

*“Going Green in the Tri-Valley”*  
(925) 485-0101

2019

## SPECIAL EDUCATION PUPIL TRANSPORTATION SERVICES

Pleasanton Unified School District

Bid Proposal and Supplemental Information – RFP No. 2019-20.04



Ali Akbari

**DeSoto Cab  
Company LLC.**

9/30/2019

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### Supplemental Information

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# Vehicle and Company Services

RFP No. 2019-20.04

DESOTO ACCESS TRANSPORTATION (DAT) is pleased to provide the following information to supplement the BID Proposal

## Passenger Vehicle-Ambulatory

DAT has been the largest Taxi and Special Needs transportation provider in the Tri-Valley - East Bay area for the last 12 years. DAT transit operations originate from a centralized office location at 367 Earhart Way Livermore, CA 94551. DAT is a full service Student transportation company. DAT currently has an active fleet size of 80 vehicles. DAT has a fleet of 10 Wheel Chair Access Vehicles with Side Ramps.

DAT operates a fleet of “Green” or hybrid vehicles for use as follows:

- ❖ 21 Toyota Prius Hybrid Vehicles
- ❖ 5 Toyota Camry Hybrid Vehicles
- ❖ 4 Ford Fusion Hybrid Vehicles

Vehicles to be furnished

1. 2011 To 2018 Ford Transit Passenger Vans
2. Make of chassis: Ford Transit Vans
3. Model: Transit Vans
4. Year of manufacture: 2011 to 2016
5. Air-Conditioning; YES
6. Cameras Included YES
7. GPS monitoring YES

DAT is a Taxi Cab service that is committed to serving the public and providing dependable, first-rate Taxi Cab & Airport Shuttle Transportation Service in Dublin, Pleasanton, San Ramon, Danville, Livermore Alamo, and Sunol areas of California. Through our years of experience, we have built a strong reputation and good name as a reliable and trustworthy Taxi transportation company. You'll find our Taxi Cabs Our Accessible Vans and School Vans to be clean and well maintained. In addition, our courteous, professional Taxi Cab drivers are available to drive 24 hours a day, 7 days a week for customer convenience.

DAT is a “One Stop” full service transit operation and has its own office / dispatch location, a full staff of qualified drivers, expert mechanic and vehicle service capability, and fleet management as part of its normal operations. This sets DAT apart from other firms in the area who are transit-service brokers and who utilize “pools” of service providers in all aspects of providing services.

DAT pledges to transfer this awareness and its considerable resources to Special Education Pupil Transportations services that would result from being selected as the successful vendor in this RFP process. DAT further agrees to provide Special Educations Pupil Transportation services on a 24 hours a day / 7 days per week basis.

**DAT Has the Following Service Capabilities:**

- ❖ Call-Center 24 hrs /day 7 days a week
- ❖ Reservations Capability
- ❖ Service to all major airports in the Bay Area
- ❖ Taxi's, Vans, SUVs , Sedans, Non-Medical Transportation, Wheel Chair Service Student Transportation
- ❖ DAT has been family owned & operated since 1999.

**DAT Has Provided Taxi Cab and School Transportation Services Since 1999**

DAT is known for a high standard of excellence that has been unmatched by our competitors. Our reliable Taxi sedan, Taxi van, and School van service goes far beyond the norm. We not only get you where you need to be, but we transport you with a level of care that can only be achieved through years of experience serving Tri-Valley / East Bay Area.

Our Taxi Cab Operators Are Local Experts who know the most efficient and safest to all area destinations on a timely basis. In addition, we rely on GPS technology to further ensure quick, accurate service. DAT Cab operators are some of the industries finest, undergoing extensive background checks and regular training to keep up with latest best practices.

**DAT Service Locations**

**DAT Airport Service Locations**

Dublin	San Francisco International
San Ramon, Pleasanton	Oakland International
Livermore, Danville, Blackhawk	San Jose International
Alamo, Diablo	Sacramento International
Sunol, Ruby Hills	Livermore Regional
Castro Valley, Alamo, Diablo	

## Cost Proposal

DAT will provide services under the terms of this contract as follows:

- ❖ **2019 Special Education Pupil Passengers – \$450 Per Van**
- ❖ **2019 Special Education Pupil Estimated trips.**
- ❖ **2019 Cost Per Trip – See RFB Proposal**
- ❖ **Outside Districts \$2.50 Per Mile**
- ❖ **Wheelchair \$50 Pick Up fee plus Plus \$2.50 a Mile**
- ❖ **9 passengers van Am/Pm Rate \$450 Per van**
- ❖ **No Extra Cost for Booster, Car Seats or Harness Desoto Will Provide the Equipment**

## Bay Area Student Transportation

DAT has been the largest Taxi transportation provider in the Tri-Valley - East Bay area for the last 12 years. Our large fleet of Taxi's makes it easy for Tri-Valley passengers to receive a fast pickup and an enjoyable ride. Customers will be transported to their destination in a clean, comfortable full size Taxi cab. We strive to provide the best customer service and maintain an overall standard of excellence. Our fleet is comprised of Sedans, Mini Bus and Wheel Chair Ramp vans for Special Needs Transportation. Each vehicle is annually tested to pass environmental and mechanical standards. DAT always promote the highest standards of cleanliness, comfort and safety. Our Drivers not only follow municipal standards of Taxi driver training but also receive rigorous training from DAT management. Our driver training courses are designed for driver safety, road compliance, passenger courtesy, and handicap awareness. Driver professionalism is always one of our primary goals. We are committed towards your comfort and safety.

DAT commitment to the *AMERICAN DISABILITY ASSOCIATION* has spanned nearly 10 years. During this time we have provided transportation services to hospitals, schools, airports, senior citizen centers and non-profit organizations. Special Education students represent a growing portion of the student population, and often require specially equipped buses and bus routes to specialized schools.

DAT has broad experience in providing caring and attentive service for children with special needs and parents with unique concerns. Our drivers, supervisors and attendants are specially trained to deal with all aspects of this service. We provide transportation services to special needs children who are physically challenged and senior citizens.

## Bay Area Handicapped Taxi Cab

DAT strives to provide safe, dependable and affordable non-emergency transportation services for Disabled People who are at Nursing Homes, Hospitals. DAT has the largest Wheel Chair Van Fleet in Tri-Valley- East Bay Area with over 10 wheelchair ramp equipped Vans. Worker's Comp related customers are welcome. DAT dispatchers are sensitive to the special needs that may exist for students (i.e. allergies to pets) and send vehicles that enable them to ride safely and in accordance with any health requirements that may exist.

### DAT is currently serving as transit vendor for the following School Districts:

- ❖ San Ramon Unified School District
  - Sheri I Glaser 925-824-1823
- ❖ East Bay Regional Center
  - Priscilla Gomez 510-618-7726
- ❖ Pleasanton Unified School District
  - Laura Peters 925-426-4410
- ❖ Livermore Unified School District
  - Victoria Storti 925-454-5562

### Current Operations

- |   |                 |
|---|-----------------|
| ❖ Number of students transported daily:             | 520             |
| ❖ Number of Vans in operation daily:                | 60              |
| ❖ Beginning and ending date of contract:            | 2013 To Current |
| ❖ Was contract canceled for any reason? If so, why? | NO              |

DAT has over four years experience providing transit services to special education students, including wheelchair bound and other students with disabilities. DAT has had very low rates of vehicle accidents and maintains high quality of service. DAT has received letters of commendation from current customers that attest to DAT's outstanding high quality, customer friendly and on-time service.

DAT is a "One Stop" full service transit operation and has its own office / dispatchers, a full staff of qualified drivers, expert mechanics and vehicle service capabilities, with fleet management as part of its normal operation. This sets DAT apart from other firms in the area which are transit service brokers utilizing "pools" of service providers in all aspects of providing services.

## **Approach to Providing Scope of Services**

All maintenance of DAT provided Special Education Pupil vehicles will be performed by DAT Expert Mechanics at the DAT operations facility located at 367 Earhart Way Livermore, CA 94551. All washing and detailing of Special Education Pupil vehicles will take place at the DAT operations facility.

Staff listed below all reside at or originate from the central office location at 367 Earhart Way Livermore, CA 94551.

- ❖ Fueler / Washer = 3
- ❖ Mechanics = 2
- ❖ Maintenance Manager = 1
- ❖ Drivers = 100 +
- ❖ Dispatchers = 5
- ❖ Project Manager = 2

No San Ramon Unified Valley District vehicles will be used by DAT in performing the requirements of this contract.

DAT will not use SUVD office space for performing services under the terms of this contract. DAT will provide dispatch, reservation, scheduling and all other functions at the DAT operations facility at 367 Earhart Way Livermore, CA. DAT has a fully equipped and staffed office that performs these functions. All facilities and staffing will continue post award of this contract. Post award of the contract, staff will be trained and supervised in the conduct of efficient Special Education Pupil dispatching, reservations and scheduling activities. DAT feels this will not be problematic as existing staff are seasoned and experienced in doing this type of work.

All DAT vehicles have GPS devices that track in "Real Time" the departures, arrivals, duration of time prior to pick up while waiting at the rider's address, ride routes and ride times

All training of DAT drivers will take place at the DAT operations facility at 367 Earhart Way Livermore, CA 94551

DAT will manage the fueling of all Special Needs Transportation service vehicles.

## **Company Organizational Information**

DAT is an S Corporation and has been in business since 1999. The current owner has operated the business since 2008. DAT has operated at a profit every year of its existence. DAT Will provided a letter of financial viability and Profit & Loss Statement for 2017 if need that shows it is a going concern. DAT is a full service “One Stop” that has vehicles, dispatchers, expert mechanics and other service capabilities in house. DAT and its management are experienced in the Taxi transportation business and operations are in force at the present time. DAT is the largest single source provider of these services in the area. DAT is prepared to enter into a contract with SRVUSD in accordance with the terms and conditions set forth in this RFP.

### **Staff and Ownership**

#### **Ali Akbari – Owner**

- ❖ 9 years of practical experience in all facets of DAT operations as an owner.
- ❖ 6 Years practical experience in the field of special needs transportation.
- ❖ Hands on experience in providing Para transit assistance to father at age 15

#### **Mike Akbari – Project / Operations Manager**

- ❖ 13 years of practical experience as a driver, dispatcher and operations supervisor in the Taxi industry.
- ❖ Over 5 years practical experience with special needs students and Special Education Pupil services.

#### **Azim Saftdari- Fleet Operations Manager**

- ❖ Over 20 years’ experience in the Taxi cab industry in all areas.
- ❖ Owner / Operator of cab company from 1998-2003 Veterans Cab sf
- ❖ Served in United States Marine Corps for 20 years.

#### **Brooke Gibson – Account Manager**

- ❖ Account Executive / Marketing / Client Relations
- ❖ Strategic Planning
- ❖ Successful track record of achieving organizational goals
- ❖ Strong organizational skills

#### **Liza hickam- On-Site Accounting Manager / Billing**

- ❖ Strong Accounting skills, QuickBooks, MS-Excel, MS-Word
- ❖ Strong organizational skills

❖ Customer Service

**Ross Goff - Head Mechanic**

- ❖ 20 years expert experience in the automotive service and maintenance business.
- ❖ Currently providing all mechanical service for DAT fleet.
- ❖ Owned and successfully operated automotive service business in Turlock, prior to joining DAT.

**Jose Garcia – Fleet Detailing and Wash Manager**

- ❖ 25 years experience the automobile detail and cleaning business.
- ❖ Currently providing all detail and cleaning services for DAT fleet.

DAT has this staff in their existing position at the inception of the contract with no changes. The staff listed here will be available for the entire contract period on a full time basis. They would be available for interviews during the selection process.

## **Supplemental Service, Training and Safety**

DAT will provide all fuel for vehicles used in the performance of services under this contract. Fuel costs are included in the RFP proposed per trip price.

DAT will provide all tires used on vehicles that provide Special Education Pupil services under the terms of this contract.

DAT utilizes the following Incentives, Motivational and Awards programs:

- ❖ Best Special Education Pupil Driver of the month.
- ❖ Safest Special Education Pupil Employee of the month
- ❖ Employee demonstrating Best Special Education Pupil Customer Service
- ❖ Employee with best on-time Special Education Pupil pickups for the month
- ❖ Rewards for good suggestions that improve service

### **Federal and State Laws Regarding Current Employees**

DAT will abide by the terms of Section 13© of the Federal Transit Act (49 U.S.C. section 5333(b)) and all other stipulations as given in this section of the RFP in performance of services under the terms of this contract.

### **Vehicle Servicing, Maintenance and Repair**

DAT is an existing provider of transportation services in the Tri-Valley area. As such, DAT is experienced in the management of service and maintenance for public transit vehicles. DAT has active and closely watched in-house vehicle maintenance and service program that enables the company to keep vehicles in service at all times, providing un-interrupted service. Upon award of this contract DAT will work closely with SRVUSD to ensure that this program is in accordance with SRVUSD preventative maintenance requirements (i.e. RFP Vehicle Maintenance Plan). DAT has existing vehicle service maintenance and repair records that we use. Upon award of contract DAT would meet with SRVUSD to discuss the ongoing and continuing.

### **Driver Training**

Current DAT instructor-led courses provide consistent and standardized training to drivers. This enables them to be qualified, professional Special Education Pupil operators. Drivers are trained in presentation and creative learning techniques, facilitation methods, and adult learning principles. Emergency management and customer relations as well as how to inspect a vehicle before they leave the DAT yard are emphasized in this training curriculum.

Other DAT driver requirements are as follows:

- ❖ Must meet insurance company's minimum age requirements
- ❖ Must possess a valid CA driver license for at least 3 years
- ❖ Must have a clean driving record (no DUIs, accidents, or convictions totaling more than four (2) points, or any single violation of two (2) or more points.
- ❖ Must have basic knowledge of the Tri-Valley area, freeway system and surrounding areas.

- ❖ Must have the ability to pass a medical examination, a criminal background investigation, and drug screening.
- ❖ Must have the ability to communicate in English, both verbal and written.  
Must have ability to work any schedule to accommodate the company's 24/7 operations.
- ❖ Must maintain a high level of attendance and punctuality.

DAT requires that drivers attend a 40-hour training session. This training consists of 8 hour class sessions and 32 hours behind the wheel training. After this training drivers must pass a final exam on driving and on how to secure wheelchair strips in vehicles. This covers all shoulder and lap seat belts for wheelchair customers.

### **Customer Relations Program**

DAT requires its employees to practice the following habits when interacting with their riders:

- ❖ Always place the needs of the customer first.
- ❖ Staff should treat customers with respect, listening to any comments, staying alert for problems and honoring requests wherever possible.
- ❖ DAT staff should thank customers and ensure that they feel valued, important and needed.
- ❖ Be mindful that they are the first point of contact for DAT.
- ❖ It is important that they have a positive attitude, are well trained, enjoy their work and always look for improvements.
- ❖ Any complaints will be discussed soon after being reported with drivers in a one on one meeting.

### **Safety, Security Programs and Risk Management**

DAT is an existing provider of Special Education Pupil services in the Tri-Valley area. As such they understand that safety, security and attention to the special needs of Special Education Pupil riders are paramount. DAT has maintained very low vehicle accident rates for their fleet in recent years. This attests to the quality of training that drivers receive and the quality of drivers DAT hires. DAT requires that drivers attend a 40-hour training session. This training consists of 8 Hour class sessions and 32 hours behind the wheel training. After this training drivers must pass a final exam on driving and on how to secure wheelchair strips in vehicles. This covers all shoulder and lap seat belts for wheelchair customers. DAT drivers receive training in the completion of accident reports. DAT has office management staff & company managers that are seasoned and experienced in all facets of providing public transportation services. Because of their years of service in this industry they are experienced in the processing of claims.

DAT complies with applicable California Highway Patrol and OSHA requirements, and State and Federal laws.

## **Declared Emergencies Plan**

DAT agrees to perform crucial functions in the event of declaration of a natural disaster in the Tri-Valley area. These crucial functions would enable the successful and safe evacuation of the citizenry. DAT would work in a coordinated fashion with the NIMS, SEMS and SRVUSD as needed. DAT would participate extensively in the preparation of any training sessions conducted by various public agencies including annual emergency drills with the MTC and Alameda County. DAT will follow procedures and guidelines provided by SRVUSD for this purpose.

All DAT vehicles have GPS devices that enable the central office to monitor the location of all DAT vehicles. This system would be valuable in a declared emergency and could provide “Real Time” information to DAT managers on the DAT fleet and vehicle locations. All drivers have cell phones and the telephone numbers of other drivers on shift. The DAT central office location would be in contact with all drivers to assess their position and current service posture. The DAT central office location would direct drivers based on current conditions to complete their service and return to the office or to return to the central office location for further instructions as indicated here. All DAT vehicles have the following items on board at all times:

- ❖ Water - Three water bottles
- ❖ First Aid kit
- ❖ Whistle to signal for help
- ❖ Moist towelettes, garbage bags, and plastic ties for personal sanitation.
- ❖ Tools in the vehicle for tire changes.
- ❖ All DAT vehicles have listings of all police department telephone numbers.
- ❖ All drivers have phone numbers for other drivers in case they need help
- ❖ DAT will hold emergency preparedness training sessions for their drivers.

## **Performance Monitoring and Quality Control Program**

DAT monitors driver activity and locations through the use of GPS devices. DAT currently has these devices installed in all vehicles. With these devices DAT central office location managers, dispatchers and schedulers stay abreast of activity in “Real Time”. These devices provide information back at the office on where vehicles are located, delays in transit and data on how long vehicles remain at locations over the duration of a service call. These devices will reveal if vehicles are delayed in heavy traffic so that if needed, other vehicles can be dispatched. All DAT drivers have cell phones. The combination of GPS and cell phones make for an effective and current communication pattern between vehicles, drivers and the central office location. The existence of these technologies would also enable quick response to riders should they experience a sudden medical emergency and require a route change to secure medical attention. DAT utilizes a dispatch software tool which provides system data on who is driving at all times.

## **Road Supervision, Vehicle Dispatching and Scheduling**

DAT has existing processes and procedures for managing their fleet. GPS devices are installed in all vehicles which enable tracking of vehicle Departures, Arrivals and Stops. They have a fully staffed dispatch function that is operated on a 24 hour 7 days a week basis. DAT will not utilize PUSD vehicles in the performance of this contract. Upon award of this contract DAT would work closely with PUSD to develop a work plan that would incorporate the existing systems that DAT has in place with PUSD requirements. A workable system would be developed to meet PUSD needs. DAT Has Onboard Camera System in Every Vehicle For PUSD SPECIAL EDUCATION STUDENT TRANSPORTATION SERVICES.

### **Road Supervision**

DAT would provide a road supervision function to monitor driver and vehicle operations. The supervisors will assist with the provision of enhanced customer services, assist drivers in revenue service, conduct passenger surveys and prepare weekly sample survey summaries in accordance the requirements of National Transit Database (formerly Section 15) reporting requirements (alternative to actual passenger miles' report). DAT road supervisors would complete a DAT formal training program approved by SRVUSD and would be licensed with a valid California Class B Operator's License with proper endorsements. DAT road supervisors would be required to have a current Verification of Transit Training (VTT) certificate prior to entering revenue service. DAT would develop, implement and maintain formal procedures to be used by road supervisory personnel. Road supervision would be scheduled and coordinated by the Project Manager or his/her designee. DAT would ensure that all road supervisors receive Customer Service Training in accordance with the goals and objectives detailed in Exhibit F "Customer Service Training for the Transit Professional

### **Vehicle Scheduling and Dispatching**

Upon award of contract, DAT would provide a fixed number of persons to adequately staff the trip reservation function as well as vehicle scheduling and dispatching functions. These persons would also be responsible for maintaining communications with all vehicles in service and for maintaining the daily dispatch log to be proposed by Contractor. DAT scheduling and dispatching personnel are trained in professional techniques, radio protocol, the ADA law, and in cooperative approaches for working with drivers and passengers. DAT has experienced and trained existing staff for scheduling and dispatch operations. Existing staff will ensure that excellent customer service to Special Education Pupil patrons takes place. DAT is already providing these services and is very familiar with Special Education Pupil rider needs and transit issues. Either DAT staffing shall be graduated based on call volume and trip amount and shall rise or fall based on demand.

DAT Schedulers and Dispatchers are computer fluent and capable of performing their duties in a fast paced, dynamic environment with multi-tasking and at times complex issues

happening concurrently. DAT Dispatchers are expected to communicate any unusual daily occurrences that pose significant service delays as they arise, to DAT managers via email notifications, verbally or by telephone. DAT maintains high standards for customer service. Upon award of contract all DAT staff would receive Customer Service Training in accordance with the goals and objectives detailed in Exhibit E "Customer Service Training for the Transit Professional." Upon award of contract, DAT will have discussions with SRVUSD regarding the use of the Trapeze, or equivalent substitute, SRVUSD's computer aided Special Education Pupil dispatch system. DAT scheduling and dispatch operations are capable of accommodating both advance reservation and requests for immediate service and of integrating all demand for service into efficient vehicle tours which maximize productivity and assure service quality to levels described in this Scope-of-Work. DAT is an experienced transportation company and will maximize service productivity under the terms of this contract by distributing vehicle resources in correspondence with passenger demand for service to achieve minimum performance levels as established in the Service Qualities Standards Index.

### **Intelligent Transportation Systems (ITS)**

DAT has a vehicle monitoring system (GPS), Dispatch software and other in-house techniques for providing this type of data on traffic flow. DAT would welcome discussions with PUSD in the selection process or post award to negotiate how this facet of operations can be provided in a win-win fashion for both parties.

### **Performance Security and Insurance**

DAT is a fully insured transportation business and understands the rigors of providing insurance coverage for transportation fleets. DAT has an ongoing relationship with a licensed Insurance Broker. At the award of contract, DAT would make any and all arrangements for Insurance, Bonds, and Cashier's checks as need to satisfy the requirements of this contract.

### **Creative Ideas**

- ❖ DAT will operate Special Education Pupil services.
- ❖ If awarded this contract, DAT will recruit for and hire a fleet manager to monitor Special Education Pupil activities.
- ❖ DAT will provide supervisory oversight of drivers through ride-a-longs at periodic intervals to confirm Quality of Service.
- ❖ DAT will require that all Special Education Pupil service drivers be CPR qualified.
- ❖ DAT will continue to provide drivers that are fluent in many languages.

## **Employee Benefits and Safety Programs**

(Excerpts from DAT Training Manual)





# JANUS V2 HD

## Features

- ▶ **WDR Support: Wide Dynamic Range**  
Clear Video Quality
- ▶ **Voice Guide**  
Provides “ voice” notifications on conditions of device
- ▶ **SD Card Auto Recovery Function**
- ▶ **Google Maps**  
Now with Visible Tracking
- ▶ **Resolution**  
1280 x 720 p / 30fps
- ▶ **Built-In Wi-Fi**



Item	Spec	Remark	Item	Spec	Remark				
Main body	CPU	ARM Cortex-A5	NVS3310(Nextchip)	Front view Camera	Lens type	Board Type	29M316200FT-2MP-BIF		
	RAM	2Gb DDR3 SDRAM	K4B2G1646C-HCK0/EM6GD16EWXA		Image sensor size	1/3"	OV10633(Omnivision)		
	Program Memory(STORAGE)	1Gb NAND Flash Memory	S34ML01G1(Spansion)		Resolution	1280 X 720, 800 X 450			
	OS (In Device)	Embedded Linux			Special Function	WDR(Wide Dynamic Range)			
	Button	Emergency	Emergency(Multi Funtion)		Viewing angle(D)	130'			
		WIFI AP/CLIENT	Long Press		LUX	F : 2.5			
	DISPLAY	Channel	2 channels		Pixel	1M Pixel			
		LED	Power, Recoding, GPS		FPS	30fps			
	GPS	External GPS	Built-in Bracket		Like Janus V2	Internal view camera	Lens type	Board Type	27M296200FT-2MF-IR
	LBP	Built-in	O		Image sensor size		1/3"	OV10633(Omnivision)	
		Low Battery Protector	Power off below 11.8V	Resolution	1280 X 720, 800 X 450				
	Port	GPS	φ 2.5 Phon Jack(External)	Special Function	WDR(Wide Dynamic Range)				
		SD Slot	SDHC	Viewing angle(D)	About 130'				
		AV-OUT	φ 3.5 Phon Jack	LUX	F : 2.5				
	USB	External SD	Simultaneous recording	Pixel	1M Pixel				
	Etc.	MIC	O	FPS	30fps				
		Speaker	O	IR	10 IR				
		RTC	O	Power supply	Cut Off Voltage		DC30V		
	REC	Recording	Live		Operation	DC12V ~ DC24V			
		Motion Detect	O	Power consumption	500mA				
Video compression		H 264	Temperature	Operation	-5 ~ 60°C				
		Storage		-20 ~ 70°C					

THIS DOCUMENT HAS A TRUE WATERMARK AND VISIBLE FIBERS DISCERNIBLE FROM BOTH SIDES



NON TRANSFERABLE  
LICENSE NUMBER  
**81233**

BUSINESS ADDRESS  
7063 COMMERCE CIR STE CD

OWNER(S)  
ALI AKBARI

BUSINESS NAME  
ATTN: DE SOTO CAB  
MAILING (TAXI OWNER/DRIVER)  
ADDRESS 7063 COMMERCE CIR STE CD  
PLEASANTON, CA 94588-8013

POST IN CONSPICUOUS PLACE

TYPE OF BUSINESS

TAXI COMPANY

PD PermExp-10/08/23

**EXPIRATION  
12/31/2019**

KEEP FOR YOUR RECORDS  
BUSINESS TAX RECEIPT  
License No. **81233**  
Date Pd. **06/13/2019**

Total: \$116.50

This license does not constitute permission to operate at the stated business location until there is compliance with all city ordinances including zoning, health, building and fire, and other federal, state and county regulations.

THE CITY OF



THIS DOCUMENT IS ALTERATION PROTECTED AND REFLECTS FLUORESCENT FIBERS UNDER UV LIGHT

# PROPOSAL FORM

## Complete and return with proposal

It is the intention of Pleasanton Unified School District that all proposals received will be compared to each other on a fair and impartial basis. The following computation is designed to accomplish this purpose. The computations noted herein are not intended to represent the actual transportation program that will be adopted by the District. This proposal form is for the purpose of providing a reasonable and fair method for comparing proposals. The Unit Prices listed will be used to establish Contract charges, if and when Pleasanton Unified School District enters into an agreement with the Proposer

Please provide the following:

Passenger Vehicle-Ambulatory

Passenger Vehicle –Non-Ambulatory

Rate per Mile                   \$ \$2.50

Rate Per Mile                   \$ \$2.50

Minimum Trip Charge       \$ 20.00

Minimum Trip Charge       \$ 50.00

Cancellation Charge       \$ 0

Cancellation Charge       \$ 0

DeSoto Cab Company LLC.

Legal Name of Entity Presenting Proposal

Ali Akbari

Name of Authorized Principal (printed)



Signature of Above Authorized Principal

09/30/2019

(925) 485-0101

Date

Contact Phone

367 Earhart Way Livermore CA, 94551

Address

ali.akbari@desotocabs.com & desotocab@yahoo.com

Contact Email

# PROPOSER'S QUESTIONNAIRE

## Complete and return with proposal

### TO THE PROPOSER:

The following Proposer's Questionnaire is a part of the proposal. Receipt of any proposal without this completed questionnaire will be basis for rejection of the proposal. The questionnaire must be filled out accurately and completely and submitted with the proposal. Any errors, omissions or misrepresentation of information may be considered as a basis for the rejection of the proposal and may be grounds for the cancellation of any agreement executed as a result of the proposal or proposals involved. The District will consider, but will not be limited to, the information provided herein for evaluating the qualifications of the Proposer and its organization to carry out satisfactorily the terms of the Contract.

Please be sure to make additional copies of any parts of the Proposer's Questionnaire before filling them in. You need not use the actual Proposer's Questionnaire form; however, each Proposer must address all the questions. Any separate sheets should be attached to this Proposer's Questionnaire, and should clearly identify the responsive items in the Questionnaire addressed on each separate sheet.

### I. DESCRIPTION OF PROPOSER'S ORGANIZATION

1. Name of Entity Presenting Proposal: DeSoto Cab Company LLC.
2. Name of Authorized Principal of Entity:  
Ali Akbari
3. Address of Entity: 367 Earhart Way Livermore CA 94551
4. Telephone Number of Entity: (925) 485-0101
5. Corporation? Yes  No 
  - a. Corporation (List officers and positions)  
Ali Akbari ( President )

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b. State in which incorporated: California

c. If Proposer's corporation is a subsidiary, give name and address of Parent Corporation.

Parent Firm Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

6. Partnership? Yes \_\_\_\_\_ No

a. List partners' names and address:

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b. Individual proprietorship? Yes \_\_\_\_\_ No \_\_\_\_\_

II. **NATURE OF OPERATIONS**

A. How long have you been engaged in the pupil transportation business under present business name? Number of years: 12 years

B. Are you currently, or have you ever, provided transportation services for special education pupils, including transportation of ambulatory and non-ambulatory students and other students with disabilities?

Yes  No \_\_\_\_\_ Number of years 12 years

C. Do you currently contract, or have you ever contracted, to provide special education pupil transportation, including transportation of ambulatory and non-ambulatory students and other students with disabilities, for any school district or County Office of Education in the State of California?

Yes   X   No            Number of years   12 years  

If "yes," please provide the following information on each of the contracts (to supply special education pupil transportation services) that you have had with California school districts or County Offices during the last five years:

1. Name and Location of School District or County Office;
2. Name and phone number of a contact person;
3. Number of students transported daily;
4. Beginning and ending date of contract;
5. Was contract canceled for any reason? If so, why?

- D. What is your guaranteed response time to contact from District personnel?
- E. How long does it take to set up transportation for a student, starting from the day you receive the request in writing from the District?
- F. Describe the process you use for notification if one of your vehicles is going to be late for their scheduled pick up or drop off times.

III. **MANAGEMENT AND ADVISORY PERSONNEL**

Describe the organization of your company including but not limited to the following:

1. Company executives – names and titles;
2. Management personnel who would be involved with implementing and working with this Contract – names and titles, addresses, tenure with your firm, related experience and brief description of responsibilities;
3. Personnel who would be directly involved with the daily operations of this Contract – names and titles, tenure with your firm, related experience and

brief description of responsibilities;

4. Driver training and evaluation personnel – names and titles, tenure with your firm and related experience.

IV. **DRIVER PERSONNEL**

- A. State the number of passenger vehicles now in your regular employment:

52

- B. Describe the following as they relate to your passenger vehicle driver selection process:

1. Reference checking procedures
2. Driver testing procedures

- C. Describe your passenger driver training program including, but not limited to, the following:

1. Original training
2. In-service training
3. Training on transportation services for students with specific disabilities or behavior issues.

- D. Describe any current or proposed driver motivation and discipline programs.

V. **SAFETY PROGRAM**

- A. Describe the essential features of your current safety program for drivers including but not limited to the following:

1. Number of annually scheduled safety meetings;
2. Name and title of persons responsible and their related experience;

3. Passenger vehicle accident rate for preventable and non-preventable accidents per thousand miles of operations.

B. Have any of your passenger vehicles been involved in accidents involving injuries or death in the past five (5) years? If so, please explain.

VI. **VEHICLE INFORMATION**

Please attach a table on a separate sheet describing the passenger vehicles that will be provided for the Contract and indicate the following:

A. Vehicles to be furnished.

1. Make of chassis
2. Make of body
3. Model
4. Type
5. Year of manufacture
6. Air-Conditioning

B. If you do not currently own all the equipment necessary to perform the Contract, describe how you plan to acquire such equipment, and provide the timeline for such acquisition, including, if necessary confirmed purchase orders and delivery letters from manufacturers.

VII. **FUEL PURCHASE**

Please indicate by what method (drop shipment, card lock, etc.) you will be purchasing at least 75% of the fuel to be used in servicing this Contract.

VIII. **PREVENTIVE MAINTENANCE AND MECHANICAL REPAIR**

A. Describe your current program and schedule for the preventative maintenance and repair of passenger vehicles. Description should include, but not limited to, the following areas:

1. Location of the maintenance facilities you propose to use if awarded this Contract and the time required to become operational;
2. Name and title of personnel responsible for the management of the facility and their related experience;
3. Method of evaluating road failures or vehicle break-downs and procedures to reduce repetitive failures;
4. Number, title and level of experience of personnel who will be employed to service and repair the passenger vehicles.

IX. **FINANCIAL AND CREDIT DATE SUBMITTALS**

A. If requested, will you provide the following financial and credit information? All such information shall be maintained as confidential by the District during the time it considers all Proposals, and all such submitted information will be returned to unsuccessful Proposers following the District's award of the Contract.

1. Credit references, including at least three trade or industry suppliers with whom you regularly conduct business?  
Yes [] No [  ]
2. A Balance Sheet for the past three years?  
Yes [] No [  ]
3. A Dunn and Bradstreet report and a certified financial statement on the net worth of the company?  
Yes [] No [  ]

B. Will you give cash discounts for timely payment of invoices? If so, please specify the terms offered.

X. **INSURANCE**

A. If requested, will you authorize your insurance carriers to furnish in writing your accident loss ratio and workers' compensation loss ratio for the past three years?

Yes [] No [  ]

B. Please list the name(s) of your insurance carrier(s).

COMPANY: OBI National Insurance Company

ADDRESS: 605 highway 169 north suite 800 Plymouth, MN 55441

COVERAGE: \$1,000,000.00 Coverage

CONTACT PERSON: Tom 530-888-7300

XI. **EXPERIENCE**

Please provide any other information or data that shows the experience and qualifications of your firm and/or that ensures that your firm will provide consistent and high-quality transportation services to the Director of Transportation.

XII. **ALCOHOL & DRUG POLICY**

Please provide a copy of your company's policy regarding the use by employees of alcohol and illegal drugs.

XIII. **OTHER**

I, the undersigned, hereby certify that I am a representative of the firm named below, and am duly authorized to execute contracts on behalf of the firm. I further hereby certify that all of the information presented in answer to the questions contained in this Proposer's Questionnaire is complete and accurate to the best of my knowledge. I understand that if the District awards a Contract for special education transportation services to my firm, the information and commitments made within this Proposer's Questionnaire will become part of the Contract between the District and my firm.

I declare, under penalty of perjury under the laws of the State of California, that the information set forth herein is true and correct and of my own personal knowledge.

Desoto Cab  
Name of Firm

ali akbari

Authorized Agent

        *Owner*        

Title

        *9/30/19*        

Date

# NONCOLLUSION DECLARATION

Complete and return with proposal

The undersigned declares:

I am the owner (title) of Desoto Cab Colle. (company name), the party making the foregoing proposal.

The proposal is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation. The proposal is genuine and not collusive or sham. The Proposer has not directly or indirectly induced or solicited any other proposer to put in a false or sham proposal. The proposer has not directly or indirectly colluded, conspired, connived, or agreed with any proposer or anyone else to put in a sham proposal, or to refrain from bidding. The proposer has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the proposal price of the proposer or any other proposer, or to fix any overhead, profit, or cost element of the proposal price, or of that of any other proposer. All statements contained in the proposal are true. The proposer has not, directly or indirectly, submitted his or her proposal price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, proposal depository, or to any member or agent thereof, to effectuate a collusive or sham proposal, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a proposer that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the proposer.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on 9/30/19 [date], at Pleasanton [city], California [state].



Signature

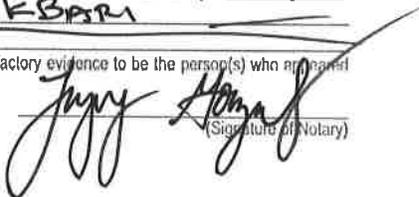
Ali Akbari

Name (printed)

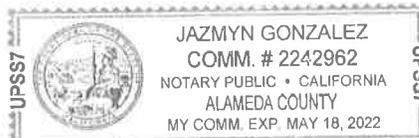
Notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

STATE OF CALIFORNIA COUNTY OF Alameda  
Subscribed and sworn to (or affirmed) before me on this 30 day of sep  
2019 by ALI AKBARI

proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.



(Signature of Notary)



# RECEIPT OF REQUEST FOR PROPOSAL (RFP) AND ADDENDA

**Complete and return with proposal**

Upon return of the completed RFP for Legal Services, the proposer shall acknowledge receipt of the RFP, all supporting documents, and all addenda. It is the proposer's responsibility to check the District website at <http://go.pleasantonusd.net/bids> for addenda. Failure to acknowledge all issued documentation may be grounds for deeming the proposer non-responsive.

Please list each document received and initial where indicated.

Document Name	Initial
1 RFP dated <b>September 6, 2019</b>	
2 Addendum 1 (if applicable)	
3 Addendum 2 (if applicable)	
4 Addendum 3 (if applicable)	
5 Addendum 4 (if applicable)	
6 Addendum 5 (if applicable)	
7 Addendum 6 (if applicable)	
8 Addendum 7 (if applicable)	

I, the undersigned, on behalf of the (proposer) certify that I have received all documents listed above.

  
\_\_\_\_\_  
Signature

9/30/19  
\_\_\_\_\_  
Date

owner  
\_\_\_\_\_  
Title

# PROVIDER'S CERTIFICATE REGARDING WORKERS' COMPENSATION

Complete and return with proposal

Labor Code Section 3700:

Every employer except the State shall secure the payment of compensation in one or more of the following ways:

(a) By being insured against liability to pay compensation in one or more insurers duly authorized to write compensation insurance in the State.

(b) By securing from the Director of Industrial Relations a certificate of consent to self-insure, which may be given upon furnishing proof satisfactory to the Director of Industrial Relations of ability to self-insure and to pay any compensation that may become due to his employees?

I am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for worker's compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this Agreement.

Signature: 

Name: Ali Akbari

Provider/Firm Name: StateFund

Date: 09/30/2019

(In accordance with Article 5 (commencing at Section 1860), Chapter 1, Part 7, Division 2 of the Labor code, the above certificate must be signed and filed with the awarding body prior to performing any work under this Agreement.)



# CONTRACT

## Complete and return with proposal

This Agreement is entered into by and between the Pleasanton Unified School District, hereinafter referred to as "District", and

---

hereinafter referred to as "Proposer".

In consideration of the promises and mutual covenants contained herein, it is agreed between the parties as follows:

### I TERM

The term of this Agreement shall be from November 1, 2019, through June 30, 2020. All indemnification provisions contained in the Agreement shall survive beyond the expiration of the Agreement, and each additional one-year term. The Agreement may be renewed for three additional one-year terms.

### II WORK

Proposer shall perform and render all services as prescribed and required by all documents forming a part of the proposal package and any other documents signed by both parties relating to the subject matter of the Agreement, all of which are incorporated by reference as though set forth in full herein.

### III NON-FUNDING

Notwithstanding any other provision to the contrary, if for any fiscal year of this Agreement the Board of Trustees for any reason fails to appropriate or allocate funds for future payments under this Agreement, the District will not be obligated to pay the balance of funds remaining unpaid beyond the fiscal period for which funds have been appropriated and allocated.

### IV TERMINATION

This Agreement may be terminated by the District for any reason or no reason upon thirty (30) days' written notice to Proposer. The District's right to terminate under this paragraph shall be in addition to any other rights reserved to District under this contract.

V  
COMPENSATION

Proposer shall be compensated for the performance of its obligations under this Agreement as specified in the response to the RFP, incorporated herein by reference, and any other negotiated contract terms.

VI  
CONTRACT DOCUMENTS

This Agreement shall include the terms and conditions specified in all documents forming a part of the proposal package, and any other documents signed by both parties relating to the subject matter of the Agreement, all of which are incorporated by reference as though set forth in full herein.

VII  
ENTIRE AGREEMENT

This Agreement constitutes the entire agreement between the parties. There are no understandings, agreements or representations not specified in this Agreement. Proposer, by execution of the Agreement, acknowledges Proposer has read the Agreement, understands it, and agrees to be bound by its terms and conditions.

In Witness Whereof, the parties have caused this Agreement to be executed on their behalf by their fully authorized representatives.

DeSoto Cab Company LLC. (firm name) \_\_\_\_\_

PLEASANTON UNIFIED SCHOOL DISTRICT \_\_\_\_\_

Signature  \_\_\_\_\_

Signature \_\_\_\_\_

Name Ali Akbari \_\_\_\_\_

Name \_\_\_\_\_

Title Owner \_\_\_\_\_

Title \_\_\_\_\_

Date 09/30/2019 \_\_\_\_\_

Date \_\_\_\_\_

Approved by the PUSD Board of Trustees on \_\_\_\_\_

Item No. \_\_\_\_\_

# currb

Mobility | Systems | Media

# Product Overview

May 2018

We enable the transportation  
network of tomorrow to efficiently  
move, charge, and engage people  
in transit across the globe.

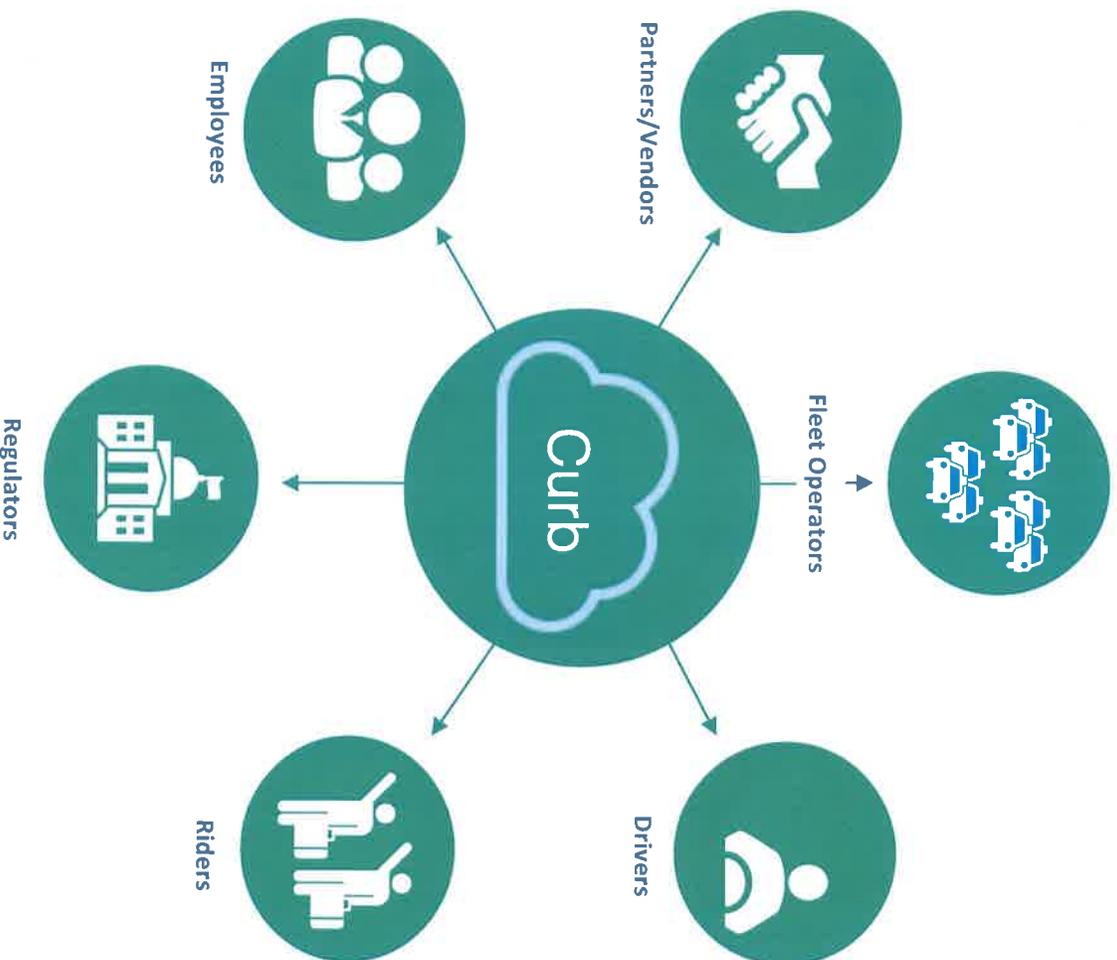
curb

## Curb Mobility Overview

- Approximately 100,000 vehicles across the Curb network in US, Canada, Mexico, UK, Ireland and Scotland.
- Over 68,000 taxis equipped with Curb payment terminals
  - Approximately 20,000 vehicles (with third-party payment terminals) connected to Curb Mobile Platform
- Over \$2B in annualized GMV and Q4 2017 run-rate of 180M annual passenger trips
- 135 dedicated employees
- Active in more than 100 US cities and 6 countries with many additional global markets under consideration
- A seasoned and pioneering management team growing the business globally



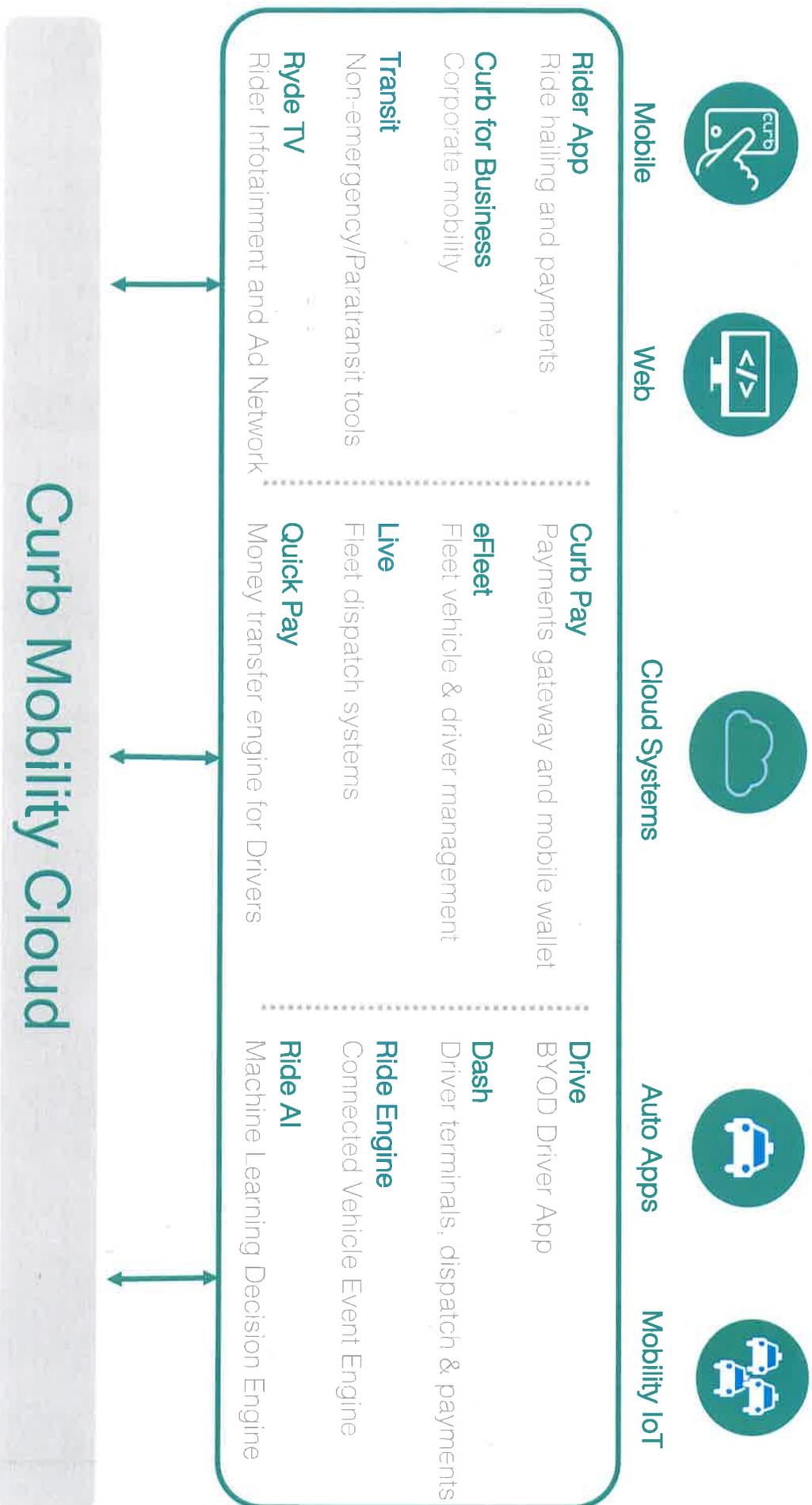
# Curb - Positioned to Drive the Mobility Ecosystem



We are creating a comprehensive mobility platform for **operators** to efficiently manage their vehicles and drivers, for **regulators** to be informed and establish guidelines, for **service providers** to deliver sustainable, future-proof solutions, and for **riders** to have an effortless transit experience.

We are providing our partners with opportunities to efficiently connect with audiences to meet their business goals, as well as provide riders and the public with relevant local content and advertising to help them stay connected on the go.

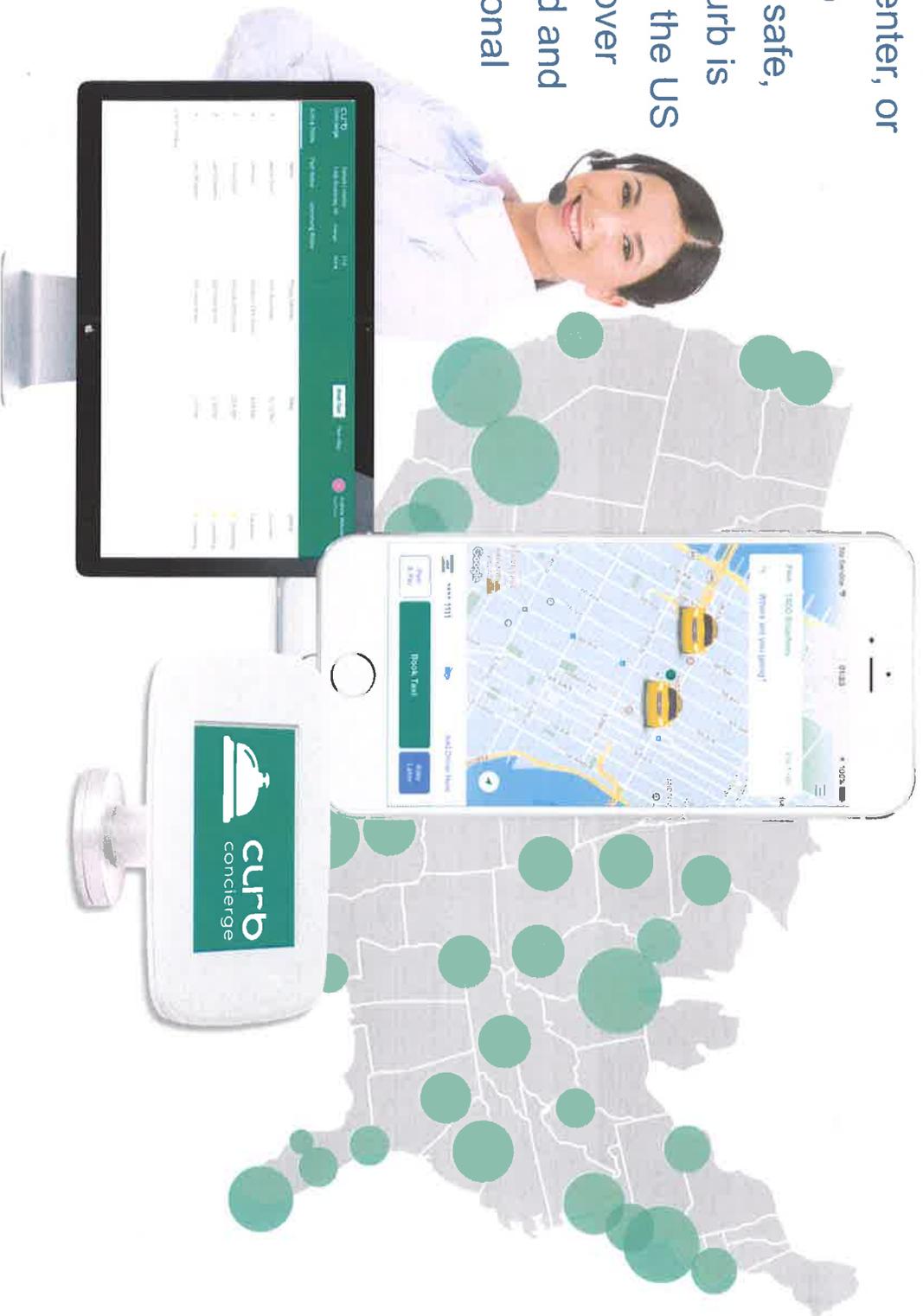
# Comprehensive Product Portfolio



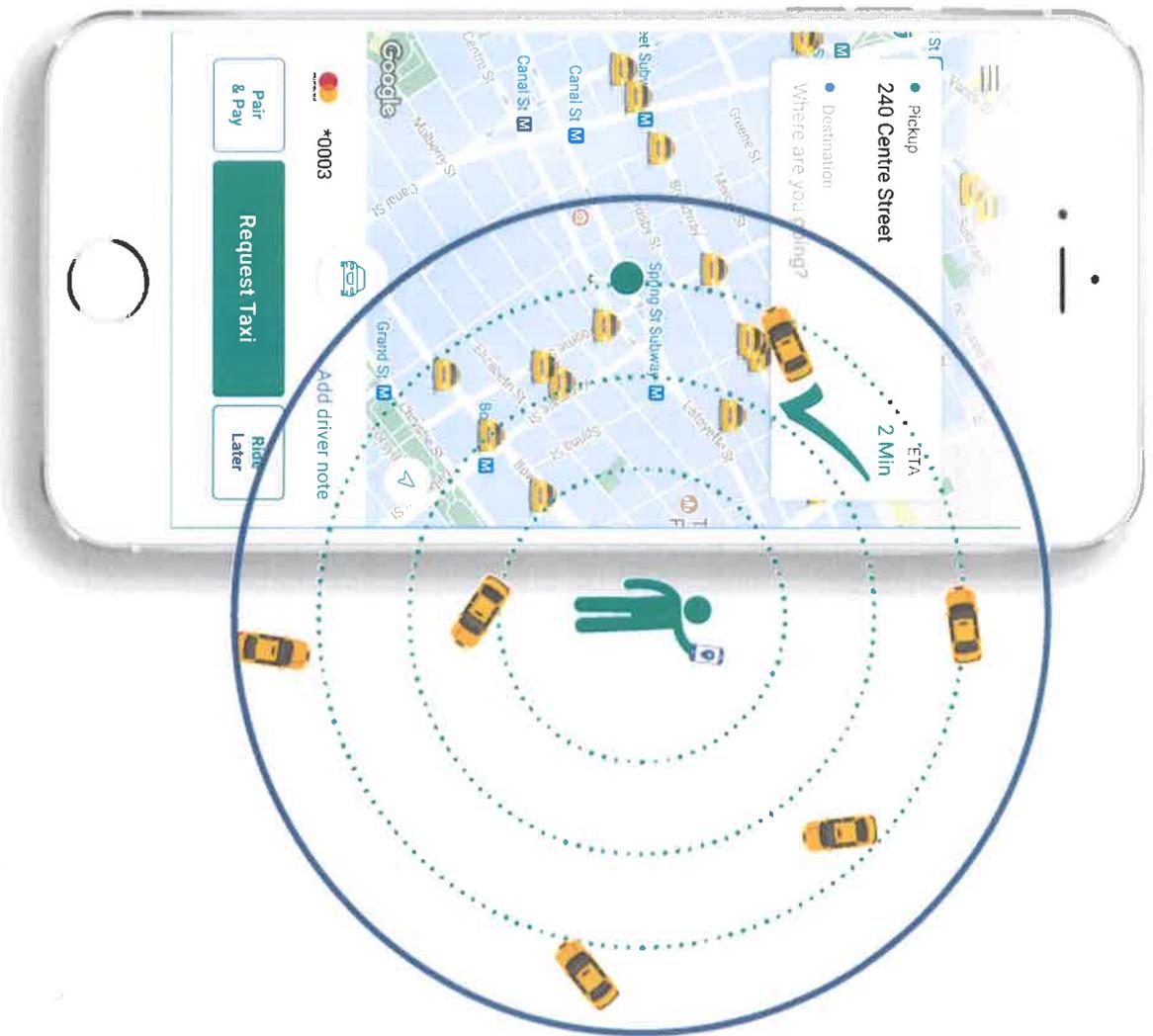
# Product Highlights

# The Curb Product Suite

Whether you book by app, web, call center, or Concierge, Curb connects you to safe, reliable rides. Curb is available across the US and works with over 100,000 licensed and insured professional drivers.



# The Curb Mobile App



Curb is the **#1 taxi app in the US** that brings an easy, seamless hailing and payment experience to taxi rides. Curb connects over 100,000 drivers to millions of passengers.

Sophisticated algorithms route ride requests to not only the closest, but to the most reliable drivers on the Curb network, ensuring a high-quality ride every time.

The popular **Pair & Pay** feature brings the ease of Curb payment to riders, even if they don't hail their ride with the app. Thousands of passengers use Pair & Pay each day in New York City alone.

# Curb for Business

The **Curb for Business** tool allows corporate clients to manage employee taxi travel in a single, powerful dashboard.

## Assign users to a corporate account

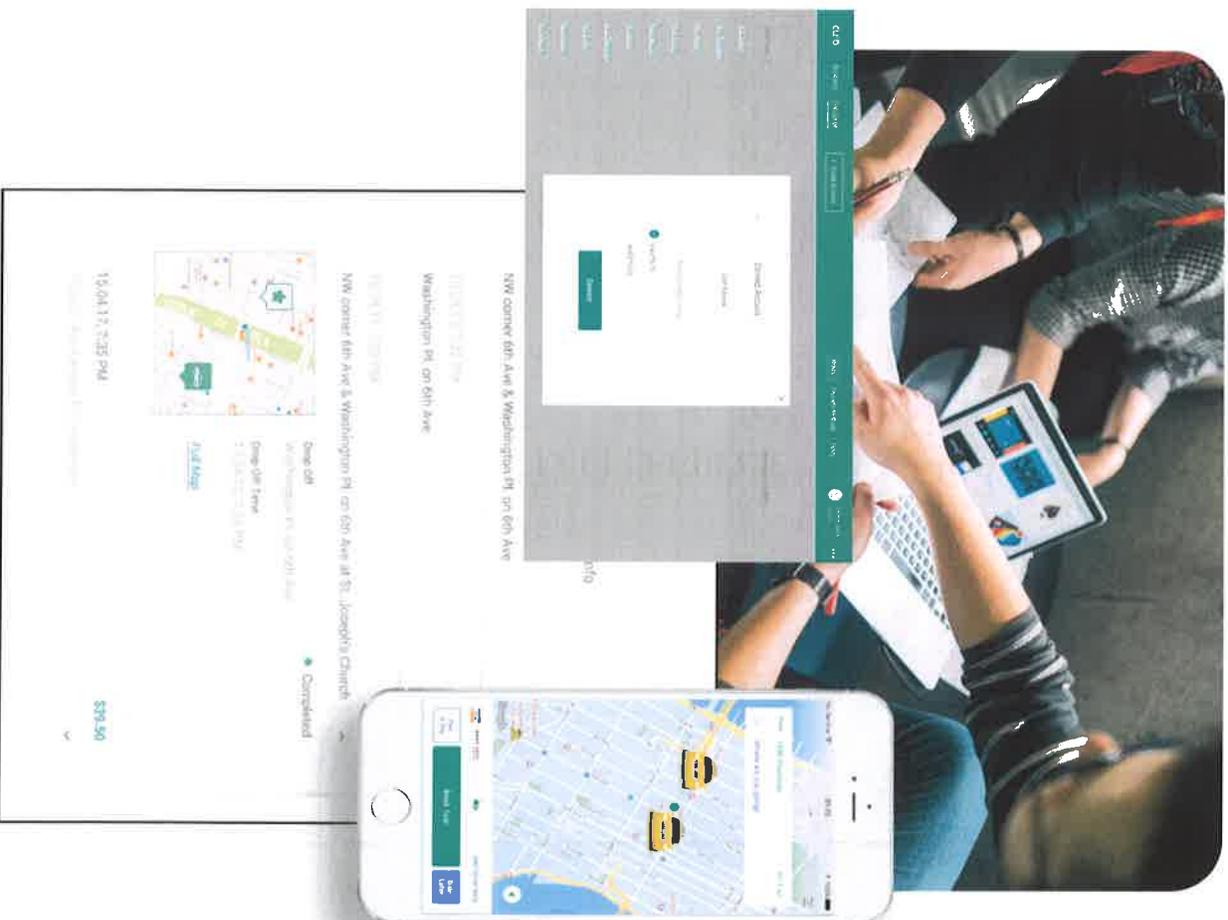
Add a corporate payment method and designate employees to use that method for business rides.

## Manage your budget and keep costs down

Set max ride or spending limits for each employee to stay under budget and track employee rides and fares.

## A flexible solution

Employees can book a Curb ride through a number of channels – including a mobile app or web portal. You can also book rides for your employees via our Concierge portal, making getting home from late night meetings easier than ever.



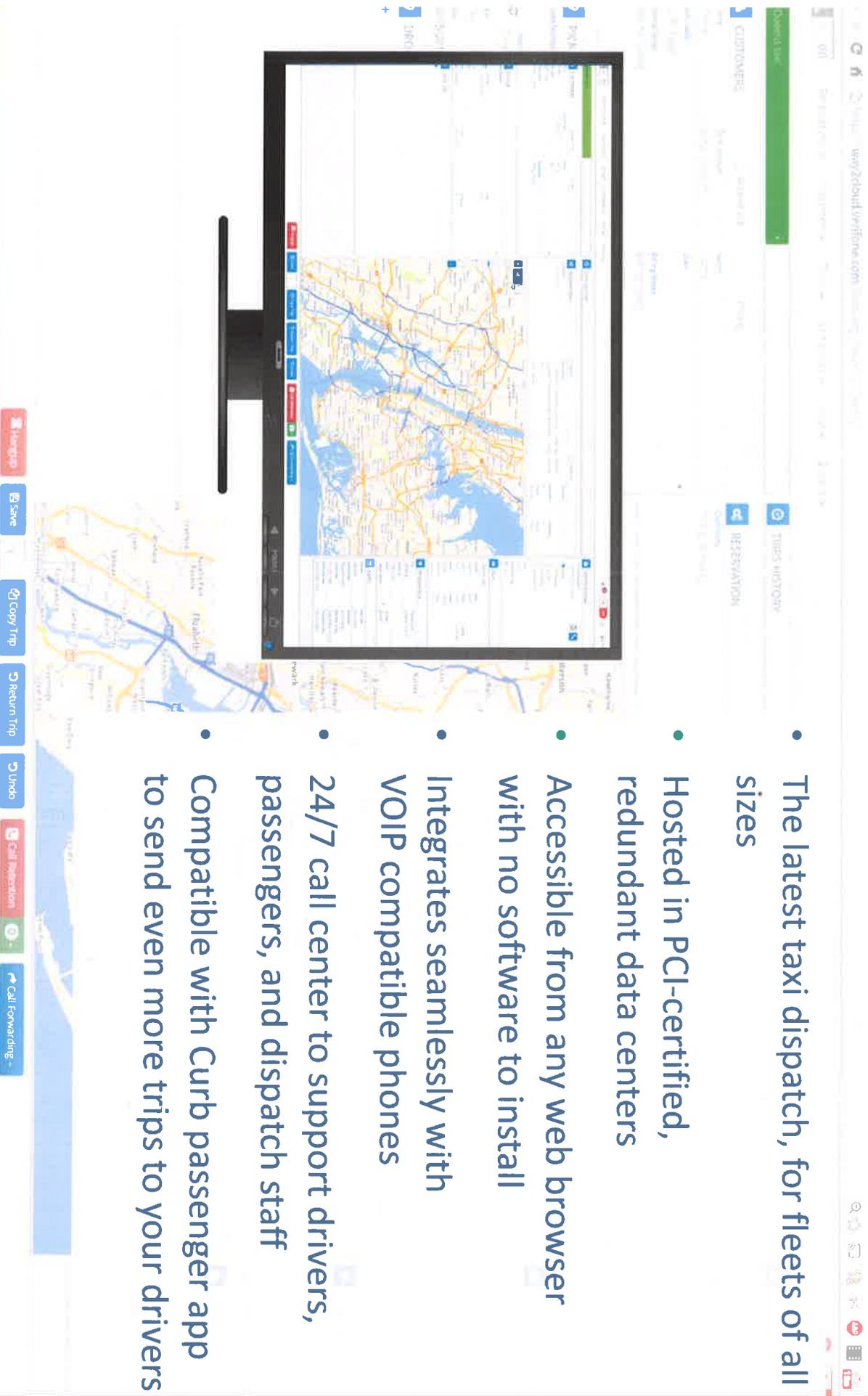
# RYDE Marquee



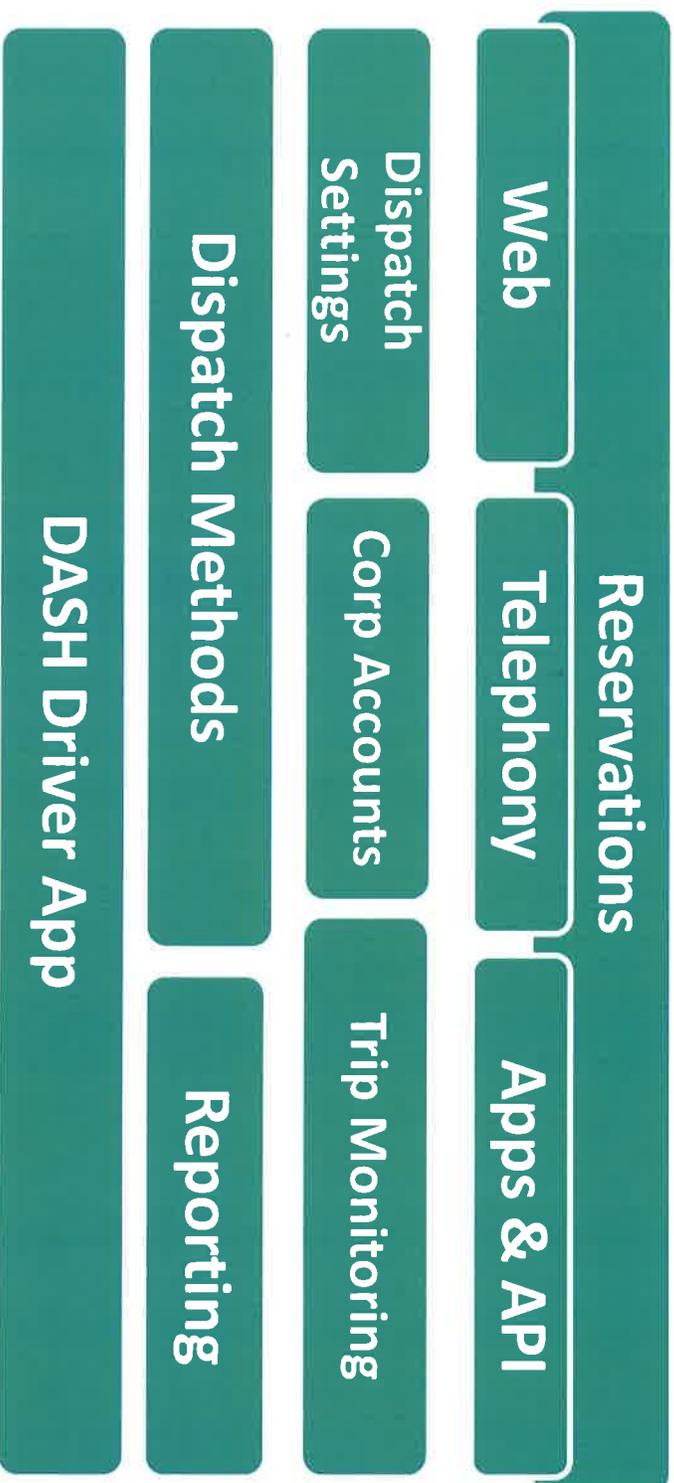
- POS solution with integrated card swipe, EMV, and NFC/Apple Pay
- Integrates wirelessly to DASH V8 and DASH BYOD
- ADA-complaint high-resolution touchscreen
- Electronic signature capture
- Multi-language support
- USB charger for passenger convenience
- 7” full-featured, headrest-mounted PIM

# Way2Cloud Dispatch

- The latest taxi dispatch, for fleets of all sizes
- Hosted in PCI-certified, redundant data centers
- Accessible from any web browser with no software to install
- Integrates seamlessly with VOIP compatible phones
- 24/7 call center to support drivers, passengers, and dispatch staff
- Compatible with Curb passenger app to send even more trips to your drivers



# Way2Cloud Dispatch



## Feature Rich

- Includes essential features for state of the art dispatch

## Scalable

- Built from the ground up as a cloud offering

## Reliable

- Hosted in redundant PCI compliant VTS data centers

## Flexible

- Expandable configuration settings and API



# Curb Call Center

- Call Center Services
- Complement existing operations and assist fleets in managing their costs
- 25 dedicated call center staff and growing with 24/7/365 operations
- Supporting fleets, drivers & passengers
- General assistance, receipts, lost & found



# DASH – V8 and BYOD

DASH is a **next generation driver platform** that makes accepting trips, hiring a meter, and managing payments fast and easy.

The platform operates on our V8 tablet or on a “Bring Your Own” Android device. With features like a digital meter, navigation, multi-language support, and integration with Curb dispatch and payment solutions, DASH is a lightweight, powerful tool for any for-hire driver.



# DASH – Digital Meter Feature

Coupled with a TX76 meter, our DASH system provides a secure and easy-to-use digital meter experience for drivers.

The platform is designed to prevent tampering or driver manipulation, ensuring an accurate fare for each trip based on time/distance or a designated flat fare.

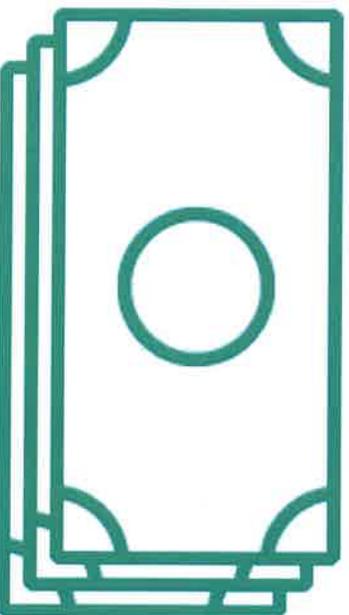
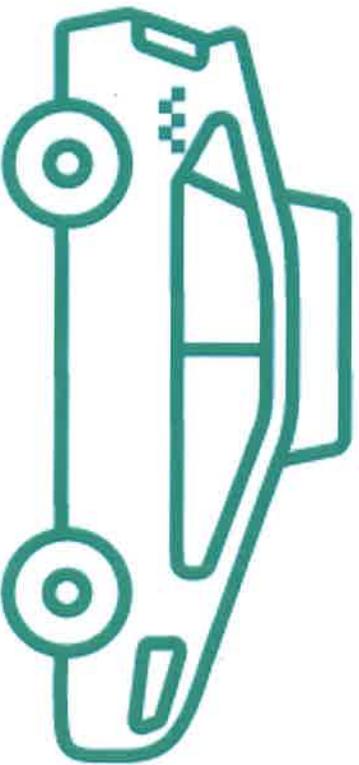


## Flat Fares

Our powerful DASH platform will soon allow for flat rates. Flat rates are determined by a Google call, which provides the time and distance between a pick-up and drop-off location. That allows the system to set the best base rate, minimum fare, etc. We can also manually set rates by market and service type or by time of day or day of the week.

Flat rates can also be set for “geo zones” (e.g., from Downtown LA to LAX) and can change based on demand. This allows for taxi drivers to better compete with Uber and Lyft during times of “surge pricing”.

Tolls and surcharges are auto-detected during a flat rate trip and added to the final fare.



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