PROCUREMENT SUMMARY

HASTUS v2024 UPGRADE / PS108917000

1.	**Contract Number**: PS108917000	
2.	**Recommended Vendor**: Giro, Inc./Le Groupe en Informatique et Recherche Operatioannelle (Giro, Inc.)	
3.	**Type of Procurement (check one) :** ☐ **IFB** ☐ **RFIQ** ☐ **RFP** ☒ **Non-Competitive** ☐ **Modification** ☐ **Task Order**	
4.	**Procurement Dates** :	
	A. Issued : July 20, 2023	
	B. Advertised/Publicized: N/A	
	C. Pre-Proposal Conference: N/A	
	D. Proposals Due: September 15, 2023	
	E. Pre-Qualification Completed: February 6, 2024	
	F. Ethics Declaration Forms submitted to Ethics: September 20, 2023	
	G. Protest Period End Date: N/A	
5.	**Solicitations Picked up/Downloaded**: 1	**Proposals Received**: 1
6.	**Contract Administrator**: Annie Duong	**Telephone Number**: (213) 418-3048
7.	**Project Manager**: Al Martinez	**Telephone Number**: (213) 922-2956

A. Procurement Background

This Board Action is to award Contract No. PS108917000 to Giro, Inc. for the HASTUS v2024 scheduling software upgrade, which consists of various software modules that offer key functionality to Metro's bus and rail fleet operation. HASTUS is proprietary software developed by Giro, Inc.

On July 20, 2023, Request for Proposal (RFP) No. PS108917000 was issued as a non-competitive procurement in accordance with Metro's Acquisition Policy and the contract type is firm fixed price. The Diversity & Economic Opportunity Department did not recommend a Small Business Enterprise (SBE)/Disabled Veteran Business Enterprise (DVBE) participation goal due to the lack of subcontracting opportunities.

One (1) amendment was issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on August 10, 2023, extended the proposal due date.

A proposal was received from Giro, Inc. on September 15, 2023.

B. Evaluation of Proposal

Metro currently uses HASTUS v2015 to meet Metro's bus/rail operation and scheduling needs. The software allows for required configuration changes that relate to Metro union agreements (e.g., layovers, breaks, overtime, etc.) and operating conditions to optimize service (e.g. short trips, staggered terminal points, school schedules, special events).

The software upgrade and on-going software support are needed to enable operational changes to Metro's bus and rail fleet (e.g. addition of new vehicles, new lines and route changes) including the planned transition to electric fleet and electric charging stations at the Divisions.

The Project Manager's technical analysis of the proposal deemed Giro, Inc. responsive to the requirements of the scope of services. Giro has the knowledge, expertise and skillset required for the design, development, implementation, and maintenance of the HASTUS v2024 upgrade.

C. Cost Analysis

The recommended price has been determined to be fair and reasonable based upon an independent cost estimate (ICE), cost analysis, technical analysis, fact finding and negotiations. Metro's staff successfully negotiated a cost savings of $495,502.

	Proposer Name	Proposal Amount	Metro ICE	Negotiated Amount
1.	Giro, Inc.	$3,940,551	$3,255,039	$3,445,049

The ICE included an on-premise environment technology to implement the upgrade. However, after a series of discussions and negotiations, Metro elected to use a cloud computing solution wherein Giro will host the system implementation instead of an on-premise environment. The election of the cloud computing solution resulted in the variance between the ICE and the recommended amount.

D. Background on Recommended Contractor

The recommended firm, Giro, Inc., headquartered in Montreal, Province of Quebec, Canada, was founded in 1979. It is a software development company that provides solutions for public transit, electric buses, rail operations, on-demand transport, and postal operations. Giro's product portfolio includes HASTUS, their modular software for public transit operations, and GeoRoute, their routing software for postal operations.

Giro, Inc. has deployed similar software upgrade solutions for public organizations such as King County Metro Seattle, WA, Massachusetts Bay Transportation

Authority (MBTA), San Diego Metropolitan Transit System (MTS), Pittsburg Regional Transit, Denver Transit Operators, and New York City Transit.

Metro has purchased HASTUS software subscriptions from Giro, Inc. since 1985 and services have been satisfactory.