

## Event Summary - Snowplow Navigation Guidance System

Type	DOM Request for Bids	Number	RFB-185-2524-2026
Organization	DASlowa	Currency	US Dollar
Event Status	Approved	Department	Division of IT - DOIT
Exported on	8/5/2025	Exported by	Sherry Van Vugt
Estimated Value	-	Payment Terms	0% 0, Net 60

## Bid and Evaluation

Respond by Proxy	Allow	Use Panel Questionnaire	No
Sealed Bid	Yes	Auto Score	No
		Cost Analysis	No
Alternate Items	No		

## Visibility and Communication

Visible to Public Yes


Enter a short description for this public event

*The State of Iowa is seeking snowplow navigation systems to help plow drivers stay in their intended path during snowstorms.*

## Commodity Codes

Commodity Code	Description
72651	*Global Positioning Systems, Satellite, Global Information Systems, Including GPS Receivers and Transmitters
30580	*Surveying Systems, GPS
30680	Surveying Systems, Geo Satellite Navigation Type, Environmentally Certified Products
5567	Mounting Hardware: Laptops, GPS, Cameras, Electronic Devices, etc. Automotive.
96164	*Satellite Global Positioning System Information Services (GPS), Including Surveying Services

## Event Dates

Time Zone	CDT/CST - Central Standard Time (US/Central)
Released	-
Open	8/8/2025 8:00 AM CDT
Close	8/28/2025 2:00 PM CDT
Sealed Until	8/28/2025 2:00 PM
	 Show Sealed Bid Open Date to Vendor
Q&A Close	8/14/2025 2:00 PM CDT

## **Description**

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The State seeks to purchase a commercial-off-the-shelf (COTS) snowplow navigation system ("System") that addresses the issues below.

### **Background**

Blizzards and heavy snow rates are common in Iowa and cause whiteout conditions that make plowing a challenge. In those conditions, snow accumulates quickly on the pavement, covering lane lines and eventually obscuring the road. Currently, plow drivers must pick their way carefully by slowing down and using roadside features to navigate. As plowing speeds slow, it takes longer for a plow to cycle its route, allowing even more snow to build up on the road by the time the plow returns. It is not uncommon for drivers to lose track of the lane location and start drifting over centerline or into the ditch. In very bad visibility, plows cease operations due to safety concerns until visibility improves – in which case it is quite common for the road to drift shut entirely, leading to stranded vehicles, road closures, and a lengthy dig-out process after the storm subsides. Navigation systems are now commercially available to provide by-the-inch vehicle positioning to a mapped "path". During operation, the system locates the position of the plow truck on an in-cab display and provide feedback to the operator if the vehicle deviates a set lateral distance from its programmed path. These systems reduce the impact of bad visibility or deep snow on plowing efficiency, allowing us to better keep up with conditions and providing safer conditions for plow drivers and safer roads for travelers.

### **Contract Term**

The Contract shall have an initial term of three (3) year, beginning on the date of contract execution (the "Effective Date"). At the end of the Contract's initial term, the State shall have the option, in its sole discretion, to renew the Contract on the same terms and conditions for up to a total of nine (7) additional one-year terms.

The resulting contract(s) will be available to state and local governments, government subdivisions, and non-profit organizations as permissible under law. The resultant contract(s) may be made available to other states through cooperative purchasing entities.

**Please note: there are no guaranteed minimum purchases and actual purchases may vary considerably based on actual needs throughout the contract period**

### **Purpose**

The purpose of this Request for Bids (RFB) is to solicit bids from qualified providers to provide the goods and/or services described further in this RFB to the Lead Agency and any Participating Agencies. The Lead Agency intends to award a contract(s) beginning and ending on the dates listed in the solicitation, and the Lead Agency may extend the contract(s) for up to the number of annual extensions identified in the solicitation at the sole discretion of the Lead Agency. Any contract(s) resulting from the RFB shall not be an exclusive contract.

This RFB is designed to provide Bidders with the information necessary for the preparation of competitive Bids. The RFB process is for the Lead Agency's and Participating Agencies' benefit and is intended to provide the Lead Agency with competitive information to assist in the selection process. It is not intended to be comprehensive. Each Bidder is responsible for determining all factors necessary for the submission of a comprehensive Bid.

**It is advised to "Save Progress" often and especially after uploading documents.**

**NOTE:** Anytime the Bidder opens their bid after the initial submission, they **MUST** certify and resubmit. No information will be lost from the initial submission.

**NOTE:** Bidder must approve and resubmit their Bid after an amendment has been posted by the Issuing Officer. If the Bid was submitted before the amendment, all information will be saved. The Bidder only needs to read and acknowledge the amendment.

**Instructions for Addenda:** Answer the newly posted question in the Questions Section, and **CERTIFY** and **SUBMIT** your proposal again (if previously submitted)

### 1 ★ Instructions To Vendor :

Bidder will read and make certifications for their bid submission.

#### **Prerequisite Content:**

##### **Certification of Bid**

Certification of Bid.pdf      ../Attachments/PrereqAttachments/Certification of Bid.pdf

##### **Certification**

I certify that the contents of the Bid submitted are true and accurate.

##### **Vendor Must Also Upload a File:**

No

### 2 ★ Instructions To Vendor :

Bidder will read and authorize the release of information for their Bid submission.

#### **Prerequisite Content:**

##### **Authorization to Release Information**

Authorization to Release RFB.pdf      ../Attachments/PrereqAttachments/Authorization to Release RFB.pdf

##### **Certification**

I certify that I have read and agree to the Authorization to Release Information above.

##### **Vendor Must Also Upload a File:**

No

## Page 1

### Group 1: Form of Bid

- |     |  |   |
|-----|--|---|
| 1.1 | The Bidder will enter contact name, telephone number, and email address for questions regarding this solicitation.<br>Text (Multi-Line)  | ★ |
| 1.2 | The Bidder hereby authorizes the Agency to conduct criminal history and/or other background investigation(s) of the Bidder, its officers, directors, shareholders, partners and managerial and supervisory personnel who will be involved in the performance of the Contract, and will fully cooperate with the Agency in obtaining any required waivers or releases required to complete any such criminal history check and background investigation(s).<br>Yes/No | ★ |
| 1.3 | The Bidder shall read, fill-out and attach the Terminations, Litigation, Debarment document.<br>File Upload<br>Terminations, Litigation, Debarment Document - RFP - ../Attachments/QuestionAttachments/RFP -   | ★ |
| 1.4 | Confidential Treatment of Information - Is Bidder requesting confidential treatment of specific information?<br>Yes/No   | ★ |
| 1.5 | A Bidder requesting confidential treatment of specific information shall: (1) fully complete and sign Form 22, and save it as a PDF.<br>File Upload<br>Form 22 RFx - DOM -   | ★ |
| 1.6 | Does the Bidder offer discounts based on the quantity of systems purchased?<br>Yes/No  | ★ |
| 1.7 | Please upload the price document that outlines the discount thresholds.<br>File Upload   | ★ |

### Group 2: Terms and Conditions

- |     |   |   |
|-----|---|---|
| 2.1 | Bidder shall read the RFB Definitions and enter a response.<br>Dropdown List (Pick One)<br>Bidder agrees<br>Bidder has exceptions to the Terms & Conditions (submit exceptions question)<br>DOM RFB Definitions - ../Attachments/QuestionAttachments/DOM RFB Definitions.pdf  | ★ |
| 2.2 | Bidder shall read the Administrative Terms and enter a response.<br>Dropdown List (Pick One)<br>Bidder agrees<br>Bidder has exceptions to the Terms & Conditions (submit exceptions question)<br>DOM Administrative Terms - ../Attachments/QuestionAttachments/DOM Administrative Terms.pdf   | ★ |
| 2.3 | Bidder shall read the contract information regarding the terms and conditions document and enter a response.<br>Dropdown List (Pick One)<br>Bidder agrees<br>Bidder has exceptions to the Terms & Conditions (submit exceptions question)<br>Contract Information Regarding Terms and Conditions - ../Attachments/QuestionAttachments/Contract Information Regarding Terms and Conditions.pdf | ★ |

- 2.4** Bidder shall read the IT General Terms and Conditions and enter a response. The IT General Terms and Conditions are labeled as Attachment #1 Sample Contract and are located in the Buyer Attachments and also attached here. Bidders will attach and submit a red-lined Attachment 1 - Sample Contract with their bid submission if they have exceptions. ★  
 Dropdown List (Pick One)  
 Bidder agrees  
 Bidder has exceptions (submit exceptions question + redline contract)  
 Attachment #1 Sample Contract - ../Attachments/QuestionAttachments/Attachment 1- Sample Contract
- 2.5** Bidder shall read the Federal Terms and Conditions and enter a response. ★  
 Dropdown List (Pick One)  
 Bidder agrees  
 Bidder has exceptions to the Terms & Conditions (submit exceptions question)  
 Federal Terms and Conditions - ../Attachments/QuestionAttachments/federal\_certifications\_20230816.pdf
- 2.6** Bidder shall read the Insurance Requirements and enter a response. ★  
 Dropdown List (Pick One)  
 Bidder agrees  
 Bidder has exceptions to the Terms & Conditions (submit exceptions question + redline contract)  
 DOM Insurance Requirements - ../Attachments/QuestionAttachments/DOM Insurance Requirements.pdf
- 2.7** Public Entities (Political Subdivisions) - The resulting Contract will be made available to Political Entities, i.e. cities, counties, and schools. The Bidder shall enter a response. ★  
 Dropdown List (Pick One)  
 Bidder accepts the Terms & Conditions  
 Bidder has exceptions to the Terms & Conditions (submit exceptions question)
- 2.8** Nonprofit Entities - The resulting Contract will be made available to nonprofit entities that qualify under I.R.S. § 501 (c) provisions. The Bidder shall enter a response. ★  
 Dropdown List (Pick One)  
 Bidder accepts the Terms & Conditions  
 Bidder has exceptions to the Terms & Conditions (submit exceptions question)
- 2.9** Quarterly Sales Report - The Respondent shall provide a detailed quarterly report in Microsoft Excel on ALL sales made under the Contract via e-mail to the Iowa Department of Management. The Bidder shall enter a response. ★  
 Dropdown List (Pick One)  
 Bidder accepts the Terms & Conditions  
 Bidder has exceptions to the Terms & Conditions (submit exceptions question + redline contract)
- 2.10** Administrative Fee - In addition to the approved discounts or prices specified in the Contract herein, the successful Bidder shall pay to the Agency a 1.00% Administrative Fee on all sales made against this Contract. The fee shall be paid quarterly to the Iowa Department of Management. The Bidder shall enter a response. ★  
 Dropdown List (Pick One)  
 Bidder accepts the Terms & Conditions  
 Bidder has exceptions to the Terms & Conditions (submit exceptions question + redline contract)
- 2.11** Payment Terms - Per Iowa Code § 8A.514 the State of Iowa is allowed sixty (60) days to pay an invoice submitted by a successful Bidder. Does the Bidder agree to the terms? ★  
 Dropdown List (Pick One)  
 Bidder accepts the Terms & Conditions  
 Bidder has exceptions to the Terms & Conditions (submit exceptions question + redline contract)
- 2.12** The State of Iowa requires shipping to be FOB Destination, Freight Prepaid. Does the Bidder agree to the terms? ★  
 Dropdown List (Pick One)  
 Bidder agrees  
 Bidder has exceptions to the Terms & Conditions (submit exceptions question + redline contract)

### Group 3: System Requirements

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|-----|---|---|
| 3.1 | Please upload the System technical specifications. Include the name of the System.<br>File Upload   |   |
| 3.2 | Is the navigation System a "driver aid"? Meaning that it will not directly control the snowplow vehicle.<br>Yes/No  | ★ |
| 3.3 | Is the System a commercial off-the-shelf (COTS) product and/or service that will take little to no development to implement?<br>Yes/No  | ★ |
| 3.4 | At a minimum, does the System have a screen for the driver to check the path position, as well as visual or audio warnings for path departure?<br>Yes/No  | ★ |
| 3.5 | Is the System able to locate the snowplow on its path/lane position to at least four (4) inches and maintain accuracy and reliability at snowplow speeds up to thirty-five (35) miles-per-hour in heavy snowfall? Heavy snowfall is defined as "snowfall accumulating to four inches or more in depth in twelve hours or less; or snowfall accumulating to six inches or more in depth in twenty-four hours or less".<br>Yes/No | ★ |
| 3.6 | Will the System allow users to mark the locations of potential obstacles and enable alerts to appear on the system screen when the snowplow is in proximity to them?<br>Yes/No  | ★ |
| 3.7 | Will the System be able to communicate or share routes or obstacles that were recorded from one snowplow to another equipped with the same System?<br>Yes/No  | ★ |
| 3.8 | Are there automatic software updates to the System?<br>Yes/No   | ★ |
| 3.9 | When do the updates typically occur? How far in advance is the end user notified?<br>Text (Multi-Line)  | ★ |

### Group 4: Service Requirements

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- |     |   |   |
|-----|---|---|
| 4.1 | Please provide a Service Level Agreement (SLA) document.<br>File Upload   | ★ |
| 4.2 | What is your System training and installation options?<br>Text (Multi-Line)   | ★ |
| 4.3 | What is the typical amount of time needed to set up your System?<br>Text (Multi-Line)                                       | ★ |
| 4.4 | Does the Bidder offer twenty-four-hour remote assistance for System issues?<br>Yes/No                                       | ★ |
| 4.5 | Does the Bidder offer onsite support for System issues that cannot be resolved remotely?<br>Yes/No                          | ★ |
| 4.6 | Does the Bidder have service personnel stationed around the state of Iowa? If yes, please provide locations.<br>File Upload | ★ |

<b>4.7</b>	Does the Bidder offer initial on-site installation training by an experienced and qualified technician after receipt of the System? Yes/No	★
<b>4.8</b>	Does Bidder offer extended support options for after-hours or special call-in assistance? Yes/No	★
<b>4.9</b>	Does Bidder offer replacement parts for all System hardware and cabling? Yes/No	★
<b>4.10</b>	Does Bidder offer a discount(s) on replacement hardware? Yes/No	★
<b>4.11</b>	What's the discount percentage? Text (Multi-Line)	★
<b>4.12</b>	What's the standard turnaround time for receiving the replacement parts? Text (Single Line)	★



 Estimated Delivery Date is Required

## Group P1: Hardware

#	Item Name, Commodity Code, Description	Qty.	UOM	Target Price	Allow Alternates	Requested Delivery
P1.1	Snowplow Navigation System	★ 1	EA - Each	-		10/15/2025
	All necessary components required for the System to function properly. Please provide the cost for one system only.					

# Service Line Items

★ Required Service Line Items

## Group S1: Services Required Maintain the System

#	Item Name, Commodity Code, Description	★	Qty.	UOM	Target Price	Allow Alternates	Requested Service Delivery
S1.1	Service License Enter the cost for an annual service license.	★	1	EA - Each	-		10/15/2025 to -
S1.2	Installation Enter the cost for installation.	★	1	EA - Each	-		10/15/2025 to -
S1.3	Activation Fee Enter the cost for the activation fee	★	1	EA - Each	-		10/15/2025 to -
S1.4	Training Enter the cost for training.	★	1	EA - Each	-		10/15/2025 to -

# Price Components

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There are no Price Components added to this event.