



Cape Ann Transportation Authority  
Administrator - Felicia S. Webb

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**Cape Ann Transportation Authority  
Request for Proposal  
Automatic Passenger Counters  
RFP 2026-03  
Amendment #1  
Issued April 1, 2026**

The RFP reads like you would like CAD/AVL capabilities along with the APCs but doesn't address that as part of the scope. Do you have a current CAD/AVL system, or would that tracking ability be necessary to include in the bid?

***For this RFP, no CAD/AVL system is required.***

Shall all submitters include pricing for 10% spare equipment?

***The '1 Additional Unit' on page 2 of Appendix C (Price Proposal Form) is for additional spare equipment. Pricing should be reflective of the quantities of vehicles indicated.***

Should proposers assume that all vehicles listed in the fleet inventory are included in the APC deployment scope?

**Yes**

- a. If yes, would CATA please confirm how many vehicles have one passenger door?

***21 single door***

- b. How many vehicles have two passenger doors?

***13 two door***

- c. Are any vehicles equipped with three passenger doors and, if so, how many?

***0 three doors***

Will CATA accept electronic proposal submissions in lieu of the hard -copy submission requirements? If so, please confirm the preferred submission method and email address?

***One hard copy and one electronic copy are required. The electronic copy may be submitted to Felicia Webb, Administrator, at [webbf@canntran.com](mailto:webbf@canntran.com).***

Is CATA exempt from sales tax for this procurement?

***Yes- CATA is exempt from MA Sales Tax.***

If CATA is tax exempt, will a tax exemption certificate be made available to the awarded vendor?

***Yes, a certificate will be provided.***

For installation planning purposes, how many vehicles should the selected vendor expect to have available for installation at any one time?

- a. During normal business hours: ***3-5 vehicles when the shop is open (5am-7pm M-F, 8am-7pm Sat)***
- b. Outside of normal business hours: ***none when the shop is closed***

Please confirm the installation environment at CATA's Gloucester facility, including whether work will be performed in an outdoor lot, covered area, maintenance garage, or another location.

***The installations can be performed in CATA's maintenance area (enclosed bus storage facility).***

Would CATA please clarify the requirement in Section 1.l stating, "The system will have a monitor/LED system to indicate the current passenger count"?

***There needs to be some type of indicator of APC System Health and or Functionality. Actual counts can be provided through a report.***

- a. Is it CATA's intent that the current passenger count be visible to the operator on the MDT or another onboard display?

**No**

- b. If not, please clarify the agency's intended use and preferred location for this indicator.

***There needs to be some type of indicator of APC System Health and or Functionality. Actual counts can be provided through a report.***

Does CATA currently have an active Automatic Vehicle Location (AVL) system on CATA buses? If so, please pass along the name of the AVL system supplier.

***AVL is provided through Samsara for internal dispatch and maintenance use.***

On Page 9, Section 10 a – Should the completion date be September 1, 2026 rather than September 1 2025?

***Yes, completion date of September, 1, 2026.***

For certification of the APC system for NTD reporting, will CATA execute the Manual Ridechecks on the approx twenty (20) CATA revenue service Trips, or, should the APC supplier include the costs of Manual Ridechecks in their proposals?

***CATA will complete the manual ridechecks required for NTD certification***

Operationally, does CATA assign the same Bus Number to the same Route/Run each day?

***No, it should be assumed that different buses are used each day.***

Please provide any CATA constraints/preferences relative to installation of 3-5 APC systems on CATA buses each day. (Bus Availability, Time Window, Days of Week)

***3-5 vehicles when the shop is open (5am-7pm M-F, 8am-7pm Sat)***

Are CATA buses equipped with Bicycle Racks? If so, please provide the manufacturer and model number.

**Yes, Sportworks DL2**

How many schedule changes take place each year?

**There are two normal schedule changes each year, Fall/Winter (school schedule) and Summer (non-school schedule). Other changes may occur due to operational needs but are not common.**

Does CATA have a consultant that created the APC RFP and will support the APC implementation? If so, please pass along the name of the consulting firm.

**CATA may have additional consulting support. Information will be provided upon award**

What third-party applications would CATA expect APC data to support?

**See API requirements. No specific applications.**

Are CATA buses deployed in any non-revenue applications such as special events, football shuttles, etc? If so please provide a brief description of the special events.

**Yes, CATA provides special services occasionally. These include emergency busing for the MBTA, New Years Eve service, and other large special events.**

Is reporting expected for both NTD modes that Cape Ann currently reports to the FTA (i.e., Demand Response and Bus)?

**This application will be specific to Fixed Route Service (MB)**

Section III – Scope of Work: Section 1.k. “The system will have a monitor/LED system to indicate to the operator it is online and functioning correctly” – Typically, APC systems are designed to be autonomous and not require any interaction from the bus operator. Is it

CATA's intention that the APC system status be included in the operator pre-trip inspection process?

***There needs to be some type of indicator of APC System Health and or Functionality. Actual counts can be provided through a report.***

Section III 1.l. "The system will have a monitor/LED system to indicate the current passenger county" – Please clarify the objective for such a feature?

Maintenance/diagnostics? Real-time passenger load display to operator?

***There needs to be some type of indicator of APC System Health and or Functionality. Actual counts can be provided through a report.***

Section III 6 & 8: Reference is made to an API allowing data to be displayed "via CATA's website and mobile app, displaying information in real time to keep riders informed" and "to allow CATA to display information to the general public through website, mobile app, or other technology resources". What system(s) does CATA currently use to display vehicle location, heading, on-time performance, etc. data to its customers? Is there a mobile app or website system in place that the APC system should feed into, or does CATA want the APC supplier to provide a mobile app?

***The APC provider should provide the API interface. CATA will provide customer facing sites***

The RFP references two appendices [Appendix E and Appendix F] that are not included in the posted documents on the procurement page of CATA's website. Could you please provide these appendices so we can review them as part of our proposal preparation?

***Appendix E and F will be provided to all registered firms.***

Could you clarify the scheduling data format(s) that will be provided as part of this project (e.g., GTFS, CSV export, API access, or another format)?

***Schedules will be available in GTFS format.***

Regarding cellular connectivity and Real time data transfer, are we correct to assume that, in the event where the option for cellular connection is not retained, an external modem will be made available via an Ethernet connection?

**Yes**