



Westchester Community College

State University of New York

32799

March 13, 2013

To: Board of Acquisition and Contract

From: Joseph N. Hankin
President

Re: Authority to enter into an agreement with Al Sorano d/b/a Al Sorano's Professional Truck Driving School for the provision of driver education training on a fee for service basis for a three (3) year term with the option to extend for an additional one year term.

On January 10, 2013, the Educational Opportunity Center of Westchester Community College ("EOC") issued a request for proposals seeking driver education training for students enrolled in its Emergency Medical Technician, Direct Support Professional, and Commercial Driver's License programs ("RFP"). The RFP was sent to twelve (12) driving schools in the metropolitan area. EOC received four (4) responses but only one (1) proposal. The three other responses were in the form of a "Non-Bidders Response". One said that they had insufficient time to prepare the response even though they had 1 month to prepare the response. The other two said they could not meet the specifications contained within the RFQ, one because they would not send an instructor to the EOC Yonkers site and the other simply stated that they couldn't meet the specifications.

The sole proposal, received from Al Sorano d/b/a Al Sorano's Professional Truck Driving School ("Sorano"), meets the needs of the EOC and complies with the specifications contained in the RFP. The term of the proposed agreement would commence on or about April 1, 2013 and the agreement would continue for 3 years, with the College having the opportunity to extend the term for an additional year at the same pricing, terms and conditions. Sorano shall be paid an amount not to exceed \$255,000 for the initial three year term, payable at the rates contained in Schedule "A".

The public purpose of this agreement is to provide the training required to enable EOC students to obtain a Class D driver's license and/or a Class C and/or B commercial driver's license so that they are able to secure employment that requires related credentials. The value of entering into this agreement will be tracked based on the number of students successfully completing the coursework and receiving the appropriate licenses.

I recommend that you act favorably on the annexed proposed resolution.

JNH:me
Attachment

APPROVED BOARD OF ACQUISITION & CONTRACT - 03/28/2013 - JOMARY VIEIRA, SECRETARY

SCHEDULE "A"

Scope of Services Requested bid

Category A: For Students without Driver's License

(dollar value)

Group Rate: Not to exceed 20 students in group lecture - 6 hours lecture including 5 hour pre-licensing certificate 6 hr defensive driver class.

\$1,800

Individual Rate: 6 hours lecture including 5 hour pre-licensing certificate

\$40

Individual Rate: 10 hours behind the wheel instruction

\$500

Individual Rate: Schedule written and road test including all DMV fees, per individual

\$100

Individual Rate: Road Test (with vehicle)

\$70

Category B: CDL class C license for students with DL

Group Rate: Not to exceed 20 students in group lecture - 6 hours lecture for commercial driver's license & 6 hours defensive drivers' class.

\$3,000

Individual Rate: 6 hours lecture for commercial driver's license (individual)

\$100

Individual Rate: 6 hours defensive drivers class

\$50

Individual Rate: 3 hours behind the wheel instruction in a van (individual)

\$300

Individual Rate: Schedule written and road test including all DMV fees

\$300

Individual Rate: Road Test (with vehicle)

\$180

Category C: CDL class B license w/ Air Brake Endorsement

Group Rate: Not to exceed 20 students in group lecture - 6 hours lecture for commercial driver's license airbrake endorsement.

\$1,000

Individual Rate: 6 hours lecture for air brake endorsement

\$50

Individual Rate: 10 hours behind the wheel instruction (air brake vehicle)

\$1,000

Individual Rate: Schedule written and road test including DMV fees

\$300

Individual Rate: Road test with vehicle (air brake)

\$180

Category D: Cost for an extra road test

Individual Rate: 1 hour instruction and use of vehicle during road test (automobile)

\$120

Individual Rate: 1 hour instruction and use of vehicle during road test (commercial)

\$340

Individual Rate: 1 hour instruction and use of vehicle during road test (air brake)

\$340