



City of Tulsa Purchasing Department
175 E. 2nd Street 15th Floor
Tulsa, OK 74103

TAC 12004
Advanced Traffic Management Systems (ATMS) & Hardware
Public Works Department
Bid Date: September 28, 2023

Project Buyer: Dorey Tamara
dtamara@cityoftulsa.org
Please contact if you have any questions

1. Delivery: If your Bid is Accepted, state the number of calendar days it will take for delivery of materials after an order is placed, for each section:

Iteris, Inc.		Econolite Control Products, Inc.		Gades Sales Co, Inc.	
Section	Days	Section	Days	Section	Days
Section A - Controllers (Not including installation)	N/A	Section A - Controllers (Not including installation)	12 Weeks AND	Section A - Controllers (Not including installation)	NB
Section B - Signal Cabinets (Not including installation)	6-8 Months	Section B - Signal Cabinets (Not including installation)	18 Weeks AND	Section B - Signal Cabinets (Not including installation)	240-265 Days
Section C - Vehicle Detection Systems (Not including installation)	3-4 Weeks	Section C - Vehicle Detection Systems (Not including installation)	6-12 Weeks AND	Section C - Vehicle Detection Systems (Not including installation)	10-120 Days
Section D - Battery Backup System (Not including installation)	N/A	Section D - Battery Backup System (Not including installation)	12 Weeks AND	Section D - Battery Backup System (Not including installation)	NB
Section E - Software - Modules and License Equipment	N/A	Section E - Software - Modules and License	2 Weeks	Section E - Software - Modules and License	NB
Section F - Maintenance and Support Services	N/A	Section F - Maintenance and Support Services	Based on date of request	Section F - Maintenance and Support Services	NB
Section G - Training Services	N/A	Section G - Training Services	Based on date of request	Section G - Training Services	NB

Please note that for Your Bid to be complete, you must provide a cost for every line item in any given section, except for Section C for Vehicle Detection and Section E for Software - Modules and License Equipment. You must be able to deliver the goods as specified in Your Bid. Failure to do so may result in the terminating your agreement or canceling the Purchase Order, securing collection under any performance bond, as well as seeking any other damages to which it may be entitled in law or in equity.

2. Pricing
(ESTIMATED QUANTITIES FOR EVALUATION PURPOSES ONLY)

Section/ Name	Description	Estimated Annual Quantity	Unit	Iteris, Inc.		Econolite Control Products, Inc.		Gades Sales Co, Inc.	
				Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost
A	Controllers (Not including installation)								
A.1	Cobalt Back-Mounted Controller	10	EA		NB	\$5,450.00	\$54,500.00	NB	NB
A.2	Cobalt Shelf-Mounted Controller	10	EA		NB	\$1,200.00	\$12,000.00	NB	NB
A.3	Upcharge for Touchscreen Display	10	EA		NB	\$9.00	\$90.00	NB	NB
B	Signal Cabinets (Not including installation)								
B.1	336 Traffic Signal Cabinet, fully equipped	5	EA	\$14,800.00	\$74,250.00	\$11,858.20	\$58,291.00	\$15,430.00	\$77,150.00
B.2	336 Traffic Signal Cabinet, shell only	1	EA	\$5,450.00	\$5,450.00	\$2,500.00	\$2,500.00	\$4,155.00	\$4,155.00
B.3	336S Traffic Signal Cabinet, fully equipped	1	EA	\$15,299.00	\$15,299.00	\$12,203.20	\$12,203.20	\$15,725.00	\$15,725.00
B.4	336S Traffic Signal Cabinet, shell only	1	EA	\$3,750.00	\$3,750.00	\$3,055.50	\$3,055.50	\$4,480.00	\$4,480.00
B.5	332 Traffic Signal Cabinet, fully equipped	1	EA	\$15,995.00	\$15,995.00	\$14,376.50	\$14,376.50	\$16,709.00	\$16,709.00
B.6	332 Traffic Signal Cabinet, shell only	1	EA	\$3,775.00	\$3,775.00	\$2,556.70	\$2,556.70	\$4,616.00	\$4,616.00
B.7	332S Traffic Signal Cabinet, fully equipped	15	EA	\$16,550.00	\$248,250.00	\$15,649.10	\$234,736.50	\$17,232.00	\$258,480.00
B.8	332S Traffic Signal Cabinet, shell only	1	EA	\$4,450.00	\$4,450.00	\$3,243.00	\$3,243.00	\$4,616.00	\$4,616.00
B.9	332/336 Traffic Signal Cabinet Rear	5	EA	\$750.00	\$3,750.00	\$9.00	\$45.00	\$662.00	\$3,310.00
C	Vehicle Detection Systems (Not including installation)								
C.1	Vision Video Detection System, Standard B phase, 4 leg intersection	10	EA		NB	\$26,658.00	\$266,580.00	NB	NB
C.2	Vision Video Detection Camera	5	EA		NB	\$5,565.00	\$27,825.00	NB	NB
C.3	Vision Video Detection Card	1	EA		NB	\$3,540.00	\$3,540.00	NB	NB
C.4	Reckonon Video Detection System, Standard B phase, 4 leg intersection	10	EA		NB	\$7,802.00	\$78,020.00	NB	NB
C.5	Reckonon Video Detection Camera	5	EA		NB	\$1,203.00	\$6,015.00	NB	NB
C.6	Reckonon Video Detection Card	1	EA		NB	\$2,090.00	\$2,090.00	NB	NB
C.7	Other Video Detection System, Standard B phase, 4 leg intersection, specify system name	1	EA	\$16,250.00	\$16,250.00	\$0.00	\$0.00	\$16,612.00	\$16,612.00
C.8	Other Video Detection Camera, specify system name	1	EA	\$1,550.00	\$1,550.00	\$0.00	\$0.00	\$1,587.00	\$1,587.00
C.9	Other Video Detection Card, specify system name	1	EA	\$3,785.00	\$3,785.00	\$0.00	\$0.00	NB	NB
C.10	Radar Detection System, Standard B phase, 4 leg intersection, stop bar only, specify system name	1	EA	\$22,950.00	\$22,950.00	\$34,760.00	\$34,760.00	\$21,538.00	\$21,538.00
C.11	Radar Detection for system in item C.10, stop bar only, specify system name	1	EA	\$2,900.00	\$2,900.00	\$8,900.00	\$8,900.00	\$3,496.00	\$3,496.00
C.12	Radar Detection Card for system in item C.10, stop bar only, specify system name	1	EA	\$4,000.00	\$4,000.00	\$6,340.00	\$6,340.00	NB	NB
C.13	Radar Detection System, Standard B phase, 4 leg intersection, long range detection up to 800 feet in advance of the intersection, specify system name	1	EA	\$17,250.00	\$17,250.00	\$34,760.00	\$34,760.00	\$21,538.00	\$21,538.00
C.14	Radar Detection for system in item C.13, long range detection up to 800 feet in advance of the intersection, specify system name	1	EA	\$3,985.00	\$3,985.00	\$8,900.00	\$8,900.00	\$3,496.00	\$3,496.00
C.15	Radar Detection Card for system in item C.13, long range detection up to 800 feet in advance of the intersection, specify system name	1	EA	\$4,005.00	\$4,005.00	\$6,340.00	\$6,340.00	NB	NB
D	Battery Backup System (Not including installation)								
D.1	Merke-Zinc Battery System	5	EA		NB	\$17,128.00	\$85,540.00	NB	NB
D.2	Zinc-Blow Battery Backup - Living Hinge Battery Only	5	EA		NB	\$4,116.00	\$20,580.00	NB	NB
D.3	Zinc-Blow Battery Backup - NEMA Shelf Mount Battery Only	5	EA		NB	\$4,116.00	\$20,580.00	NB	NB
D.4	Other Battery Backup System, specify system name	1	EA		NB	\$10,446.00	\$10,446.00	NB	NB
E	Software - Additional Modules for Certices and Other Equipment								
E.1	Additional RTT camera licenses, per camera	1	EA		NB	\$2,800.00	\$2,800.00	NB	NB
E.2	Additional SDI licenses, per camera	1	EA		NB	\$18,050.00	\$18,050.00	NB	NB
E.3	OPTIONAL: Other licensing, please specify	1	EA		NB	\$12,940.00	\$12,940.00	NB	NB
E.4	OPTIONAL: Expansion Module, please specify	1	EA		NB	\$5,250.00	\$5,250.00	NB	NB
E.5	OPTIONAL: Expansion Module, please specify	1	EA		NB	\$0.00	\$0.00	NB	NB
F	Maintenance and Support Services								
F.1	Maintenance and Support for all parts of the system - On Site	1	EA		NB	\$33,184.00	\$33,184.00	NB	NB
G	Training Services								
G.1	Additional training for software or hardware, per 8 hour class for up to 10 people, on-site at Traffic Operations Module	1	EA		NB	\$5,800.00	\$5,800.00	NB	NB
G.2	Additional training for software or hardware, per 8 hour class for up to 10 people, web-based	1	EA		NB	\$1,500.00	\$1,500.00	NB	NB
TOTAL COST NOT TO EXCEED:				\$459,644.00		\$1,085,569.00		\$457,508.00	
Notes: (All costs must be included or your Bid will be disqualified)				N/A		N/A		N/A	

1. Discount on ATMS and Traffic Signal Materials

Please provide a percentage discount for products not specifically included on list.

Iteris, Inc.				Econolite Control Products, Inc.			
Item	Description	Name of Link to Mfg.'s Published Price List Use Dealer Cost	% Discount	Item	Description	Name of Link to Mfg.'s Published Price List Use Dealer Cost	% Discount
1	Traffic signal equipment & components	Items catalog	3%	1	Econolite NEMA plug ins	See Attached	50%
2				2	Econolite RACKMOUNT plug ins	See Attached	50%
3				3			
4				4			
5				5			
6				6			

Gades Sales Co, Inc.			
Item	Description	Name of Link to Mfg.'s Published Price List Use Dealer Cost	% Discount
1	N/A		
2			
3			
4			
5			
6			

THE CITY DOES NOT GUARANTEE ANY SPECIFIC QUANTITY OR NUMBER OF PURCHASES, IF ANY, THAT WILL BE MADE DURING THE AGREEMENT TERM.