

**PROCUREMENT SUMMARY – RECOMMENDATION B**  
**TAP FAREBOX UPGRADE PROJECT**  
**GENFARE SPX, INC. / PS53915000**

1.	<b>Contract Number:</b> PS53915000	
2.	<b>Recommended Vendor:</b> Genfare SPX, Inc.	
3.	<b>Type of Procurement (check one):</b> <input type="checkbox"/> IFB <input type="checkbox"/> RFP <input type="checkbox"/> RFP–A&E <input checked="" type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> June 6, 2018	
	<b>B. Advertised/Publicized:</b> N/A	
	<b>C. Pre-Proposal Conference:</b> N/A	
	<b>D. Proposals Due:</b> June 11, 2018	
	<b>E. Pre-Qualification Completed:</b> Pending	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> June 11, 2018	
	<b>G. Protest Period End Date:</b> N/A	
5.	<b>Solicitations Picked up/Downloaded:</b> 1	<b>Bids/Proposals Received:</b> 1
6.	<b>Contract Administrator:</b> Anush Beglaryan	<b>Telephone Number:</b> (213) 418-3047
7.	<b>Project Manager:</b> Mauro Arteaga	<b>Telephone Number:</b> (213) 922-2953

**A. Procurement Background**

This Board Action is to award sole source Contract No. PS53915000 issued in support of upgrading existing TAP fareboxes in its fleet of revenue buses.

The Request for Proposal (RFP) was issued in accordance with Metro’s Acquisition Policy and the contract type is a firm fixed price.

One Amendment was issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on June 8, 2018 extended the proposal due date.

A total of one proposal was received on Monday, June 11, 2018.

**B. Evaluation of Proposals**

This is a sole source procurement due to the nature of the work. Genfare is the original equipment manufacturer of Metro’s TAP fareboxes. It has no authorized third party service providers. Genfare has an in-depth understanding of the operation of the TAP fareboxes since 2002. The upgrade required is extensive, requiring custom wiring and the replacement of all internal Genfare custom logic boards. Genfare has the necessary specialized test equipment, propriety knowledge and experience to understand the TAP fareboxes, and the ability to source otherwise custom and

obsolete components. Staff from TAP Program conducted a technical evaluation of the proposal and deemed the proposal technically responsive.

### **C. Cost/Price Analysis**

The recommended contractor's price proposal was evaluated in compliance with Metro's Acquisition policies and procedures. Staff conducted a cost analysis of the price proposal. Based on the cost analysis, technical analysis, fact-finding, clarifications, and negotiations with the proposer, the final agreed to price of \$10,331,252 has been determined to be fair and reasonable.

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>Award Amount</b>
1.	Genfare	\$10,331,252	<b>\$11,917,267</b>	\$10,331,252

### **D. Background on Recommended Contractor**

The recommended firm, Genfare, a division of SPX Corporation located in Illinois, has been in business for 38 years and is a leader in the field of fare collection systems. Genfare's was first in the industry for items such as electronic registering fareboxes, magnetic card reader on fareboxes, read/write magnetic card processing unit, fully validating fareboxes and much more. Genfare has provided fare collection systems to approximately 300 agencies throughout the United States and Canada and built more than 80% of the fareboxes currently in use in these countries. Genfare's proposed upgrade will allow Metro to extend the life of its fareboxes and continue to support all mainstream fare media that is now available. Genfare has identified key personnel who will be working closely with staff to ensure successful implementation and completion of the project.

Genfare has successfully completed similar projects for Central Ohio Transit Authority, City of Santa Monica, Big Blue Bus, and Porterville Transit. Additionally, Genfare is currently also working with Nashville MTA, Broward County Transit, and Transit Authority River City.

Genfare has provided technical oversight of Metro's design review, testing and installation of the existing TAP fareboxes since 2002.

**PROCUREMENT SUMMARY – RECOMMENDATION C**  
**TRANSIT ACCESS PASS (TAP) MOBILE PHONE VALIDATOR**  
**AXIOM xCELL, INC. / PS30203139**

1.	<b>Contract Number:</b> PS30203139		
2.	<b>Contractor:</b> Axiom xCell, Inc.		
3.	<b>Mod. Work Description:</b> Software Upgrade		
4.	<b>Contract Work Description:</b> Mobile Phone Validator (MPV) for fare enforcement electronic query of TAP cards		
5.	<b>The following data is current as of:</b> May 18, 2018		
6.	<b>Contract Completion Status</b>		<b>Financial Status</b>
	<b>Contract Awarded:</b>	February 1, 2014	<b>Contract Award Amount:</b> \$348,018.00
	<b>Notice to Proceed (NTP):</b>	February 1, 2014	<b>Total of Modifications Approved:</b> \$1,652,926.20
	<b>Original Complete Date:</b>	November 29, 2019	<b>Pending Modifications (including this action):</b> \$167,122.00
	<b>Current Est. Complete Date:</b>	November 29, 2019	<b>Current Contract Value (with this action):</b> \$2,168,066.20
7.	<b>Contract Administrator:</b> Anush Beglaryan		<b>Telephone Number:</b> (213) 418-3047
8.	<b>Project Manager:</b> Mauro Arteaga		<b>Telephone Number:</b> (213) 922-2953

**A. Procurement Background**

This Board Action is to approve Contract Modification No. 7 to upgrade the Mobile Phone Validator (MPV) software to include and process Desfire fare media and security keys as implemented by Cubic Transportation Systems, Inc., for TAP and implement proprietary iPhone wakeup response signals for virtual fare media. Metro is in the process of upgrading the entire fare collection system to include fare media that supports higher security levels. As such, the MPVs will need to implement the higher security level.

The MPV application was developed by Axiom xCell, Inc., in 2014 specifically for Metro and is installed on over 350 mobile phones which allows fare enforcement personnel to electronically query TAP cards to determine if riders are in compliance with Metro's fare policy. Therefore, Axiom xCell, Inc. is the only company that can modify the existing application to include these enhancements due to the sensitive encryption system and programming that is unique to TAP.

## ATTACHMENT A – Procurement Summaries

This Contract Modification will be processed in accordance with Metro's Acquisition Policy and the contract type is a firm fixed price.

In February 2014, Contract No. PS30203139 was awarded to Axiom xCell, Inc. to develop, test, and provide support for a software application for a handheld fare inspection device.

Please refer to Attachment B – Contract Modification/Change Order Log.

### **B. Cost/Price Analysis**

The recommended price has been determined to be fair and reasonable based upon price analysis, technical evaluation, independent cost estimate, and negotiations.

<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>Negotiated Amount</b>
\$167,122.00	\$169,658.00	\$167,122.00

**PROCUREMENT SUMMARY – RECOMMENDATION D**  
**UNIVERSAL FARE SYSTEM**  
**CUBIC TRANSPORTATION SYSTEMS, INC. / OP02461010**

1.	<b>Contract Number:</b> OP02461010		
2.	<b>Contractor:</b> Cubic Transportation Systems, Inc.		
3.	<b>Mod. Work Description:</b> Purchase and installation of station validators, fare collection software modifications, security enhancements and system integration oversight.		
4.	<b>Contract Work Description:</b> Universal Fare System		
5.	<b>The following data is current as of:</b> June 12, 2018		
6.	<b>Contract Completion Status</b>		<b>Financial Status</b>
	<b>Contract Awarded:</b>	2/20/2002	<b>Contract Award Amount:</b> \$84,003,444
	<b>Notice to Proceed (NTP):</b>	3/7/2002	<b>Total of Modifications Approved:</b> \$186,433,027
	<b>Original Complete Date:</b>	9/1/2007	<b>Pending Modifications (including this action):</b> \$22,104,750
	<b>Current Est. Complete Date:</b>	12/31/2024	<b>Current Contract Value (with this action):</b> \$292,541,221
7.	<b>Contract Administrator:</b> Anush Beglaryan		<b>Telephone Number:</b> (213) 418-3047
8.	<b>Project Manager:</b> Mauro Arteaga		<b>Telephone Number:</b> (213) 922-2953

**A. Procurement Background**

This Board Action is to approve Contract Modification No. 154 for the procurement and installation of station validators, fare collection software modifications, security enhancements and system integration oversight as part of the Farebox and Rail Station Validator Refurbishment Plan.

This Contract Modification will be processed in accordance with Metro's Acquisition Policy.

On February 20, 2002, Contract No. OP02461010 was awarded by the Metro Board to Cubic Transportation Systems, Inc. (Cubic). The Contract provides a countywide fare collection system to serve Metro's public transit customers. Cubic developed the NextFare software application and related databases which is the core technology managing the entire Transit Access Pass (TAP) network consisting of bus and rail equipment and devices. TAP fareboxes on buses and station validators at light rail stations were purchased in 2002. This equipment has exceeded its life expectancy by five years and is not compatible with current and future fare collection

## ATTACHMENT A – Procurement Summaries

technologies. Upgrade options include hardware and software that will enhance system security, communicate in real time, and support the future TAP mobile app and other new payment technologies.

Please refer to Attachment B – Contract Modification/Change Order Log.

### **B. Cost/Price Analysis**

Metro staff is in the process of finalizing negotiations with Cubic to perform the services and will negotiate and perform a cost analysis to deem the proposal amount fair and reasonable prior to execution of Modification No. 154.

<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>NTE Amount</b>
\$22,104,750	\$23,733,500	\$22,104,750