Describe how the County, school district and bus operator are indemnified from damages to the equipment, and other possible scenarios**
 - Is the equipment firmware, software and/or hardware periodically updated?
 - If a district opts out of an existing program, how is the equipment returned to the vendor and who is responsible to repair the bus of any physical damage caused by originally having the camera affixed?
 - What is the time frame for damaged equipment to be replaced or repaired?
 - Is the equipment vandal/tamper-proof and weather-proof?

- **Describe any and all training associated with the use of school bus photo monitoring system.**
 - Please address training regarding use of hardware, user training of software for citation review and issuance, and training on user reports.
 - Do you provide formal training to County technicians? Is a certificate issued upon completion of the training to the County employee?

- **Describe the maintenance schedule for a typical school district bus camera.**
 - How does the vendor access the buses for maintenance and repairs?
 - Are the cameras able to be removed to store inside in a secure location?

- **Describe the technology used, how the camera system is activated and the license plate is recorded.**
 - What is the view range of the camera that photographs drivers who pass a stopped school bus?
 - How many lanes can be captured? What are the limitations? For example 2 approaching lanes from front and two approaching lanes from rear
 - How many vehicles can be captured at one time?



INSTALLATION & OPERATION

(CONTINUED)

- Is there a median/island limitation, such as if vehicles approaching from front of bus are more than 60 feet moving parallel from driver side of bus?
- Is the bus driver able to turn off the photo monitoring system?
 - What happens in the case of camera malfunction or the bus driver waves cars to pass when the stop-arm is extended and the red lights are flashing?
 - Share how your company and other districts handle these issues.
- **Describe how you would envision the installation of the cameras and role-out of the Program, giving different scenarios based on number of school districts participating in the Program and the number of buses.**

PUBLIC AWARENESS

Public outreach is an essential element in the successful implementation of the Program. A link on Nassau County's website has been established for the School Bus Safety Program and will be updated regularly as well as a dedicated email address, SchoolBusSafety@nassaucountyny.gov, to receive and respond to school districts inquires. The County intends to have a multimedia public awareness campaign, including public service announcements, across various social media platforms

- **Describe your company's strategy to inform the public that cameras are on school buses and the photo violation monitoring program is active.**



REVENUE & REPORTING

Outline the procedures for integrating with Nassau County Traffic and Parking Violations Agency for citation mailing and payment processing:

- Will lock boxes be provided? If so, will lockbox processing be included. If processed by a third party, is there additional cost?
- Who reviews images for accuracy prior to issuing a citation?
- How many levels of review are conducted by vendor? Are the reviews manual, technological (AI) or both?
- Is it understood that Nassau County employees will make final determination of issuance of violations?
- Does the software solution include back-office adjudication, hearing scheduling, and noticing?
- Describe typical upfront capital cost recapture and revenue structures between your company and the County for a school bus camera safety program.
- Detail the reports, and their frequency, that the County would receive listing the number of violations, collections, outstanding balances, etc.

KEY NASSAU COUNTY SCHOOL DISTRICT FACTS

Key Facts	
Total Number of Districts	56
Nassau Total Population	1.4 million
K-12 Enrollment	200,738
Private Bus Operators	6



SUBMISSION INSTRUCTIONS

Interested parties shall provide no more than ten (10) pages in response to include: (1) name of the respondent/company, (2) brief description of prior, related experience and (3) comments and suggestions regarding the proposed Program and its implementation, in narrative form.

Nassau County will accept questions through January 24, 2020. Questions can be directed to sharedservices@nassaucountyny.gov and the County will post responses as an addendum to this RFEI. Expressions of Interest should be submitted in writing to the Department of Shared Services, One West Street, Room 100, Mineola, NY 11501 no later than February 7, 2020 at 4:00pm.

GENERAL TERMS

The County reserves the right, prior to receipt of submissions, to cancel, alter, or amend this document or process.

The County will NOT be selecting a respondent or respondents as a result of this RFEI. The purpose of this RFEI is to determine the interest from the vendor community to provide these services to the County and to more fully inform the County about the types of school bus photo violation monitoring solutions that are available. This RFEI is not an offer to award a contract. No respondent shall have any rights against the County arising from its participation in this RFEI, including any rights against the County for the County's use of information in a response to this RFEI. All costs associated with responding to the RFEI are the sole responsibility of the Respondent.

The County makes no representations or warranties concerning the completeness or accuracy of the information contained herein.

OWNERSHIP OF INFORMATION

All materials submitted in response to this RFEI will become the property of the County.