


CENTRAL FLORIDA EXPRESSWAY AUTHORITY

MEMORANDUM

TO: CFX Board Members

FROM: Claude Miller 
Director of Procurement

DATE: December 3, 2015

RE: Approval to Purchase Transponders

Board approval is requested to purchase 125,000 sticker type transponders and 125,000 portable transponders from TransCore, LP, for the following cost:

125,000 sticker transponders @ \$7.97 each =	\$ 996,250.00
125,000 portable transponders @ \$15.15 each =	<u>\$1,893,750.00</u>
	\$2,890,000.00

The unit cost per transponder is the price TransCore charges Florida's Turnpike Enterprise and includes shipping.

Delivery of the transponders will be staggered with the first 50,000 units delivered within eight (8) weeks after receipt of the order, then 25,000 units per week thereafter. If we take delivery of all 250,000 units by March 31, 2016, TransCore will give us 5,000 units (2,500 sticker and 2,500 portable) at no cost.

December 2, 2015

Mr. Corey Quinn, P.E.
Chief of Technology/Operations
Central Florida Expressway Authority
4974 ORL Tower Road
Orlando, FL 32807

Subj: Transponder order quotation

Dear Mr. Quinn:

TransCore is pleased to present the following quotation in response to your request for transponders:

1. 125,000 SeGo portable transponders @ \$15.15 each, plus applicable tax
2. 125,000 SeGo mini sticker transponders @ \$7.97 each, plus applicable tax

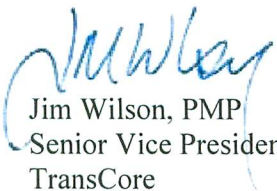
Lead time: 10 weeks ARO, assuming there is no change to previously approved artwork.

Price includes FOB destination. The pricing is valid for sixty (60) days.

In addition, TransCore will provide 2,500 portable transponders and 2,500 sticker transponders free of charge if CFX takes delivery of all 250,000 transponders by March 31, 2016.

Thank you for your consideration. If there are any questions, feel free to contact me at (321) 281-4051.

Best regards,

A handwritten signature in blue ink, appearing to read "Jim Wilson".

Jim Wilson, PMP
Senior Vice President
TransCore

CC: George McGraw, TransCore