



Pricing

Section 2 – Pricing

In this section Proposer must provide the following:

- Proposer shall submit a Price Proposal for one or more Product Types listed in Part 4 of the RFP that meet or exceed the Standards in Part 4 and Part 13 of this RFP. Proposers do not need to submit proposals for all Product Types to be considered in this RFP. ▪ Proposed Pricing must only appear as part of the Price Proposal. Inclusion of proposed pricing in the Technical Proposal will result in disqualification.
- Catalogs and price lists should contain product illustration and descriptions, item reference numbers, unit prices and quantity price variations (as normally applied).
- Price Proposals should be submitted in a format that is clear, logical and easily interpreted.
- A spreadsheet bearing the title “Price Proposal in Response to RFP# MAPC 2018 - Parking Meters” that sets out the pricing proposed by the Proposer for all products offered in the general required categories of parking meters, installation & service support, and software solutions; if applicable, Proposers should also include pricing for the optional categories of parking violation and enforcement systems, vehicle proximity sensors, and gateway and credit card merchant processing services.³ Proposers must use the pricing matrix spreadsheet provided in Part 13 of the RFP. An electronic, editable version is provided for Proposers to fill in with this information.

Spreadsheet layout should clearly display the following information:

- Catalog reference number (or equivalent) for each of the solicited products
 - Product description
 - Catalog or list unit price for each product (including quantity discount pricing)
 - Proposed “MAPC 2018 Parking Meters” pricing for each product
 - The dollars and cents difference between catalog pricing and proposed pricing
 - The percent difference between catalog pricing and proposed pricing ▪ Per-unit costs for:
 - Shipping ○ Installation ○ Initial training and ongoing periodic training ○ Maintenance and support ○ Recommended spare parts
 - Warranty coverage and length
 - Pricing for maintenance and support services
 - All prices quoted must be exclusive of Massachusetts sales tax, use tax and federal excise tax.
- ☐
- Vendors may update contract catalogs no more frequently than one time per year and no sooner than the first day of the next extended contract period.
 - Document potential Return on Investment by comparing price of parking payment system with increased revenues or decreased costs associated with implementing Proposer’s system (compared to standard coin-only parking meters). Use actual data from other systems if applicable.

Parkeon Price Proposal - MAPC 2018

ID	A. PRODUCT INFORMATION	Product Type	Catalog Reference Number (If applicable)	Standard Warranty Coverage	Standard Warranty Length
A.1	Parkeon Strada Pay Station (see pricing in B.8.1 through B.9.6 and Installation in Part C)	Multi-Space Parking Meter	N/A	1 Year Hardware Warranty	1 Year
A.2	Parkeon Strada Pay Station Upgrade Kit (see pricing in B.10.1 through B.10.3 and Installation in Part C)	Multi-Space Parking Meter Upgrade	N/A	1 Year Hardware Warranty	1 Year
A.3	Parkeon Big Data Suite (Smartfolio and Analytics) (see pricing in Part D)	Back-Office Parking Management Suite	N/A	N/A	N/A
A.4					
	B. HARDWARE PRICES	Standard Price per Unit	Proposed Price per Unit for MAPC 2018 Parking Meters	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
B.1	Single-Space Parking Meters, solar powered with wireless communications	N/A	N/A	N/A	N/A
B.2	Single-Space Parking Meters, hardwired power and communications	N/A	N/A	N/A	N/A
B.3	Double-Space Parking Meters (single head), solar powered with wireless communications	N/A	N/A	N/A	N/A
B.4	Double-Space Parking Meters (single head), hardwired power and communications	N/A	N/A	N/A	N/A
B.5	Parking Meter Post	N/A	N/A	N/A	N/A
B.6	Parking Meter Housing	N/A	N/A	N/A	N/A
B.7	Yoke to mount two single space meters on a single post	N/A	N/A	N/A	N/A
B.8	Multi-Space Parking Meter, solar powered with wireless communications	See below for all configurations	See below for all configurations	See below for all configurations	See below for all configurations
	B.8.1 Multi-Space Parking Meter, solar powered with wireless communications - cashless/credit card acceptance only - 4" x 2.75" monochrome display screen	\$8,575	\$5,449	\$3,126	44.6%
	B.8.2 Multi-Space Parking Meter, solar powered with wireless communications - cashless/credit card acceptance only - 7" full color display screen	\$9,487	\$6,098	\$3,389	43.5%
	B.8.3 Multi-Space Parking Meter, solar powered with wireless communications - coin and credit card acceptance - 4" x 2.75" monochrome display screen	\$10,006	\$5,698	\$4,308	54.9%
	B.8.4 Multi-Space Parking Meter, solar powered with wireless communications - coin and credit card acceptance - 7" full color display screen	\$11,600	\$6,649	\$4,951	54.3%
	B.8.5 Multi-Space Parking Meter, solar powered with wireless communications - coin, bill and credit card acceptance - 4" x 2.75" monochrome display screen	\$13,116	\$7,598	\$5,518	53.3%
	B.8.6 Multi-Space Parking Meter, solar powered with wireless communications - coin, bill and credit card acceptance - 7" full color display screen	\$14,716	\$8,298	\$6,418	55.8%
B.9	Multi-Space Parking Meter, hardwired power and communications	See below for all configurations	See below for all configurations	See below for all configurations	See below for all configurations
	B.9.1 Multi-Space Parking Meter, hardwired power and communications - cashless/credit card acceptance only - 4" x 2.75" monochrome display screen	\$8,575	\$5,449	\$3,126	44.6%
	B.9.2 Multi-Space Parking Meter, hardwired power and communications - cashless/credit card acceptance only - 7" full color display screen	\$9,487	\$6,098	\$3,389	43.5%
	B.9.3 Multi-Space Parking Meter, hardwired power and communications - coin and credit card acceptance - 4" x 2.75" monochrome display screen	\$10,006	\$5,698	\$4,308	54.9%
	B.9.4 Multi-Space Parking Meter, hardwired power and communications - coin and credit card acceptance - 7" full color display screen	\$11,600	\$6,649	\$4,951	54.3%
	B.9.5 Multi-Space Parking Meter, hardwired power and communications - coin, bill and credit card acceptance - 4" x 2.75" monochrome display screen	\$13,116	\$7,598	\$5,518	53.3%
	B.9.6 Multi-Space Parking Meter, hardwired power and communications - coin, bill and credit card acceptance - 7" full color display screen	\$14,716	\$8,298	\$6,418	55.8%
B.10	Multi-Space Parking Meters, replacing equipment within existing multispace meter housing	See below for all configurations	See below for all configurations	See below for all configurations	See below for all configurations
	B.10.1 Multi-Space Parking Meters, replacing equipment within existing multispace meter housing - color screen upgrade for Strada Rapide housing	\$1,850	\$1,750	\$100	5.60%
	B.10.2 Multi-Space Parking Meters, replacing equipment within existing multispace meter housing - color screen upgrade plus door for Strada Rapide housing	\$2,050	\$1,900	\$150	7.60%
	B.10.3 Multi-Space Parking Meters, replacing equipment within existing multispace meter housing - color screen upgrade plus door for Strada BNA Evol 1 housing	\$2,500	\$2,050	\$450	19.80%
B.11	Vehicle sensors	N/A	N/A	N/A	N/A
B.12	Hand held enforcement devices	N/A	N/A	N/A	N/A
B.13	List any optional hardware add-ons:				
	B.13.1 Contactless antenna for Multi-Space Parking Meter	\$528	\$528	\$0	0%
	C. INSTALLATION COSTS	Standard Price per Quantity Specified	Proposed Price per Quantity Specified for MAPC 2018 Parking Meters	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
C.1	Shipping costs per multispace meter	included in hardware price	included in hardware price	N/A	N/A
C.2	Shipping costs per single space meter	N/A	N/A	N/A	N/A
C.3	Shipping costs per single meter post	N/A	N/A	N/A	N/A
C.4	Shipping costs per single meter housing	N/A	N/A	N/A	N/A
C.5	Cost per multispace meter for normal installation on asphalt or concrete	\$300	\$300	\$0	0%
C.6	Cost per single space meter for normal installation on asphalt or concrete (complete, including post and housing)	N/A	N/A	N/A	N/A
C.7	Cost per multispace meter for installation on brick or other surfaces (Note: concrete must be under brick or other surface, otherwise concrete pad must be poured at an additional cost)	\$300	\$300	\$0	0%
C.8	Cost per single space meter for installation on brick or other surfaces (complete, including post and housing)	N/A	N/A	N/A	N/A
C.9	Cost per single space meter for retrofit installation onto existing post and housing	N/A	N/A	N/A	N/A
C.10	Additional installation cost per meter for hardwired electrical	\$0	\$0	\$0	0%
C.11	Additional installation cost per meter for hardwired communications	\$0	\$0	\$0	0%
C.12	Cost per vehicle sensor for installation on meter pole	N/A	N/A	N/A	N/A
C.13	Cost per vehicle sensor for installation on curb	N/A	N/A	N/A	N/A
C.14	Cost per vehicle sensor for inground installation	N/A	N/A	N/A	N/A
C.15	Training of local staff, if not included with equipment purchase	Included with equipment purchase	Included with equipment purchase	N/A	N/A
C.16	List prices for additional training options:	N/A	N/A	N/A	N/A

D. OPERATIONAL COSTS		Standard Price per Meter per Month	Proposed Price per Meter per Month for MAPC 2018 Parking Meters	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
D.1	Wireless communication	Included in software license	Included in software license	N/A	N/A
D.2	Software license	See below for all configurations	See below for all configurations	See below for all configurations	See below for all configurations
	D.2.1 Software license for Pay & Display meters	\$47.50	\$45	\$2.50	5.4%
	D.2.2 Software license for Pay by Space or Pay by Plate meters	\$59	\$57	\$2.00	3.4%
D.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	N/A	N/A	N/A
D.4	Local vendor technical support and troubleshooting, in accordance with specifications contained in the RFP (Note: does not include on-site service)	\$0	\$0	\$0	0%
D.5	Additional warranty coverage	\$53	\$36	\$17	39.2%
D.6	Optional maintenance services	Quoted based on scope of work	Quoted based on scope of work	Quoted based on scope of work	Quoted based on scope of work
D.7	Optional collection services	Quoted based on scope of work	Quoted based on scope of work	Quoted based on scope of work	Quoted based on scope of work
D.8	List any optional software add-ons:				
	D.8.1 Validation Codes	\$12	\$7	\$5	52.6%
	D.8.2 City News	\$5	\$3	\$2	50.0%
	D.8.3 Text Reminder Feature	\$7	\$5	\$2	33.3%
	D.8.3 Citation Payment at the Meter	\$7	\$5	\$2	33.3%
	D.8.4 Whoosh mobile parking payment application	no charge to agency; end user fee of \$0.35/transaction	no charge to agency; end user fee of \$0.20/transaction	N/A	N/A
E. TRANSACTION FEES		Standard Price per Credit Card Transaction	Proposed Price per Credit Card Transaction for MAPC 2018 Parking Meters	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
E.1	Credit card processing, processor markup (per transaction) Please include pricing for all possible fee structures, such as fixed fee, percentage, or a combination.	N/A	N/A	N/A	N/A
E.2	Debit card processing, processor markup (per transaction) Please include pricing for all possible fee structures, such as fixed fee, percentage, or a combination.	N/A	N/A	N/A	N/A
E.3	Automated Clearing House (ACH) processing (fixed fee, per transaction)	N/A	N/A	N/A	N/A
E.4	Gateway fees (fixed fee, per transaction)	N/A	N/A	N/A	N/A
E.5	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.	N/A	N/A	N/A	N/A
F. SUPPLIES AND MAINTENANCE AND REPAIR MATERIALS		Standard Price per Meter	Proposed Price per Meter for MAPC 2018 Parking Meters	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
F.1	Provide itemized list of all tools, spare parts, and consumables such as batteries or paper rolls, by quantity expected to be needed for the duration of a one-year contract				
Reference	Description	Standard Price per Meter	Proposed Price per Meter for MAPC 2018 Parking Meters	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
ELP1000009195	Main Board - NEOPS	\$1,877	\$1,502	\$375	22%
ELP1000013194	Monochrome Display Screen	\$619	\$495	\$124	22%
400770311	4A Slow Blow Fuse (Pack of 10)	\$11	\$9	\$2	22%
ELM1000008737	Thermal Printer	\$1,081	\$865	\$216	22%
126094	Programmed Coin Selector (.05, .10, .25, 1.00)	\$948	\$758	\$190	22%
ELM1000001431	NEOPS Datapack	\$125	\$100	\$25	22%
404304570	EPSUM M900 Card Reader (no magnetic strip kit)	\$1,376	\$1,101	\$275	22%
404304511	EPSUM M900 Magnetic Strip Kit	\$278	\$222	\$56	22%
CAR1000020193	4G Modem	\$1,507	\$1,206	\$301	22%
CAT1000026697	4G Modem Antenna	\$74	\$59	\$15	22%
404001714	Relay board	\$83	\$66	\$17	22%
125277	Escrow	\$256	\$205	\$51	22%
143430	Equipped Rack	\$846	\$677	\$169	22%
PHM_SDA_xxxxxxx	Upper Door Lock (ball type) without key	\$161	\$129	\$32	22%
SVT CAS 18	Upper Door Key	\$60	\$48	\$12	22%
MEC1000012432	Lower Door Lock Square for trap door	\$49	\$39	\$10	22%
135078	Square Key	\$29	\$23	\$6	22%
148117	Reinforced Display Glass and Gasket	\$47	\$38	\$9	22%
148107	Tariff Glass and Gasket	\$34	\$27	\$7	22%
MEC1000006542	Ticket Bowl with Antistatic Brush & e-lock interface	\$187	\$150	\$37	22%
120341	Ticket Bowl Flap	\$24	\$19	\$5	22%
135410	Coin Bowl	\$66	\$53	\$13	22%
135493	Coin Bowl Flap	\$25	\$20	\$5	22%
ELM1000010471	Electronic Lock Kit	\$1,233	\$986	\$247	22%
Reference	Solar Units Only	Standard Price per Meter	Proposed Price per Meter for MAPC 2018 Parking Meters	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
404002394	Solar Charger Board	\$139	\$111	\$28	22%
CAR1000018359	Three-channel charger board for extended solar power	\$139	\$111	\$28	22%
ELM1000017902	Integrated Solar Module - 16.5 Watts	\$1,113	\$890	\$223	22%
404402613	Cable for Solar Power Supply	\$49	\$39	\$10	22%
Reference	Color Screen Units Only	Standard Price per Meter	Proposed Price per Meter for MAPC 2018 Parking Meters	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
MEC1000018070	Upper front fitted with enhanced keyboard (for 7" display)	\$530	\$424	\$106	22%
MEC1000019038	7" screen module guard glass	\$97	\$78	\$19	22%
ELM1000019284	7" color screen module	\$1,032	\$826	\$206	22%
ELP1000017093	Interface Board (Connector Board)	\$137	\$110	\$27	22%
Reference	Bill Acceptor Units Only	Standard Price per Meter	Proposed Price per Meter for MAPC 2018 Parking Meters	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
144121	Banknote Acceptor (BNA)	\$1,700	\$1,360	\$340	22%
Reference	Consumables	Standard Price per Meter	Proposed Price per Meter for MAPC 2018 Parking Meters	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
TICKETS/BLNK/SN_GL	Standard ticket roll (Qty 100 or more)	\$36	\$29	\$7	22%
	Coin Canister Rapide Model (each meter comes with one coin canister)	\$265	\$192	\$73	32%
	Coin Canister BNA Model (each meter comes with one coin canister)	\$395	\$286	\$109	32%
	Bill Stacker (each meter comes with one bill stacker)	\$330	\$239	\$91	32%
400600403	12V 27AH Rechargeable Battery	\$190	\$152	\$38	22%
CAT1000018180	12V 42AH Rechargeable Battery	\$297	\$238	\$59	22%
CAT100003452	Kleeneo preventative maintenance cleaning kit	\$66	\$53	\$13	22%