



# Mobile Ticketing Contract Option

Presented to: Organizational, Services &  
Performance Monitoring Committee

May 11, 2021

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# Project Overview – Mobile Ticketing Contract Option

## History

- Mobile device ticketing solution (RTACLE app)
- Resolution No. 2017-008 authorized Contract No. 2017-140 with Passport Parking, Inc.
- App is for fare purchase and visual validation

# Project Overview – Mobile Ticketing Contract Option

## Scope

- Mobile Ticketing Solution Contract
  - Three Year Base Term with Two One-Year Options
    - Seeking to Exercise Option Year Two of Two

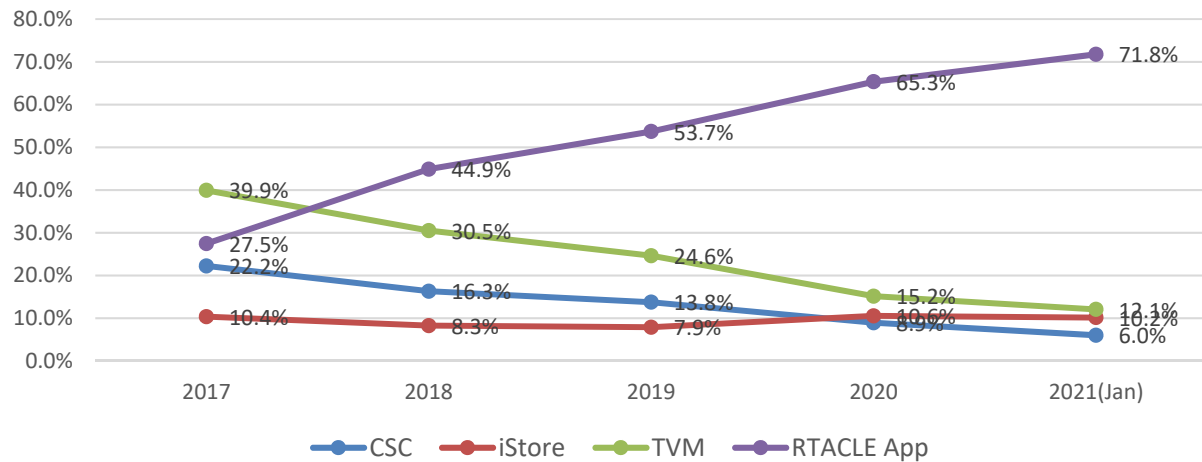
# Project Overview – Mobile Ticketing Contract Option

## Justification

- *The* current solution for mobile ticketing
- Customer adoption rate has increased, year after year.

# Project Overview – Mobile Ticketing Contract Option

Credit Card Revenue by Source  
2017 - Jan 2021



## Procurement Overview – Mobile Ticketing Contract Option

- Three year contract with two one-year options
  - Base Period: NTE \$294,000
  - Additional Features: NTE \$119,500
  - Option Year 1: NTE \$96,000
  - **Option Year 2: NTE \$96,000**

# Procurement Overview – Mobile Ticketing Contract Option

- Mobile Ticketing Annual Costs
  - Fixed
    - \$5,000 per month (\$60k Annual)
  - Variable
    - 1.25% Mobile Ticketing Revenue
      - NTE \$3,000 per month (\$36k Annual)

## Mobile Ticketing Contract Option

- Staff requests that the Organizational, Services & Performance Monitoring Committee recommend to the Board of Trustees the approval to exercise option year two of two of the mobile ticketing solution contract with Passport Labs, Inc. in an amount NTE \$96,000.00.



# Procurement Overview – Mobile Ticketing Contract Option

QUESTIONS?