



# METROPOLITAN AREA PLANNING COUNCIL

RFP # MAPC 2018 MOBILE  
PARKING PAYMENT SYSTEMS  
COST PROPOSAL  
DUE: NOVEMBER 13, 2017



PREPARED BY:  
IPS GROUP, INC.  
7737 KENAMAR COURT  
SAN DIEGO, CA 92121 U.S.A.  
[WWW.IPSGROUPINC.COM](http://WWW.IPSGROUPINC.COM)

CONTACT:  
CHAD P. RANDALL  
CHIEF OPERATING OFFICER  
IPS GROUP, INC.  
DIRECT: 858.404.0607  
FAX: 858.403.3352  
[CHAD.RANDALL@IPSGROUPINC.COM](mailto:CHAD.RANDALL@IPSGROUPINC.COM)



## Price Proposal Page

The undersigned proposes to provide products and services in accordance with the Request for Proposals (RFP) cited above. The Price Proposal attached to this page includes all products and services offered in Proposer's Technical Proposal per the terms and specifications stated in the RFP and incorporated into the Technical Proposal. The prices offered are guaranteed not to change except as permitted by the terms and conditions of the RFP and the signed contract. The prices offered account for all charges to be expected by Buyers. No other charges will be invoiced to Buyers under this Proposal and any resulting contract.

- The attached document recites all pricing in the manner required by the RFP.
- The electronic files required by the RFP are enclosed.

Authorized Agent of the Proposer:

Coe P. Bell

IPS Group, Inc.

Signature (blue ink please)

Name (as used for tax filing)

Chad Randall

23-3028164

Printed Name

SS# or Federal ID#

Chief Operating Officer

Title

11/9/2017

Date

## Proposal Signature Page

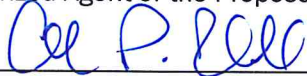
The accompanying Forms & Documentation are hereby submitted as a Proposal in response to the subject RFP.

<u>IPS Group, Inc.</u>	<u>Chad Randall</u>
Company Name	Contact Person
<u>7737 Kenamar Ct.</u>	<u>858.404.0607</u>
Street	Phone
<u>San Diego, CA 92121</u>	<u>858.403.3352</u>
City, State, Zip	Fax
<u>Chad.Randall@ipsgroupinc.com</u>	

Email

Proposer acknowledges receipt of the Request for Proposals (RFP) and Addendum No(s) 1 and 2, dated 10/12/17, 10/31/17, and submits the attached proposal for this Request for Proposals to the Metropolitan Area Planning Council (MAPC), on the authority of the undersigned and as dated below who by signing confirms and pledges to abide by and be held to the requirements of this RFP and its resulting contract, to perform any tasks and deliver any documents required, and to execute a Contract with the MAPC.

Authorized Agent of the Proposer:



Signature (blue ink please)

Chad Randall

Printed Name

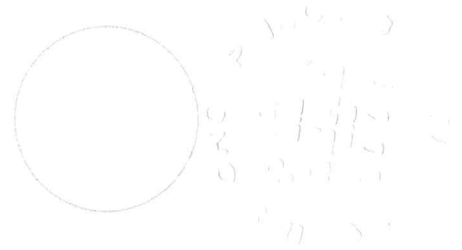
Chief Operating Officer

Title

11/9/2017

Date

(If a corporation, attach certificate of vote or  
apply corporate seal here)



ID	A. PRODUCT INFORMATION	Product Type	Catalog Reference Number (if applicable)	Standard Warranty Coverage	Standard Warranty Length
A.1	List any optional hardware add-ons:	N/A			
	B. INSTALLATION COSTS	Standard Price per Quantity Specified	Proposed Price per Quantity Specified for MAPC 2018 Mobile Parking Payment Systems	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
B.1	Training of local staff, if not included with equipment purchase	Included	Included		
		IPS shall provide the City with instructions on how to setup / install decals in support of the PARK SMARTER™ mobile payment application. However, IPS will send staff to provide installation and setup services. The costs for these services will be based on the costs of travel, rental car, hotel, and per diem expenses and will be added to the setup invoice at the completion of the service.			
B.2	On-site assistance with software set-up		See Standard Price		
B.3	List prices for additional training options:	Included	Included		
B.4	Sticker/signs/decals	\$1.50 per decal	\$1.50 per decal	\$0	0%
	C. OPERATIONAL COSTS	Standard Price per Meter per Month	Proposed Price per Meter per Month for MAPC 2018 Mobile Parking Payment Systems	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
C.1	Wireless communication	N/A			
C.2	Software license	N/A when purchasing IPS meters			
C.3	Reading, downloading, retrieving and storage of unit data, and as backup to data download and/or retrieval via wireless two way communication	N/A when purchasing IPS meters	Included per above		
C.4	Local vendor technical support and troubleshooting, in accordance with specifications contained in the RFP	N/A when purchasing IPS meters			
C.5	Any other required monthly/periodic operational fees	N/A when purchasing IPS meters			
C.6	Additional warranty coverage (if applicable)	N/A when purchasing IPS meters	N/A	N/A	N/A
C.7	Optional maintenance services	N/A when purchasing IPS meters			
C.8	Cloud hosting (by vendor or third party) Optional	N/A when purchasing IPS meters			
C.9	List any optional software add-ons:	N/A when purchasing IPS meters	N/A	N/A	N/A
	D. TRANSACTION FEES	Standard Price per Credit Card Transaction	Proposed Price per Credit Card Transaction for MAPC 2018 Mobile Parking Payment Systems	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
D.1	Credit card processing, processor markup (per transaction) Please include pricing for all possible fee structures, such as fixed fee, percentage, or a combination.	\$0.08	\$0.06	\$0.02	-25%
D.2	Debit card processing, processor markup (per transaction) Please include pricing for all possible fee structures, such as fixed fee, percentage, or a combination.	\$0.08	\$0.06	\$0.02	-25%
D.3	Automated Clearing House (ACH) processing (fixed fee, per transaction)	Included	Included		
D.4	Gateway fees (fixed fee, per transaction)	\$0.13	\$0.13	\$0	0%
D.5	Convenience fees	\$0 - no convenience fees	\$0 - no convenience fees	\$0	0%
D.6	List any and all additional fees that would be imposed as part of credit card processing. Those fees not included in the RFP cannot later be imposed under contract.				