

## PROPOSAL PRESENTATION (ORAL) EVALUATION

PROJECT: Fixed Route Scheduling Software

RFP/RFQ# RTSX-160004-DS

EVALUATOR #: I

DATE: 12/2/2015

FIRM NAME: Trapeze

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project management/engineering approach	10	5	
o Training plan and documentation	10	5	
o Maintenance/warranty coverage	10	9	
o Product support process, escalations procedures, etc.	5	5	
TOTAL	35	24	

Signature: Matthew Wade

## PROPOSAL PRESENTATION (ORAL) EVALUATION

PROJECT: Fixed Route Scheduling Software

RFP/RFQ# RTSX-160004-DS

EVALUATOR #: 7

DATE: 12/21/2015

FIRM NAME: Trapeze

PRESENTATION (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Demonstration of proposer's system and what RTS can do with it out of the box	15	13	Clear demonstration
o Functional and architectural overview of products	15	15	
o Description of technology solution	15	13	Overview of technical components
o Description of support model (what's included and what's not)	10	10	Detailed description of support model
o Typical implementation and installation steps to be taken and expected time frames and any implications for RTS	10	8	
TOTAL	65	59	

Signature: *Matt M...*

*Fixed Route Scheduling Software*  
RFP #RTSX-160004-DS

**Oral Presentations**

Date: December 1-2, 2015  
Location: Basement Room 16, City Hall  
200 E University Avenue, Gainesville, FL

Proposer: Trapeze

1. What is the most important product upgrade you will make in the next year that RTS will be eligible to receive?

- Changing route definition process to have more robust functionality
- improve algorithms

2. What is the biggest complaint that existing clients have about your solution's current functionality?

- GIS + mapping

3. How will you maximize the solution's effectiveness for RTS recognizing our limited budget?

- Tool is very scalable & flexible
- Can essentially meet all needs out of the box

4. Why are you a better fit for RTS than any other vendor?

- Biggest entity in the field
- Solution is easier to use than the
- Upgrade process is clean

## PROPOSAL PRESENTATION (ORAL) EVALUATION

PROJECT: Fixed Route Scheduling Software

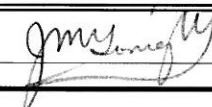
RFP/RFQ# RTSX-160004-DS

EVALUATOR #: 2

DATE: 12/2/15

FIRM NAME: TRAPEZE

PRESENTATION (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Demonstration of proposer's system and what RTS can do with it out of the box	15	10	
o Functional and architectural overview of products	15	10	
o Description of technology solution	15	10	
o Description of support model (what's included and what's not)	10	8	
o Typical implementation and installation steps to be taken and expected time frames and any implications for RTS	10	7	
TOTAL	65	45	

Signature: 

## PROPOSAL PRESENTATION (ORAL) EVALUATION

PROJECT: Fixed Route Scheduling Software

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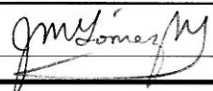
EVALUATOR #: 2

DATE: 12/2/15

FIRM NAME: TRAPEZE

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project management/engineering approach	10	7	
o Training plan and documentation	10	8	
o Maintenance/warranty coverage	10	8	
o Product support process, escalations procedures, etc.	5	5	
TOTAL	35	28	

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Signature: 

## PROPOSAL PRESENTATION (ORAL) EVALUATION

PROJECT: Fixed Route Scheduling Software

RFP/RFQ# RTSX-160004-DS

EVALUATOR #: 3

DATE: 12/2/15

FIRM NAME: Trapeze

PRESENTATION (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Demonstration of proposer's system and what RTS can do with it out of the box	15	7	Functionality was confusing and seemed extremely unintuitive.
o Functional and architectural overview of products	15	8	
o Description of technology solution	15	10	
o Description of support model (what's included and what's not)	10	9	
o Typical implementation and installation steps to be taken and expected time frames and any implications for RTS	10	8	
TOTAL	65	42	

Signature: *Joseph Ruschitto*

## PROPOSAL PRESENTATION (ORAL) EVALUATION

PROJECT: Fixed Route Scheduling Software

RFP/RFQ# RTSX-160004-DS

EVALUATOR #: 3

DATE: 12/2/15

FIRM NAME: Trapce

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project management/engineering approach	10	6	<u>Huge</u> time commitments on RTS start.
o Training plan and documentation	10	<del>8</del> 7	Little talk of initial training, but monthly web training was a big +.
o Maintenance/warranty coverage	10	9	corrected major deficiency.
o Product support process, escalations procedures, etc.	5	4	
TOTAL	35	26	

Signature: *Joseph Lucette*



Fixed Route Scheduling Software  
RFP #RTSX-160004-DS

**Oral Presentations**

Date: December 1-2, 2015  
Location: Basement Room 16, City Hall  
200 E University Avenue, Gainesville, FL

Proposer: Trapeze

1. What is the most important product upgrade you will make in the next year that RTS will be eligible to receive?

Complete update to route definitions.  
- GIS updates  
- still GIS within trapeze, but not on top of ESRI  
Recent: Block manipulation during runcutting.

2. What is the biggest complaint that existing clients have about your solution's current functionality?

GIS.  
(lack of integration w/ other software.)

3. How will you maximize the solution's effectiveness for RTS recognizing our limited budget?

Scalability.

(large to small agencies)

FLEX routes already built in.

Standardized schedule data formats.

4. Why are you a better fit for RTS than any other vendor?

Biggest player in business.

Lots of use in Florida.

Big community that encourages discussion.

Upgrade policy is cleaner. (includes all annual updates)

Customizations from GTRO are problematic?

Route definitions in line with (?) trb30 (?).

(Usually refer to term 135?)