

**Division of Financial Management  
 Department of Procurement  
 MONTGOMERY COUNTY PUBLIC SCHOOLS  
 45 W. Gude Drive, Suite 3100  
 Rockville, Maryland 20850**

April 15, 2026

**QUESTIONS AND ANSWERS**

**The following are questions and responses regarding  
 RFP No 8120.1 School Bus Stop-Arm Camera Safety Program**

Question 1	How many buses in your fleet transport students in the Summer?
Answer 1	<i>Approximately ½ the bus fleet is utilized during the summer, or close to 700 buses.</i>
Question 2	How many bus stops does Montgomery have on the designated routes?
Answer 2	<i>1,204 buses are currently assigned to routes. The Fleet consists of over 1,500 buses in total. MCPS has over 12,000 bus stops across the district.</i>
Question 3	Does Montgomery County own 100% of your fleet or are some the buses leased? If so, please provide the number of buses in total and the company you lease them from and from whom
Answer 3	<i>No. All diesel buses in the fleet are owned. MCPS has 286 electric buses that are leased through a services agreement through Highland Electric Fleet.</i>
Question 4	We recommend the issuer consider including certain disclosure requirements for the School Bus Stop-Arm Camera Safety Program. Given the public-facing nature of automated enforcement, background information on an offeror's experience with similar programs may support transparency, risk assessment, and procurement defensibility. Each offeror should provide a list of claims related to their School Bus Stop-Arm Camera safety solution, including but not limited to liquidated damages, penalties, liens, defaults, cancellation or termination of contracts in connection with offeror's School Bus Stop-Arm camera safety solution. The list should include a description of the claim, claim amount, and final disposition.
Answer 4	<i>Agreed. 8.2 says "Any litigation history related to similar contracts", MCPS will add an addendum with the above language more explicitly requiring all vendors to disclose.</i>
Question 5	<b>Page 8 Contract Term, re:</b> <i>"The initial term of contract shall be for an initial two (2) year as stipulated on the RFP. The contract may not begin until one day after approval by the MCPS Board of Education and will conclude as stated under the contract term."</i> With an initial contract term of two (2) years and the contract starting one day after Board of Education approval will the County have the contract start when the first bus has begun capturing violations?
Answer 5	<i>No, the contract start date is once the Board of Education and Superintendent sign the fully executed contract.</i>
Question 6	<b>Page 15, RFP Schedule of Events, re:</b> <i>"The schedule indicates that offeror questions are due on April 8th and responses to questions will be posted on April 13th."</i> The County responses to

	questions could potentially change offeror responses from a solution, pricing or implementation timeframe. Please consider answering questions on a ad hoc basis.
Answer 6	<i>Once the Q&amp;A period closes, we don't accept any additional questions to be addressed. Answering ad hoc cannot not be maintained when we share all questions publicly.</i>
Question 7	<b>Page 14, Evaluation Criteria, re:</b> “Criteria number 5 Pricing Proposal and Revenue Sharing Model (30) points” Will the lowest cost provider receive all thirty points? What methodology will the County use to determine the points for the second lowest price?
Answer 7	<i>The determined best option for the pricing proposal and revenue share will receive the full number of points, then based on the number of responses received, points from other offers will be determined, but they will not be the full 30.</i>
Question 8	<b>Page 2, 3.1 Equipment Installation:</b> To provide the latest technology and services we highly suggest the awarded offeror should be required to install all new equipment. If the installation of new equipment is not required, there will be a significant cost of services advantage. We ask that you amend the RFP to include new equipment requirement.
Answer 8	<i>If the existing vendor is awarded, the vendor will be required to provide their newest hardware/software available.</i>
Question 9	<b>Page 4 3.2.3 Software Platform Requirements, re:</b> “Integration capabilities with County systems for citation approval workflow.” Please provide more details on the integration, the specific software, and architecture on the County systems.
Answer 9	<i>The current citation approval workflow is coordinated between the vendor and the Montgomery County Government’s Automated Traffic Enforcement Division of the Montgomery County Police Department. The proposed system must allow the County to actively participate in the citation approval process. - The system should be accessible from a Windows 11 environment.</i>
Question 10	<b>Page 4 3.2.3 Software Platform Requirements, re:</b> “Integration capabilities with County systems for citation approval workflow.” Please provide the name of the current software provider.
Answer 10	<i>The current citation approval workflow is coordinated between the vendor and the Montgomery County Government’s Automated Traffic Enforcement Division of the Montgomery County Police Department. - The system should be accessible from a Windows 11 environment.</i>
Question 11	<b>Page 4: 3.2.2, re:</b> “Mobile-responsive design for field access” - Is the intention of this requirement to access the applications from a mobile phone application or tablet/laptops via a web browser?
Answer 11	<i>The vendors websites, portals, should be able to function well on a tablet, mobile phone or desktop.</i>
Question 12	How many urban routes are operated by the District on an average school day?
Answer 12	<i>1,204 buses are currently assigned to routes. All buses required installed systems (urban routes, rural routes and spare buses).</i>

Question 13	What are the average citations per month?
Answer 13	<i>During the school year, there are more than 8,000 citations a month. After the approval process, more than 4,000 citations are mailed per month.</i>
Question 14	What is the average per month collected?
Answer 14	<i>More than 3,000 citations are paid per month.</i>
Question 15	How many rural routes are operated by the District on an average school day?
Answer 15	<i>1,204 buses are currently assigned to routes. All buses required installed systems (urban routes, rural routes and spare buses).</i>
Question 16	How many bus drivers participated in the survey?
Answer 16	<i>1,204 buses are currently assigned to routes. All of the buses have camera systems.</i>
Question 17	For the 2025 annual survey, how many illegal passings were reported? How many total regular daily routes were there? How many drivers participated?
Answer 17	<i>In the 2024-25 school year 51,779 citations were issued. The fleet size was about 1460 in 2025. More than 1200 drivers are on the road on a typical school day.</i>
Question 18	In the 2025 survey, how many participating drivers reported zero illegal passings during the observation period?
Answer 18	<i>MCPS does not have this metric. Other answers have provided insight into the volume of citations.</i>
Question 19	Please provide the physical address(es) of the bus yard where installation activities will occur.
Answer 19	<i>Bethesda Depot - 10901 Westlake Drive, Rockville, Maryland 20852 Clarksburg Depot 13100 Shawnee Lane Clarksburg, Maryland 20871 Randolph Depot 1800 Randolph Road Silver Spring, Maryland 20902 Shady Grove Depots (North &amp; South) 16651 Crabbs Branch Way Rockville, Maryland 20855 West Farm Depots (Upper &amp; Lower) 11920 Bournefield Way Silver Spring, Maryland 20904</i>
Question 20	What is the District's preferred installation schedule and hours, and what constraints (e.g., timing, location, access) may affect installation?
Answer 20	<i>Depots are staffed night and day from Sunday 10:30 PM - Friday 10:30 PM. Installs can be scheduled for buses that are not in use during those hours. Saturday and Sunday installs can be arranged upon request.</i>
Question 21	Will dock-high shipping doors, forklifts, or pallet jacks be available at the installation sites for unloading equipment?
Answer 21	<i>Yes, we can make arrangements with our fleet shop at Shady Grove Depot to have equipment and supplies available.</i>
Question 22	Does the District have a secure location for on-site storage of materials shipped prior to installation?
Answer 22	<i>Yes, we can utilize space at our Shady Grove Bus Depot</i>
Question 23	Per Section 3.1 and Section 3.2.1, the RFP requires external cameras to capture the surroundings of the bus with minimal blind spots for accident investigation purposes. Please confirm whether MCPS requires a forward-facing (windshield-mounted) camera to capture roadway conditions in front of the bus.

Answer 23	<i>A forward-facing camera or cameras would be necessary record “each side of the bus, its surroundings and traffic such that evidence for accident investigations would be gathered with minimal blind spots” We are open to mounting methods and placement as long as the functionality is demonstrated.</i>
Question 24	Per Section 1.0 and Section 13.0, please confirm the official deadline for written questions (April 8 vs April 13).
Answer 24	<i>April 8<sup>th</sup>, 2026</i>
Question 25	Per Section 14.0, will questions raised during the pre-proposal conference be answered via formal addendum?
Answer 25	<i>Only if the question and response make a change to the RFP.</i>
Question 26	Per Section 9.0 and Section 1.0, please confirm the exact number of hard-copy proposal submissions required.
Answer 26	<i>1 original hard copy, and 1 copy.</i>
Question 27	Per Section 9.0, should the flash drive include both redacted and unredacted versions?
Answer 27	<i>Yes</i>
Question 28	Per Section 12.0, will demonstrations or site visits be required prior to shortlist selection?
Answer 28	<i>Offerors on the shortlist will be required to demonstrate their product in person at MCPS facilities or MCPS designated location.</i>
Question 29	Per Section 4.0 and Section 5.3, please confirm the contract structure (2-year base + 3 one-year options vs 5-year base term).
Answer 29	<i>This is confirmed. The structure will be an initial 2-year base with 3, one-year options.</i>
Question 30	Per Section 5.1 and Section 5.4, please clarify the meaning of 'revenue share of at least 40%' and which party it applies to.
Answer 30	<i>Revenue share applies to the distribution of fee money collected through the camera citations. The 40% floor applies to the minimum amount that Montgomery County Government will retain from citation revenue. The percentage allocation will need to be negotiated between Montgomery County and the awardee.</i>
Question 31	Per Section 5.1, does MCPS prefer a specific pricing model (revenue share, per violation, per bus, hybrid)?
Answer 31	<i>A revenue share model is preferred. Other models will be considered, if a clear benefit can be demonstrated.</i>
Question 32	Per Section 3.1.4 (Maintenance and Technical Support) and Section 3.4.1 (System Uptime and Availability), please clarify MCPS expectations regarding preventative maintenance:  a. Is periodic on-site preventative maintenance (e.g., annual) required? b. Or are automated system health monitoring and remote diagnostics sufficient, provided uptime requirements are met?

Answer 32	<p><i>From an IT perspective, remote monitoring is acceptable but updates should be applied within 30 days of release. Physical equipment should be reviewed at least annually to ensure that it is functioning properly.</i></p> <p><i>Automated system health monitoring and remote diagnostics is acceptable. A device that is offline for longer than 15 minutes should generate a notification alert. Vendors should respond to failures within 24 hours and complete repairs within 5 business days of failure notification.</i></p>
Question 33	Per Section 3.1.1, do any buses already have existing equipment that must be uninstalled?
Answer 33	<p><i>Yes, MCPS deadlines approximately 120 buses per year, as they have reached their 12-year life cycle. These buses are typically sold at auction and all equipment must be removed before sale.</i></p> <p><i>MCPS has onboard cameras and stop-arm cameras installed and operational on our entire fleet. Removal and installation will be the responsibility of the awardee. If our current vendor wishes to be involved in system removal to preserve existing equipment, Amendments can be made if the awardee and our current vendor are able to agree upon responsibilities and a timeline.</i></p>
Question 36	Per Section 3.1 and Section 3.2.1, confirm minimum required number of interior and exterior cameras per bus.
Answer 36	<p><i>The RFP does not prescribe a fixed minimum number of interior or exterior cameras. Rather, Sections 3.1 and 3.2.1 define the coverage areas that must be served, and quality of coverage is the determining standard.</i></p> <p><i>Proposers are expected to provide a camera configuration that delivers comprehensive, high-quality audio and video coverage of the following areas:</i></p> <p><i>Interior: the driver's activity area, each passenger loading area, the front third of the passenger cabin, the middle section of the passenger cabin, and the rear section of the passenger cabin including a downward view of the back rows.</i></p> <p><i>Exterior: each passenger loading and unloading area, each side of the bus with its surroundings and traffic with minimal blind spots, and a rear-facing downward view. Stop-arm cameras must additionally capture license plates and vehicle information.</i></p> <p><i>Proposers should design their camera configurations to meet these coverage requirements. MCPS will evaluate proposals on the basis of coverage quality, image clarity, and the ability to serve the program's needs for stop-arm enforcement, accident investigation, driver evaluation, and student behavior review.</i></p>
Question 37	Per Section 3.2.3, what system integrations are required for citation workflow?
Answer 37	<i>The current citation approval workflow is coordinated between the vendor and the Montgomery County Government's Automated Traffic Enforcement Division of the Montgomery County Police Department. The proposed system must allow the County to actively participate in the citation approval process. - The system should be accessible from a Windows 11 environment.</i>
Question 38	Please clarify the Contractor's responsibility for in-person (walk-in) payments, including whether this includes providing and staffing a physical location or facilitating such payments (to include cash) through external partners or existing County resources.
Answer 38	<i>In-person (walk-in) payments, is an existing program. The service is run and operated by Montgomery County. This is not a vendor responsibility.</i>

Question 39	Does MCPS intend for this solicitation to account for updated or enhanced technology solutions compared to the currently deployed system?
Answer 39	<i>MCPS is expecting an updated and enhanced system or a concrete plan to arrive at a system that is updated and enhanced beyond the current deployment.</i>
Question 40	Would “record and performance of any prior contracts” delineate that all vendors should disclose any programs that have been indefinitely suspended due to significant errors in issuing traffic citations?
Answer 40	<i>Yes. All potential vendors must disclose any programs that have been suspended for any reason. Disclosures should include any security breaches and how they were rectified.</i>
Question 41	If multiple awards are made, how does MCPS anticipate dividing responsibilities (e.g., by geography, function, or pilot basis)?
Answer 41	<i>MCPS seeks to avoid multiple awards, but reserves the right to do so. Such an award would most likely be based on function.</i>
Question 42	Please confirm whether MCPS currently has an existing onboard camera or stop-arm system installed on any buses, and whether removal of existing equipment will be required as part of this project.
Answer 42	<i>MCPS has onboard cameras and stop-arm cameras installed and operational on our entire fleet. Removal and installation will be the responsibility of the awardee. If our current vendor wishes to be involved in system removal to preserve existing equipment, Amendments can be made if the awardee and our current vendor are able to agree upon responsibilities and a timeline.</i>
Question 43	Please confirm whether MCPS intends to utilize cellular connectivity or Wi-Fi for data transmission, and whether communication hardware (e.g., modem or access point) will be provided by MCPS or is expected to be included in the Contractor’s scope.
Answer 43	<i>All hardware and connectivity services (WiFi/Satellite/Cellular) are part of the contractor’s scope. Our bus lots do not have WiFi available. WiFi and ethernet are only available inside of the depot buildings. The ability to remotely download video from the buses is highly desirable.</i>
Question 44	The RFP requires the Contractor to “provide a secure web-based portal for authorized MCPS and County personnel to access system data.”  Can MCPS confirm whether this portal is intended to provide system health visibility at the vehicle level, access to violation data, and/or features such as camera coverage review and live look-ins?
Answer 44	<i>The “portal” can be a single site or a suite of tools that would provide system health visibility at the vehicle level, access to violation data, camera coverage review, live look-ins and the ability to download/request video.</i>
Question 45	The RFP specifies “cloud-based storage with appropriate retention policies.” Please confirm the expected data storage duration and overall cloud storage requirements for the system.
Answer 45	<i>Per <a href="#">Maryland Senate Bill 381</a>, A recorded image or associated data captured under a program that constitutes evidence of a violation may be retained only until the earlier of: (i) 1 year following the</i>

	<i>conclusion of any criminal investigation or the exhaustion of all the avenues of adjudication for the violation; or (ii) 5 years after the day on which the recorded image or associated data was captured. The vendor should provide enough storage to meet this legal requirement. The amount of overall cloud storage will vary with the proposed solution.</i>
Question 46	We would like to formally request an extension to the proposal submission deadline. Could the due date be extended by at least two additional weeks to ensure we can provide a comprehensive response?
Answer 46	<i>Since the optimal time period to begin installing the system is during the summer break, our schedule does not allow for an extension.</i>
Question 47	Based on District data or driver reports, how many routes typically record very few or no violations in a given month?
Answer 47	<i>The entire bus fleet is required to be covered by the camera system, including spare buses. We do not currently have data identifying buses that generate no violations in a given month. School year to date, we average 1,200 buses on the road daily, with a total of more than 58,000 citations recorded.</i>

  
 Angela McIntosh Davis  
 Director

AMD

Please indicate your receipt of this notice by signing below and returning with your proposal.

Accepted By: \_\_\_\_\_

(Name & Title) Name of Company: \_\_\_\_\_