

A. Bosch & Son, Inc.
 Adelwerth Bus Corp.
 Arthur F. Mulligan, Inc.
 Baumann & Sons Buses, Inc.
 Birnie Bus Service, Inc.
 Brown Transportation, Inc.
 Chappaqua Transportation, Inc.
 Ethan Allen Ent., Inc.
 First Student, Inc.
 Fisher Bus Service
 Freeman Bus Corporation
 G & G Bus Service, Inc.
 GJM Transportation, Inc.
 Gallagher Bus Service Corp.
 George M. Carroll, Inc.
 Godefroy Car Co., Inc.
 Haverstraw Transit, Inc.
 Hermon E. Swezey Co., Inc.
 Huntington Coach Corp.
 Independent Coach Corp.
 James C. Hoyt, Inc.
 L & L Transportation
 Laidlaw Transit, Inc.
 Leland F. Harris, Inc.
 Lezette Express, Inc.
 Mid-City Transit Corp.
 Niagara Falls Coach Lines, Inc.
 Orange County Limousine Service, Inc.
 Peter Brega, Inc.
 Pierce Coach Lines, Inc.
 Pioneer Transportation Corp.
 Ransomville Bus Lines, Inc.
 Ridge Road Express, Inc.
 Rolling V Bus Corp.
 Royal Coach Lines, Inc.
 STS Services, Inc.
 Scholastic Bus Corp.
 Star & Strand Transportation, Inc.
 Staten Island Bus Co., Inc.
 Stock Transportation
 Student Bus Co.
 Suffolk Transportation Service, Inc.
 Supertrans NY, Inc.
 The Trans Group, L.L.C.
 United Bus Corp.
 Vallo Transportation, Ltd.
 Veterans Transportation Co., Inc.
 We Transport, Inc.
 West Point Tours, Inc.
 White Plains Bus Company, Inc.
 Willow Bus Service
 Wykagyl Bus Service, Inc.

O
P
E
R
A
T
O
R
S

please feel free to contact us
 with any suggestions, thoughts
 or concerns for our industry.




NYSBCA
 NEW YORK SCHOOL BUS
 CONTRACTORS ASSOCIATION

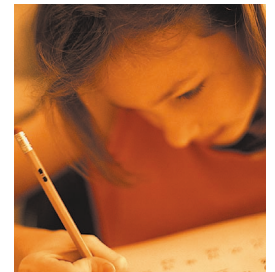
P.O. Box 755
 Latham, New York 12110
 (518) 220-9905

visit us online @ www.nysbca.com

school bus contracting through the

RFP

Request For Proposal



*how the RFP process works to
 ensure quality and efficiency
 for the school district and
 safe transportation
 for our children*


NYSBCA
 NEW YORK SCHOOL BUS
 CONTRACTORS ASSOCIATION

RFP

Request For Proposal

NYS agencies have been using the RFP for decades. The general municipal bidding law allows for a qualitative bid process (RFP) whenever special services are involved. Historic transportation examples include Public Transit services, Ambulance services and Towing services.

The RFP can help a school district meet the fiduciary responsibility of protecting the children of the community while delivering cost efficient services. The RFP empowers your school district to make an intelligent decision about who will transport your children. All cost and safety factors are explained and evaluated to produce a result that best serves the district and the entire community.



What is an RFP?

RFP stands for Request For Proposal and serves as a legal alternative to the low bid method for school bus contracting. Through the RFP, prospective bus companies submit a proposal outlining how they plan to serve your district and how they plan on pricing their services to meet your needs.

How is an RFP Awarded?

Proposals are graded with consideration given to quality, experience and safety as well as pricing. Typically an RFP committee is established to evaluate the proposals. In many cases, site visits to prospective companies are included. A district may ask questions throughout the process. Pricing may be negotiated to suit the needs of the district. The district controls the entire process to ensure that services are delivered as they are proposed and that pricing matches these services.

What does the RFP committee evaluate in addition to pricing?

The committee will look at the following:

- Bus company's safety record.
- Condition and location of their facilities.
- Experience of their management team.
- Hiring practices.
- Maintenance programs, including NYS records.
- Technical plan of the proposal to insure that it meets the needs of the district.
- Financial stability of the Company.



When did NYS begin using the RFP for bus contracting?

The Governor of the State signed the first school bus RFP legislation back in 1996. This law was approved again by the full legislature and renewed by the Governor in 2001. Over 100 school bus RFP's have been conducted in NYS with great success since its inception.

What are the legal consequences of selecting the best proposal?

Unlike the low bid, where you may be bound by law to choose a company that does not meet your qualifications, the RFP allows a school district to select a winner, instead of disqualifying a loser. As long as you follow the format of the RFP objectively, the State courts have supported the RFP process, without exception, for many years.

Where can I get more information?

You may log onto NYSBCA.COM for more information and a list of NYS school districts that have successfully completed a transportation RFP. You may also log onto NYSED.GOV for questions and answers concerning school bus contracting.

