



## SACOG Board of Directors

Item #13-1-5  
Consent

January 10, 2013

### **Approve Connect Card Contract Amendment with INIT to Purchase Hardware on the YCTD and Elk Grove Transit Bus Fleets to Satisfy Data Communications Interface Requirements**

**Issue:** A sole source contract amendment (Change Order) to the Innovations in Transportation (INIT) contract is required to deliver a viable hardware solution to the data communications interface requirement on the Yolo County Transportation District (YCTD) and Elk Grove Transit (Elk Grove) bus fleets for Connect Card.

**Recommendation:** The Strategic Planning Committee recommends that the Board authorize the Chief Executive Officer to negotiate a Change Order to the INIT Contract to purchase 129 proprietary Operator Control Units (OCU) in the amount of \$114,085.

**Committee Action/Discussion:** The Connect Card implementation is transitioning from the system design phase to procurement and manufacturing. As part of this effort, the project requires procurement of hardware for the YCTD and Elk Grove bus fleets. The proposed Change Order will deliver this functionality at a budget savings of \$66,000 over the projected costs in the Project Budget. This is a sole source procurement necessitated by the proprietary nature of the vendor system.

Bus drivers require an interactive control unit to properly operate the smart card on-board systems manufactured by INIT. YCTD and Elk Grove have an existing OCU to interface with the electronic fare boxes manufactured by GFI Genfare (GFI). As part of preliminary design, the project team committed to exploring several alternative technical solutions to the need for a smart card interactive control unit. One was the possibility of an interface with the GFI-supplied OCU so as to minimize total amount of new hardware on each bus. Another solution analyzed was using a proprietary OCU manufactured by INIT which integrates with the INIT on-board system.

After a careful engineering and cost analysis, and in close consultation with the effected transit partners, staff recommended against an interface with GFI in favor of the INIT OCU. GFI offered to software engineer an interface for a price of \$96,652. However, this price would not include any additional assistance needed to solve problems which could occur in future interfacing with the INIT on-board system. The project team determined that the difference in price from the INIT proprietary OCU was more than offset by the elimination of additional technical risk inherent in third party integration and software development. The INIT OCU is a far superior piece of technology that is highly configurable, giving the transit agencies great flexibility as agency fare policies and program needs change in the future. The INIT OCU is already slated to be delivered to Yuba-Sutter Transit, El Dorado Transit, and Folsom Stage Lines as part of the Connect Card deployment.

This proposed Change Order is in the Project Budget. When the Change Order cost of \$114,085 is combined with the Clever Devices contract (\$320,000), the expense will total \$434,000 of the \$500,000 budgeted for "Third Party Integration." The remainder will be shifted to project contingency. The proposed expenditure will be 1.4 percent of the total INIT contract, the total value of which is \$8,167,811. On December 17, 2012, the Connect Card Consortium endorsed the staff recommendation.

Approved by:

Mike McKeever  
Chief Executive Officer

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