

FINANCIAL ASSESSMENT

ITS ADAPTIVE SYNCHRONIZATION PROJECTS SYNCHRO GREEN SYSTEM 2025 PRICES COMPARED WITH
HISTORICAL CITY ITS PROJECTS BID AND SOLE SOURCE COSTS, CURRENT FLORIDA DOT CONTRACT PRICES & VARIOUS CA AGENCY HISTORICAL COSTS

CUBIC ITS SYNCHRO GREEN (SG) ASCT SYSTEM 2025 PRICES			COF 2025		PW922 - ITS Jensen Ave		PW955 - ITS Friant		PW1005 - ITS Clovis		PW1007 - ITS Palm		PW953 - Dynamic Downtown 2		PW1077 - ITS Cesar Chavez		
			Unit Price	Quantity	Total	Quantity	Total	Quantity	Total	Quantity	Total	Quantity	Total	Quantity	Total	*Escalated	
97500-0030	Synchro Green Intersection License	Per Signal	\$ 11,400	12	\$ 136,800	5	\$ 57,000	14	\$ 159,600	5	\$ 57,000	14	\$ 159,600	11	\$ 125,400		
97500-0005	Synchro Green Configuration/Integration	Per Signal	\$ 1,650	12	\$ 19,800	5	\$ 8,250	14	\$ 23,100	5	\$ 8,250	14	\$ 23,100	11	\$ 18,150		
97500-0055	Synchro Green Annual Maintenance Agreement	Per Year	\$ 450	60	\$ 27,000	25	\$ 11,250	65	\$ 29,250	25	\$ 11,250	70	\$ 31,500	55	\$ 24,750		
97500-1045	2070 Training	Per Day	\$ 2,500	2	\$ 5,000		\$ -		\$ -	2	\$ 5,000	0	\$ -	3	\$ 7,500		
97500-1045	Synchro Green Training	Per Day	\$ 2,500	2	\$ 5,000		\$ -	3	\$ 7,500	2	\$ 5,000	2	\$ 5,000	3	\$ 7,500		
96010-1000	ATMS Training	Per Day	\$ 2,500	2	\$ 5,000			3	\$ 7,500	2	\$ 5,000	2	\$ 5,000	3	\$ 7,500		
96806-1000	Support Services for Weekend Plan	Per Day	\$ 2,500	3	\$ 7,500	1	\$ 2,500	3	\$ 7,500	2	\$ 5,000	2	\$ 5,000	3	\$ 7,500		
96806-1000	Support Services for Summer Plan	Per Day	\$ 2,500	3	\$ 7,500	1	\$ 2,500	3	\$ 7,500	2	\$ 5,000	2	\$ 5,000	3	\$ 7,500		
96806-1000	Support Services for Holiday Plan	Per Day	\$ 2,500		\$ -	1	\$ 2,500	3	\$ 7,500	2	\$ 5,000	0	\$ -	3	\$ 7,500		
96806-1000	Support Services for Special Events	Per Day	\$ 2,500		\$ -	1	\$ 2,500		\$ -	2	\$ 5,000	1	\$ 2,500	3	\$ 7,500		
2070-F6330601S10	2070 Controller (1C, 2E+,3E,4A, with V76.15Z)	Per Unit	\$ 4,610	4	\$ 18,440	5	\$ 23,050	14	\$ 64,540	5	\$ 23,050	13	\$ 59,930	11	\$ 50,710		
	2070 TSP Module	Per Unit	\$ 500		\$ -		\$ -			5	\$ 2,500	15	\$ 7,500				
97500-0000	ATMS 2.15 Upgrade	Per Unit	\$ 30,000									1	\$ 30,000				
SUB TOTAL					\$ 232,040		\$ 109,550		\$ 313,990		\$ 137,050		\$ 334,130		\$ 271,510		
TAX					\$ 1,540		\$ 1,925		\$ 5,389		\$ 1,925		\$ 5,004		\$ 4,234		
TOTAL CUBIC ITS INC. SG ASCT SYSTEM 2025 QUOTED PRICES					\$ 233,579.74		\$ 111,474.68		\$ 319,379.09		\$ 138,974.68		\$ 339,134.16		\$ 275,744.29		
CONTINGENCY 5%					\$ 11,602		\$ 5,478		\$ 15,700		\$ 6,853		\$ 16,707		\$ 13,576		
TOTAL CUBIC ITS INC. SG ASCT SYSTEM 2025 QUOTED PRICES & CONTINGENCY					\$ 245,000		\$ 117,000		\$ 335,000		\$ 146,000		\$ 356,000		\$ 289,000	\$ 300,000	
PER UNIT CUBIC ITS SG ASCT 2025 PRICES					\$ 20,400		\$ 21,900		\$ 22,400		\$ 27,000		\$ 23,900		\$ 26,300	\$ 27,300	
COF HISTORICAL PROJECT COSTS			COF 2025	PW509 Shaw Bid (2012)		PW879 DD1 (2021) PO77718		PW809 - Blackstone (2021) PO77719		PW810 - BS-Friant (2021) PO77716		PW811 - Ventura (2021) PO77715					
			Unit Price	Per Unit	Total (9)	Quantity	Per Unit	Total	Quantity	Per Unit	Total	Quantity	Per Unit	Total	Quantity	Per Unit	Total
97500-0030	Synchro Green Intersection License	Per Signal	\$ 11,400	\$ 33,900	\$ 305,100	22	\$ 16,250	\$ 357,500	8	\$ 16,250	\$ 130,000	23	\$ 16,250	\$ 373,750	12	\$ 16,250	\$ 195,000
97500-0005	Synchro Green Configuration/Integration	Per Signal	\$ 1,650			22	\$ 1,650	\$ 36,300	8	\$ 1,650	\$ 13,200	23	\$ 1,650	\$ 37,950	12	\$ 1,650	\$ 19,800
97500-0055	Synchro Green Annual Maintenance Agreement	Per Year	\$ 450			88	\$ 600	\$ 52,800									
97500-1045	Training	Per Day	\$ 2,500			2	\$ 2,500	\$ 5,000									
96806-1000	Support Services for Holiday Plan	Per Day	\$ 2,500									3	\$ 2,500	\$ 7,500			
2070-F6330601S10	2070 Controller (1C, 2E+,3E,4A, with V76.15Z)	Per Unit	\$ 4,610														
	2070LX-1C CPU					22	\$ 1,125	\$ 24,750	8	\$ 1,125	\$ 9,000	\$ 23	\$ 1,125	\$ 25,875	12	\$ 1,125	\$ 13,500
97500-0000	ATMS 2.15 upgrade & virtualize	Per Unit	\$ 30,000														
TOTAL COF HISTORICAL PROJECT COSTS					\$ 305,100		\$ 451,600		\$ 152,200		\$ 445,075		\$ 228,300				
PER UNIT COST ANALYSIS (COF HISTORICAL PROJECT COSTS)																	
COST PER UNIT (License, Config Per Signal, 1 Year Warranty)				\$ 33,900		\$ 19,625	\$ 20,527		\$ 19,025	\$ 19,025		\$ 19,025	\$ 19,351		\$ 19,025	\$ 19,025	
Per Unit Cost License, Configuration, Basic Warranty	Per Unit	\$ 13,500															
Per Unit Cost License, Configuration, 5 Year Warranty, Controller	Per Unit	\$ 19,910															
Per Unit Cost License, Configuration, 5 Year Warranty, Controller, Training	Per Unit	\$ 22,410	\$ 33,900														
Per Unit Cost License, Configuration, 5 Year Warranty, Controller vs ITS Projects Cost 2070 1C Card	Per Unit	\$ 19,910		10		\$ 19,625	9		\$ 19,025		\$ 19,025			\$ 19,025			
Training is \$2500/day (consistently across all quotes)			\$ 2,500														
PER UNIT SAVINGS (CPU ONLY)							-1.5%		-4.5%		-4.5%		-4.5%		-4.5%		
PER UNIT SAVINGS 2070LX SYSTEM (COF HISTORICAL COSTS)					33.9%		13.8%		11.6%		11.6%		11.6%		11.6%		
FLORIDA DOT CONTRACT & CA AGENCIES COSTS			COF	FDOT	FDOT	Palo Alto (2016) 5 signals		Clark County (2017) 18 Signals		Palo Alto (2018) 8 signals		San Diego (2018) 50 signals					
			Unit Price	2024-2026	2019 - 2022	Per Unit	Total	Per Unit	Total	Per Unit	Total	Per Unit	Total				
97500-0030	Synchro Green Intersection License	Per Signal	\$ 11,400		\$ 22,437	\$ 13,500	\$ 67,800	\$ 14,700	\$ 264,000	\$ 15,500	\$ 124,000	\$ 10,200	\$ 510,000				
97500-0005	Synchro Green Configuration/Integration	Per Signal	\$ 1,650			\$ 1,500	\$ 7,500	\$ 1,944	\$ 35,000	\$ 1,600	\$ 12,800						
97500-0055	Synchro Green Annual Maintenance Agreement	Per Year	\$ 450			\$ 138	\$ 5,000			\$ 950	\$ 22,800	\$ 150	\$ 22,500				
97500-1045	Training	Per Day	\$ 2,500			\$ 2,500	\$ 5,000			\$ 2,500	\$ 7,500	\$ 2,500	\$ 5,000				
96806-1000	Support Services for Special Events	Per Day	\$ 2,500														
2070-F6330601S10	2070 Controller (1C, 2E+,3E,4A, with V76.15Z)	Per Unit	\$ 4,610	\$ 5,870	Included	\$ 4,290											
	2070LX-1C CPU																
97500-0000	ATMS 2.15 upgrade & virtualize	Per Unit	\$ 30,000														
PER UNIT COST - FDOT & CA AGENCIES (License, Configuration, Warranty)				\$ 5,870	\$ 22,437	\$ 15,138		\$ 16,644		\$ 18,050		\$ 10,350					
Controller 2070LX	Per Unit	\$ 4,610	\$ 5,870														
Per Unit Cost License, Configuration, Basic Warranty	Per Unit	\$ 13,500				\$ 15,138		\$ 16,644		\$ 18,050							
Per Unit Cost License, Configuration, 5 Year Warranty, Controller	Per Unit	\$ 19,910		\$ 22,437													
Per Unit Cost License, Configuration, Warranty vs SD Price escalated to 2025 @ 4%	Per Unit	\$ 13,500										\$ 13,688					
Training is \$2500/day consistently on all quotes			\$ 2,500														
PER UNIT SAVINGS - CUBIC ITS SG ASCT SYSTEM 2025 PRICES VS FDOT/CA COSTS				21.5%	11.3%	10.8%		18.9%		25.2%		1.4%					