

Mark Vianello
Superintendent



School Board

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November 8, 2023

Sole Source 23/24-T

Opened: November 8, 2023

The District will recognize AlphaRoute as the Sole Source for the products identified on attached Sole Source letter, as a result of no contests being submitted during this Sole Source. This Sole Source was broadcast nationwide to over 110 organizations.

We will continue to recognize this for 1 year, at which time we will again verify this claim and post another Sole Source for those who may wish to challenge.

Effective dates of this Sole Source are from November 8, 2023 – November 7, 2024.

Amy Jane

Amy Jane
Purchasing Agent/Buyer
Charlotte County Public Schools

Sole source justification letter to Charlotte County Public Schools for optimizing bus routing plans and bell times

AlphaRoute -- an MIT-founded company -- offers a suite of best-in-class tools to allow districts to solve a range of problems. Our innovative school routing platform reshapes how districts think about their transportation planning, helping teams to create the most efficient and flexible bus routes without compromising reliability or student safety. **In our work with other districts, we have found we can help reduce transportation fleets by 10-30%.** This includes districts who use market-leading software to develop their bus routes. Our work shows these districts that other software simply cannot do what we can do.

Leveraging cutting edge operations research, we work with school systems to optimize their bus routing, adjust their school start-times, or change their student assignment model. Our unique technology can evaluate millions of scenarios in hours while accounting for countless variables. **To our knowledge, we are the only vendor in the market who uses sophisticated mathematical modeling and advanced operations research principles to optimize entire bus fleets and district bell times.** This has been reinforced in conversations with school districts across the United States and beyond, who have struggled using their existing software to increase the efficiency of their operations.

Similarly, routing software used by school districts across the country cannot compute all the permutations that this kind of transportation system has for its routing network, and thus district bus fleets across the country, including in Charlotte County, are likely inefficient and suboptimal despite the best efforts of your bus routing team.

The only way to truly address these two challenges -- optimizing bus routes and bell times -- is to use the unique blend of mathematical modeling and operations research principles that we provide, and again we appear to be the only company capable of doing this. Additionally, our technology and software cannot be purchased from any other reseller. They can only be purchased from AlphaRoute, meaning we are truly a sole source provider for the specific products and services we provide.

Our approach has been featured in *The Wall Street Journal* and has been published in a leading operations research journal.¹ The team involved in the development of our technology -- a partnership between MIT and Boston Public Schools -- was named as a finalist for the INFORMS² Franz Edelman Award, the most prestigious award for enterprises focused on optimization and operations. These last points illustrate that we are not just another vendor, but a company with

¹ The research referenced above was published in *PNAS -- Proceedings of The National Academy of Science of the United States of America*.

² INFORMS is the leading international association for professionals in operations research and analytics.



a rich background in ground-breaking academic research, the kind of background necessary to solve some of the most intractable problems facing school district transportation teams.

In closing, we are confident we are the only provider in the marketplace with the sophistication and advanced technology necessary to most efficiently solve the challenges facing your district, and we look forward to having an opportunity to work together.

Please let us know if you need further information.

Yours truly,

A handwritten signature in black ink that reads "John Hanlon". The signature is written in a cursive, flowing style.

John Hanlon
CEO & Co-Founder