



# State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES

25 Capitol Street

Concord, New Hampshire 03301

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MAC

Charles M. Arlinghaus  
Commissioner

Catherine A. Keane  
Deputy Commissioner

Sheri L. Rockburn  
Assistant Commissioner

August 8, 2025

Her Excellency, Governor Kelly A. Ayotte  
and the Honorable Council  
State House  
Concord, New Hampshire 03301

## REQUESTED ACTION

Authorize the Department of Administrative services to exercise a **Sole Source** amendment to an existing contract (Contract #8003382) with Coastal Traffic, Incorporated (VC #271153), York, ME for traffic signal equipment by increasing the price limitation by \$1,980,973.77 from \$1,348,714.31 in an amount up to and not to exceed \$3,329,688.08 effective upon Governor and Executive Council approval with no change to the completion date of February 28, 2029. The original contract was approved by the Governor and Executive Council on February 21, 2024, item #174.

Funding shall be provided through individual agency expenditures, none of which shall be permitted unless there are sufficient appropriated funds to cover the expenditure.

## EXPLANATION

As previously stated, the original contract was approved by the Governor and Executive Council on February 21, 2024, item #174.

This amendment is **Sole Source** because the requested increase to the current limitation exceeds 10% of the original contract price limitation amount. Following investigation into the contract usage reporting and Bureau of Purchase and Property (BoPP) end-user research, it was determined that the price limitation previously agreed upon by the Department of Administrative Services and Coastal Traffic, Incorporated has reached 68% of the available price limitation with an additional three (3) years and eight (8) months remaining of the original contract term.

The Department of Transportation has ramped up efforts to upgrade the technology at signalized intersections which has led to the need to purchase replacement/upgraded equipment with expanded locations utilizing the new technology. Previously, traffic signals were isolated and independent. A local controller in the cabinet received inputs from in-pavement sensors to detect vehicles and cycled through the light phases accordingly. On major corridors with multiple signalized intersections, the local controllers would communicate by wire to their neighbors and cycle with some coordination. Troubleshooting and adjustments would be performed by technicians at each cabinet.

There are two key technology improvements involved: remote communication and improved detection. The Department has been working to provide remote access communications with the local controllers. This remote communication is through data network connection via cell modem, cable internet, or DOT ITS network, and allows access via computer interface to monitor the status and performance of the controllers and make adjustments without visiting the sites. Additionally, vehicle detection for signals has historically been provided by in-pavement detection loops to create fixed areas where the presence of a vehicle is detected. The Department has been transitioning some intersections to video-based detection. Video detection makes use of overhead cameras to “see” and interpret activities at an intersection for a variety of purposes. The technology can provide more advanced detection of vehicles with virtual detection areas that can be programmed remotely, and many can reliably detect and differentiate motorcycles, bicycles, and pedestrians, as well. These units also can provide live video feeds of the intersection to aid in remote observation/troubleshooting and vehicle turning movement counting to support traffic data collection for performance analysis and Federal reporting.

These technology improvements both leverage remote data communications improvements, expanding what technicians can do remotely to address problems and/or adapt to special traffic situations. Remote capabilities provide a significant advantage to the Bureau of Traffic over sending crews on overtime to remote signal locations. Upgrades to enable communications include newer generation signal controllers (“the brains” in the cabinets), and network interfaces such as network switches, cell modems, and fiber optics networking. Some systems can also collect and report performance metrics for the intersection and can alert staff of potential problems before detected by the public. Priority has been to add remote communications to major corridors and at the most distant intersections, with the goal of making all signals accessible remotely in the future.

New technology brings greater capabilities but also comes at a higher cost than the equipment previously purchased by the department. As the department has improved its ability to manage signals centrally and has identified funding sources for system improvements, it has been able to purchase the necessary hardware through the various signal equipment contracts. The combinations of technology improvements in the signal industry, the Department’s improved capability of managing a more advanced system, and the availability of funding has resulted in much greater use of these contracts to purchase hardware for system improvements than envisioned.

The expansion of the traffic signal equipment contracts has allowed DOT to improve their efficiency and spend more time on expanding improvements with in-house crews, relying less on contractors and markups on equipment purchases. DOT continues to facilitate improvements to the signal systems in the State toward the goal of operating world class systems suitable for New Hampshire’s needs. The increase below reflects anticipated spend for FY 2025 through the end of the contract term.

Contract financials	
Current limitation	\$1,348,714.31
Current limitation remaining balance	\$436,471.00
Add this amendment	\$1,980,973.77
Requested price limitation	\$3,329,688.08

The Department of Administrative Services has determined that the vendor is in good standing with the Secretary of State's Office, has secured the required levels of insurance, and has provided evidence of authority to execute and be bound by the contract. Documents supporting these assertions are available at the agency, for review upon request.

Based on the foregoing, I am respectfully recommending approval of this **Sole Source** contract amendment with Coastal Traffic, Incorporated.

Respectfully submitted,



Charles M. Arlinghaus  
Commissioner



Division of Procurement Support Services  
Bureau of Purchase Property

Gary S. Lunetta  
Director  
(603) 271-2201

Financial Analysis

Contract Description	Traffic Signal Equipment	Agency	Statewide
Contract #	8003382	Agent Name	Abbie Poole

Financial Analysis of Contract Expenditures			
Current CPL	\$1,348,714.31	Date of calculations	7/14/2025
Current spend	\$912,243.31	Contract start date	3/1/2024
Balance remaining (\$)	\$436,471.00	Contract end date	2/28/2029
Balance remaining (%)	32.36%	Days remaining	1325
Avg monthly spend	\$54,734.60	Month remaining	44.17
		Months elapsed	16.67
Additional funds needed for term	\$2,417,444.77	Remainder of Term (%)	72.60%
Total spend extrapolation	\$3,329,688.08		
Increase needed	\$1,980,973.77		
New CPL	\$3,329,688.08		



**FIRST AMENDMENT TO THE CONTRACT BETWEEN  
COASTAL TRAFFIC, INCORPORATED  
AND  
THE STATE OF NEW HAMPSHIRE,  
DEPARTMENT OF ADMINISTRATIVE SERVICES,  
FOR TRAFFIC SIGNAL EQUIPMENT  
CONTRACT #8003382**

This First Amendment (hereinafter referred to as the "Amendment"), dated this 31 day of July 2025, is by and between the State of New Hampshire, Department of Administrative Services (hereinafter referred to as "the State") and Coastal Traffic, Incorporated hereinafter referred to as "the Contractor") for traffic signal equipment.

WHEREAS, pursuant to an agreement effective March 1, 2024, (hereinafter referred to as "the Agreement"), the Contractor agreed to provide traffic signal equipment to the State in consideration of payment by the State of certain sums as specified therein; and

WHEREAS, pursuant to Section 18 of the Agreement, the Agreement may be amended by an instrument in writing executed by both parties;

NOW, THEREFORE, for and in consideration of the mutual promises set forth in this Amendment and the underlying Agreement, the parties do mutually agree as follows:

1. Delete in its entirety Form Number P-37, item 1.8 Price Limitation and substitute the following:  
1.8 \$3,329,688.08
2. Amend Exhibit C, 1. Contract Price: Change to the following: \$3,329,688.08
3. All other provisions of the Agreement, approved by the Governor and Executive Council on February 21, 2024, Item #174 shall remain in full force and effect.

Contractor Initials: NB

Date: 7/31/2025

**COASTAL TRAFFIC, INCORPORATED**

By: *Nathan Berube*  
NATHAN BERUBE  
(Print Name)

Title: VP of Operations

Date: 7/31/2025

**STATE OF NEW HAMPSHIRE**

By: *Charles M. Arlinghaus*  
Charles M. Arlinghaus  
(Print Name)

Title: Commissioner  
Department of Administrative Services

Date: 9-25-25

**OFFICE OF THE ATTORNEY GENERAL**

By: *Christen Lavers*  
Christen Lavers  
(Print Name)

Title: Sr. Assistant Attorney General

Date: 9/30/25

The foregoing contract was approved by the  
Governor and Council of New Hampshire on

\_\_\_\_\_

Signed: \_\_\_\_\_

\_\_\_\_\_  
(Print Name)

Title: \_\_\_\_\_

Contractor Initials: NB  
Date: 7/31/2025

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# State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES

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Concord, New Hampshire 03301  
(603) 271-3201 [Office@das.nh.gov](mailto:Office@das.nh.gov)

Charles M. Arlinghaus  
Commissioner

Catherine A. Keane  
Deputy Commissioner

Sheri L. Rockburn  
Assistant Commissioner

January 31, 2024

His Excellency, Governor Christopher T. Sununu  
and the Honorable Council  
State House  
Concord, New Hampshire 03301

## REQUESTED ACTION

Authorize the Department of Administrative Services to enter into a contract with Coastal Traffic, Incorporated (VC#271153), York, ME, in an amount up to and not to exceed \$1,348,714.31 for traffic signal equipment with the option to extend for up to an additional two years effective upon Governor and Executive Council approval for the period March 1, 2024, through February 28, 2029.

Funding shall be provided through individual agency expenditures, none of which shall be permitted unless there are sufficient appropriated funds to cover the expenditure.

## EXPLANATION

The Department of Administrative Services, through the Bureau of Purchase and Property, issued request for bid (RFB) 2825-24 for traffic signal equipment on October 3, 2023, with responses due on October 17, 2023. This bid reached 36 vendors through the NIGP electronic sourcing platform with an additional 16 vendors directly sourced. There were 5 compliant responses received. Coastal Traffic, Incorporated submitted the lowest compliant total pricing for 4 of the 7 categories.

The bid submitted by Coastal Traffic, Incorporated for Section A (Signal Heads, Pedestals, and Hardware), Sections B (Signal Cabinet Devices), Section E (Traffic Signal LED Modules) and Section G (Miovision Equipment) offer the State a combined 8.62% cost avoidance compared to the next lowest bidders for those sections. By approving this requested contract for traffic signal equipment, significant economic benefits can be attained.

The streamlined purchasing processes eliminate the need for multiple vendor quotes, whether for crash repairs or planned in-house projects. This not only saves time but also enables effective forecasting for annual inventory and budgets, while minimizing the impact of current

inflation costs. Coastal Traffic Incorporated's bid also allows for a 10% balance of product line discount saving the State additional funds for future purchases not listed on the bid document.

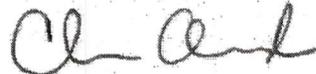
The expiring contract (Contract #8002814) with General Traffic Equipment Co. only included Section E (Traffic Signal LED Modules) of this bid. During the review period, discussions with the Department of Transportation revealed that it would be beneficial to expand the traffic signal contract to result in 7 total sections to better serve the agency's needs. Compared to the expiring contract (Contract #8002814), there is a 27% increase for Section E (Traffic Signal LED Modules). However, this new requested contract is a 5-year term compared to the expiring contract's 3-year term. Coastal Traffic, Incorporated also offers a 10% balance of product line discount which is an additional benefit with this requested contract.

The forecasted spend amount is the estimated quantity that reflects statewide needs and anticipated purchases over the course of the requested 5-year contract term. While the 5-year contract does allow for price adjustments biannually, the initial prices remain fixed for a 2-year period. After the first 2 years, the contractor may request increases which may not exceed 5 percent. The financial data includes forecasted allowance for price adjustments in year 3 and 5 of the contract term. It should be noted that the contract contains a de-escalation clause whereby price decreases are effective immediately as they become available to the general trade.

Contract financials	
Estimated annual spend	\$259,243.50
Estimated term spend (5 year)	\$1,296,217.50
Add allowance for balance of product line	\$25,924.35
Estimated two-year escalation, capped at 5% per year	\$26,572.46
Recommended price limitation	\$1,348,714.31

Based on the foregoing, I am respectfully recommending approval of the contract amendment with Coastal Traffic, Incorporated.

Respectfully submitted,



Charles M. Arlinghaus  
Commissioner