

# MEMPHIS AREA TRANSIT AUTHORITY

1370 Levee Road  
Memphis, TN 38108  
Telephone: 901-722-7100 www.matatransit.com

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**Gary J. Rosenfeld**  
Chief Executive Officer

## **Board of Commissioners**

John Vergos – **Acting Chair**

Martin Lipinski – **Vice Chair**  
Shelia Williams  
Roquita Williams  
Kristen Bland

Janice Holder  
Michael Fulton  
Tommy Pacello  
Robert Clark

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## **AGENDA For the Board of Commissioners Meeting February 26, 2019 3:30p.m.**

- |       |  |                |
|-------|--|----------------|
| I.    | Call to Order  | John Vergos    |
| II.   | Board Roll Call  | Linda Eskridge |
| III.  | Approval of December 11, 2018 Board Minutes  |                |
| IV.   | CEO Report   | Gary Rosenfeld |
| V.    | Consent Agenda Items<br>None   | Gary Rosenfeld |
| VI.   | Service and Development Items  | Gary Rosenfeld |
|       | a. Resolution to Award a Contract to Innovation in<br>Transportation, Inc. to Purchase a Next Generation<br>Fare Collection System – Res. No. 19-08            |                |
|       | b. Resolution to Award a Contract to Trapeze Software<br>Group, Inc. to Purchase Fareboxes and Equipment for<br>a Next Generation Fare System – Res. No. 19-09 | Gary Rosenfeld |
| VII.  | Finance Agenda Item:<br>None   |                |
| VIII. | Procurement Agenda Items:<br>None  | Gary Rosenfeld |
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| IX. | Speaker(s) Acknowledgement | Lawson Albritton |
| X.  | Old/New Business           | John Vergos      |
| XI. | Adjournment                | John Vergos      |

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**CALL TO ORDER:** A regular meeting of the MATA Board of Commissioners was called to order by Acting Chair, John Vergos at 3:30 p.m. on Tuesday, December 11, 2018 at 1370 Levee Road Board Room.

## **BOARD ROLL CALL:**

*Present:* John Vergos; Shelia Williams; Martin Lipinski; Janice Holder; Robert Clark; Tommy Pacello; Michael Fulton

*Absent:* Roquita Williams; Kristen Bland

*Quorum:* Yes

*Staff:* Lawson Albritton, Senior Administrative Officer; Tiffany Casey, Manager of Customer Experience; Linda Eskridge, Executive Office Manager; Marcellus Gunn, ATU President; Nicole Lacey, Chief Communications Officer; John Lancaster, Director of Planning & Scheduling; Maury Miles, Director of Grants and Procurement; Alvin Pearson, Chief Operations Officer; Gary Rosenfeld, Chief Executive Officer; Bernard Rudolph, Chief Financial Officer;

*Guests:* Cynthia Bailey, MBRU; Janice Banks, Small Planet Works Nicole Bowen, PCA for Pearlie Bowen, MATApplus Customer; Juanita Brooks, Suzanne Carlson, Innovate Memphis; Justin Davis, MBRU; Shyam Dunna, nMomentum; Charles Johnson, MBRU; Mary Lou McCaa, MICAH; Kenneth Moore, Kimley-Horn; Johnnie Mosley, Citizens for Better Services; Betty Robinson, MBRU; Sandy Sweagelsky, MICAH; Denise Turner, MBRU; John Zeanah, Division of Planning and Development

Minutes of the December 11, 2018 Board Minutes were unanimously approved.

CEO Report – Gary Rosenfeld

Mr. Rosenfeld opened by mentioning the government shutdown and the potential for another shutdown on February 15, 2019. From a MATA perspective we are ok until about June on funds that we expect from the federal government for our operating funds. Past June it becomes questionable. FTA is part of the Transportation and Housing Bill that goes before Congress, Senate and president, which is wrapped up with the political issue of the day.

MATA participated in the Breakfast for the homeless on New Years Day. This is sponsored by the Memphis Fire Department.

Congratulations to Luberta Danner, who had the most OTP for 2018. She was also recognized at the MATA kick-off dinner. Kristan Jones, MATApplus operator had the most OTP days in 2018 as well. Mr. Jones also participated in the TPTA Rodeo this year and brought home the 2<sup>nd</sup> place trophy.

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Fred Peete, in the Trolley division received the greatest number of 100% days also. We received great compliments on Customer service this year. Kaiya Woods, who is relatively new, received a letter complimenting her for going out of her way on a regular basis to assist our customers.

OTP – Eight Fixed Route bus operators, nine trolley operators, and 21 MATAplus operators all received over 90% OTP for 2018.

Mr. Rosenfeld updated the Board on the Statistic Report. He also shared his upcoming meetings and events.

## **Consent Agenda Items:**

- a. Resolution to Authorize the Purchase of Diesel Fuel – Res. No. 19-01
- b. Resolution to Authorize the Purchase of Unleaded Gasoline – Res. No. 19-02
- c. Resolution to Authorize IMPROVE Act Grant Applications to TDOT – Res. 19-03

Discussion: Mr. Rosenfeld presented Resolution Nos. 19-01 and 19-02. MATA goes to bid each year to purchase Diesel and unleaded gasoline. We work with a group of vendors and we lock in to a price that takes us through the volume of fuel that we are looking to purchase. Normally after Labor Day it drops in price substantially; however, the price drop did not occur until mid-December. Our Procurement Department communicated with all the vendors and put together the opportunity to lock into low prices now for the end of this contract. Hopefully within the next few weeks, we will lock into a good price that will carry us beyond the end of the existing contract. Perhaps we can make up some of the over expenses that we experienced the first half of our fiscal year. He commended the Procurement department for their actions.

Mr. Rosenfeld presented Resolution No. 19-03. This is a technical aspect and there was information available in the Board package for what MATA submitted and what we were awarded. *It was motioned by Mr. Pacello and seconded by Ms. Shelia Williams to put Res. Nos. 19-01, 19-02, and 19-03 on the floor for discussion.* There was no discussion. **Resolutions Passed**

## **Service and Development Items**

- a. Resolution to Adopt the Transit Vision as the Guiding Plan for Future Transit Infrastructure Investments and Service Improvements – Res. No. 19-04

Discussion: Mr. Rosenfeld welcomed John Zeanah to our meeting. He will be on hand to answer any questions we may have about the Transit Vision and the Transit 3.0 plan. Over the last couple of years, the city of Memphis has been going through the process of creating a Comprehensive Land Use plan. Early in that process it became quite apparent that the public had a desire for improved transportation services within the community. Transit Vision was born where we were able to bring together talents of Jared Walker, internationally known transit

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planner and others to include 60 or 70 stakeholders and we reimaged the transit network, which was used to identify what our future funding needs are. The plan is complete and ready for adoption. Mr. Rosenfeld stated that it will become a guiding light for all our future investments and operational changes as we move forward and as funding becomes available. Mr. Rosenfeld gave Mr. Zeanah the opportunity to speak. The basis of Mr. Zeanah's points were that the guiding vision of the comprehensive plan is that Memphis will grow up, not grow out. In the process of preparing the transit vision we looked at not only how the system will benefit from more emphasis on frequent service but how it aligns with areas that are targeted for future growth going forward. In that way, the comprehensive plan and the request for adoption of the transit vision is very much in line with how the city see it growing in the 30 few years. Mr. Zeanah also recognized Suzanne Carlson, with Innovate Memphis as one of the key partners in the development of the transportation plan. Mr. Vergos questioned the active support of a development such as Park side on the north side of Shelby Farms, he feels that project speaks nothing but urban sprawl. Mr. Vergos questions how they justify building up-not out when you support projects as such. Mr. Zeanah stated the important thing to remember is the vision is anchoring growth in the core and neighborhood centers. That was identified by the residence of the Cordova area as one of the future neighborhood centers. Though there were many neighbors that was opposed by that, ultimately it was approved. This is looking at the future 20 years down the road, what are the neighborhood centers that we want to concentrate activity going forward. Mr. Pacello made the motion to approve Res. No. 19-04 and Mr. Lipinski seconded the motion. **Resolution Passed**

b. Resolution Adopting a Holiday Service Schedule for 2019  
Res. No. 19-05

Discussion: Mr. Rosenfeld stated in an attempt to try to be more proficient rather than bringing Holidays to the Board for approval a day or even a month before the holiday, we would like to identify what services would be offered on the various holidays through the year 2019 and the beginning of year 2020. We have identified all the holidays within the city, these are not necessarily all the MATA or City holidays but are generally recognized holidays within the community. There are certain holidays that changes from regular weekday services to Sunday service and the day after Thanksgiving and MLK Day in the future as Saturday service. The National Dump the Pump Day sponsored by APTA was changed to National Transit Day, changing the marketing approach to building ridership on Thursday April 25, 2019 where we will offer free fares. Also, on Veterans Day that falls during the week we will offer free fares. Staff is seeking approval on this service schedule so that we can publish it and the public can appropriately plan in advance. Mr. Clark moved the resolution to the floor for discussion and Mr. Fulton seconded the motion. Ms. Cynthia Bailey requested to speak on this item. Ms. Bailey feels that major holidays should be on a Saturday schedule because a lot of passengers still work on these days. Mr. Rosenfeld stated that the selection of Sunday service is a budgetary concern and not a desire. As we know in the transit vision with additional funding the ideal is to equalize the span of service from weekdays to Saturdays and Sundays to increase Saturday and Sunday service as well to be more reflective of that. Mr. Pacello asked what's the difference in that budgetary constraint between Saturday and Sunday service. Mr. Rosenfeld stated that Saturday is about 70% normal for a weekday and Sunday is about 30% of that **Resolution Passed**

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## Financial Agenda Items:

Financial Report

Bernhard Rudolph, CFO

November 2018 & December 2018

The Financial Report included the November and December Financial Reports, mostly focusing on the December Report because he is looking at the year-to-date numbers. Year-to-date revenues for December were at \$37.6MM, which is 3.6M ahead of budget, due to state funding that was budgeted for January that came in a little earlier. The remainder is grant funding that is funding overhead, which finance does not budget for that. We are over on some overhead items such as services are over by \$500,000, but majority of that is grant funded items. Even though we are overbudget on the Expense side, it is compensated by the fact that we are overbudget on the Revenue side. We are also about \$190,000 over on fuel when the contract ended, prices were much higher than we had budgeted, as we were buying off the spot market about 3¢ to 35¢ over what was budgeted for a period of time. We ended up locking it in at three cents below budget. We are over on Insurance part of that is we had to go to another carrier at the beginning of the year, and we had to go to another carrier, which was about \$190,000 increase. The remainder is money that was budgeted as recoverable insurance, so we are about \$300,000 over on that line item. Overall, we are about \$100,000 ahead of plan, better than budget on overall expenses because all those budgets are most than offset by the savings we had in healthcare coverage. Overall, we are doing well, over on revenue and favorable to budget on expenses. Passengers fares we were about \$4,000 favorable to budget in November and December we were \$35,000 below budget. Year to date we are about \$110,000 below budget on passenger fares. On a cash basis we are watching what happens with the federal government, but looking ahead, we should be able to make it through the remainder of this Fiscal year until we can start drawing on the city funds for next Fiscal year. This ended the Financial Report.

## Procurement Agenda Items:

- a. Resolution to Purchase a One-Ton Flat Bed Truck with 14 HP Air Compressor and Mounted Pressure Washer – Res. No. 19-06

Discussion: Mr. Rosenfeld presented this resolution to the Board. He stated that this is part of an equipment replacement process. It is equipment that we use to maintain bus stop shelters throughout our service area. It is due to be replaced and unfortunately, we received only one bid, but it has been determined to be usual and customary in terms of prices. We request approval of to award this contract to Homer Skelton Chrysler-Dodge-Jeep-Ram at a cost of \$59,265.00. Mr. Pacello moved that the resolution be put on the floor for discussion. Ms. Shelia Williams seconded the motion. **Resolution Passed**

**Presentation:** Shyam Dunna, nMomentum

Next Generation Fare Collection System – Enterprise Resource Planning (ERP)/

Enterprise Asset Management System (EAM)

The presentation included an overview of the Enterprise Resource Planning (ERP)/ Enterprise Asset Management System (EAM) features and benefits and provided schedules, and timelines for the implementation of the new systems.

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The current fare systems at MATA are from a company called GFI, now called SPX or Genfare, and consists of fare boxes that are old and at the end of their useful life. MATA's primary goal is to streamline all the fare structure for simple and seamless travel for all the MATA customers and to reduce the cash collections of the system.

The different systems are going to tie into one central system which is a necessity for giving all the data that is required to do the analysis to better serve the public in terms of where people are boarding and where are most of the tickets being purchased to be able to offer a variety of different programs.

Mr. Dunna stated they are basically in the middle of the finals at this moment and will plan on bringing that to the floor for approval towards the end of next month for this next generation fares system project. They will start with all the system design and configuration and then go live in about October of 2020 of next year. After a notice to proceed it is about an 18- to 20-month full implementation cycle.

## Questions/Answers:

- What will this mean for personnel? Mr. Rosenfeld answered he can pretty much guarantee there will be no additions to staff.
- What is the ballpark cost of this and how do we pay for it? Mr. Rosenfeld answered that at this particular point we've got grant funding for all of this including some that's coming from the state. While we're in the midst of final discussions, he don't think it's appropriate for us to put a price tag out there for the system.
- Do we feel confident, thinking back on the rollout of Obamacare and how it all crashed and collapsed immediately and then it started working, do we feel comfortable that all these parts can be put together and we're not gonna have a major, colossal mistake?
- Do we feel confident, thinking back on the rollout of Obamacare and how it all crashed and collapsed immediately and then it started working, do we feel comfortable that all these parts can be put together and we're not gonna have a major, colossal mistake? Is there a testing period? Mr. Dunna responded that, yes, definitely. We have deployed these types of systems at a variety of other agencies and these are all proven systems.
- Is there any maintenance or oversight by MATA's IT at all or will it be all third-party? Mr. Rosenfeld said it will be a combination of both. There's certainly local technology that will need to be addressed: ticket vending machines, readers onboard the buses, and such. That will be a combination of IT and maintenance to do that.

Mr. Rudolph and the IT Team will be very involved with nMomentum on the project. He stated that having something like this where you can get the reports and do it yourself will save us a lot of money in the long run. This ended the presentation.

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### **SPEAKER(S)**

#### **Juanita Brooks, P.O. Box 111162, Memphis, TN 38111**

Ms. Brooks stated that she has complained about dogs on the bus and have sent four letter and no one has called her back. She also had a concern about the bus drivers needing protection on the buses. The service is still messed up and people are losing their jobs. Nobody talks to the public before putting these scheduled on the buses because they are not concerned about the people riding the buses. She stated there needs to be a change. The buses are nasty and filthy. MATA need to get it right and care more about the customers who are helping MATA make a living.

#### **Ms. Denise Turner, 930 Aubra Road, Memphis, TN 38111**

Ms. Turner agreed with Ms. Brooks comments. She stated the bus terminal is nasty and filthy. She addressed it with Mr. Rosenfeld. The restrooms look terrible, mop buckets in the opening, bleach on the bathroom doors. The Bus #57 is not running right. She stood at the bus stop at 9:30a.m. and the bus showed up at 10:20am. She stated that she has a bad leg. Customer service is giving out the wrong bus information. The bus drivers and the customer service employees talk crazy to you.

#### **Nicole Bowen, 1137 Kney Street**

Ms. Bowen's concern is no one every gets back with her. She stated that she was given a liaison, Mr. Anthony Amos, but he stated that he cannot help her. Ms. Bowen asked the Board what is their role as Board Members for the public or customers? We come to Board Meeting and we follow the chain of command and still don't get a resolution, what do the Board supposed to do? Mr. Vergos stated that if staff is not responding, the Board needs to know, and we need to urge staff to respond. As far as the Board responding to individual letters or complaints, that's not something that the Board get into unless it is something that occur over-and-over again and affects policy. Our Board is to determine policy and do not get involved in the day-to-day running of MATA. Ms. Bowen feels that her concern falls under policy issue based on what the MATA Mission states. There are not enough accessible vehicles. There is no follow up on complaints. She feels that you cannot trust people at MATA and there is no consistency. Everything is recorded, but the customer does not have capability of pulling the phone conversation. She stated that customer service is terrible.

#### **Allison Donald, 5100 Poplar Avenue**

Functional Assessment Center – There have been a lot of new development from MATA but have not heard anything about the new functional assessment center that is supposed to be opening and the transitioning of riders to the fixed route system. They have been asking for some time that accessibility requirements that are ADA requirements be utilized by MATA to avoid incidents such as happened in the past with a rider being struck by oncoming traffic.

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If this is what the pattern of practice of MATA is going to be, and you plan to open a Functional Assessment Center, how are we to assure riders of MATAplus that the fixed route is truly an accessible space for them to utilize and accessible transportation for them to utilize.

**Cynthia Bailey**, MBRU Co-Chair

Ms. Bailey stated that she too is concerned about the safety of our drivers as stated earlier. If the drivers are not protected, how are the riders going to be protected. She stated that she has been concerned about shields for the drivers for about three years and is asking MATA to please check on the cost of a shield for the drivers. She stated that perhaps our maintenance department could be of some help with this. Mr. Rosenfeld stated that MATA has had some discussion with the union leadership and will continue these discussions.

**Marcellus Gunn**, President of Union Local 713 stated that they have been in discussion as reported by Mr. Rosenfeld. Mr. Gunn stated that they have had a lot of incidents on the bus that had potential to put our operators in harms way. If something happens to these drivers, and we have passengers on these buses as well, that's a major lawsuit for MATA, when we can put something up to help shield them. The drivers have undergone Civility training sure enough, but that is not enough, what happens when someone come upon the driver. We have ignored this long enough and we have been talking about this for a while. We have partitions from riders as well. This is an urgent need!

## **OLD/NEW BUSINESS**

Establishing Board Committee Assignments – Mr. Rosenfeld stated that we have two Board standing committees to include a Finance Committee and a Service and Development Committee. He would like to make a recommendation to create a third committee, which would be the Executive Committee. Mr. Rosenfeld gave a brief explanation of each committee and its functions. It is our goal to have a little more active role for these committees in the coming years, as we have a lot to do. Committee Members were selected for each committee; however, these meetings are open to all Board Members. Mr. Lipinski motioned that we establish an Executive Committee and Ms. Shelia Williams seconded the motion. Board Chair is a mayoral appointment. **Motion passed.**

### CEO Performance Review

Discussion: Chairman Vergos presented this item to the Board. He stated that he notified each Board member individually that Mr. Rosenfeld, CEO contract is up for review. Attorney Bruce Smith, Mr. Rosenfeld and Mr. Vergos met and evaluated the contract. He stated that he felt it's the Board's consensus that we are pleased at the way MATA is going and that we are pleased with the potential for future revenues. We remain aware of the fact that we have cut services and had to tear down as much as possible, but still must continue to go on. We have reviewed salaries of other peer cities and decided on a 4 ½% increase for the CEO going forward. Mr. Rosenfeld's three-year contract has been extended for an extra year.

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There are some arrangements we are trying to make for a slight additional increase and Attorney Smith is working on the language for that. A week's vacation has been added. In the Board's conversation, along with Attorney Smith, there are certain guidelines that we expect from the CEO and we will use those as review measures. This is a very critical year for MATA, and we all are hoping for a nice infusion of cash to help increase our services, our frequency, our coverage and not have customers feel they are being short changed in transportation in Memphis and Shelby County. Mr. Vergos called for a motion on this item. Mr. Pacello made a motion on the extension of the CEO, Gary Rosenfeld's and Ms. Williams seconded the motion. **Motion Passed.** This Item will become Resolution Res. No. 19-07

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John Vergos, Acting Chairman

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MEMPHIS AREA TRANSIT AUTHORITY

BOARD OF COMMISSIONERS

RESOLUTION 19-08

RESOLUTION TO AWARD A CONTRACT TO INNOVATION IN TRANSPORTATION, INC. TO PURCHASE A NEXT GENERATION FARE SYSTEM

**WHEREAS**, The Memphis Area Transit Authority (MATA) is required to maintain and or replace various fare collection equipment and maintain back-office equipment and software to ensure efficient and continued operations; and

**WHEREAS**, MATA’s existing fare collection equipment has exceeded its useful life and the manufacturer has notified MATA that they can no longer provide the necessary support for the equipment; and

**WHEREAS**, MATA issued a Request for Proposal (RFP) for companies to provide a Next Generation Fare System (NGFS) which includes fare collection equipment and software; and

**WHEREAS**, Three of the four proposals received were deemed responsive; and

**WHEREAS**, MATA’s Evaluation Committee reviewed the proposals based on the Best Value method using the evaluation criteria set forth in the RFP and requested demonstrations from those vendors in the competitive range; and

**WHEREAS**, After evaluating the demonstrations and conducting negotiations, the Evaluation Committee recommends that a contract be awarded to INIT for providing a Next Generation Fare System that includes smart media validators on MATA vehicles, new ticket vending machines, point of sale systems, mobile payments system, smart cards, fast pass application and the software solutions to power and integrate all aspects of the account-based fare collection system at a cost of \$10,945,391.48; and

**WHEREAS**, Capital and operating funds are available for this procurement.

**NOW, THEREFORE, BE IT RESOLVED BY THE MEMPHIS AREA TRANSIT AUTHORITY BOARD OF COMMISSIONERS** That a contract be awarded to INIT for providing a Next Generation Fare System that includes smart media validators on MATA vehicles, new ticket vending machines, point of sale systems, mobile payments system, smart cards, fast pass application and the software solutions to power and integrate all aspects of the account-based fare collection system at a cost of \$10,945,391.48.

**BE IT FURTHER RESOLVED** That the Chief Executive Officer, Chief Administrator Officer, Chairman or Vice-Chairman be authorized to execute the contract.

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MEMO

**TO:** MATA Board of Commissioners  
**FROM:** Gary Rosenfeld, Chief Executive Officer  
**SUBJECT:** RFP 19-05 Next Generation Fare System (NGFS)  
**DATE:** February 26, 2019

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This memo summarizes the procurement process for purchase of a Next Generation Fare System (NGFS) to replace MATA's existing fare collection system that has exceeded its useful service life. The new fare collection system will implement technologies designed to expedite boarding, offer secure and flexible payment options and enhance the overall riding experience for customers.

nMomentum is MATA's consultant helping with this project, and they developed the Scope of Work for the Request for Proposals, which was sent to 22 vendors, formally advertised and posted to MATA's website. The Scope of Work requested vendors to provide pricing for both an on-premises and a hosted solution. The DBE goal was set at 6% for this procurement. Four proposals were received; however, only three were deemed responsive. These three vendors were Innovations in Transportation, Inc. (INIT), LECIP and Trapeze Software Group, Inc. (Trapeze). The proposal from Genfare was deemed non-responsive because it did not meet the DBE goal that was set for this procurement. MATA's Evaluation Committee evaluated proposals using the Best Value method based on the criteria set forth in the procurement as follows: Features & Functionalities, Qualifications, Cost & Price, Staffing & Project Organization, Project Management Plan, Financial Stability of the Proposer, Required Information Submittals and On-site Demonstrations.

The three responsive vendors were requested to provide demonstrations for their respective products and fare collection systems. After the demonstrations, the Evaluation Committee completed their evaluations based on the demonstrations which resulted in MATA only requesting a Best and Final Offer (BAFO) from INIT and Trapeze for hosted services only.

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Subsequently, MATA requested revisions to the quantities of equipment which required INIT and Trapeze to revise their BAFOs. MATA accepted the revised BAFO for hosted services from INIT at the cost of \$10,945,391.48. MATA also accepted the revised BAFO for hosted services from Trapeze at the cost of \$3,264,057.07.

The Evaluation Committee recommends that contracts be awarded to both INIT and Trapeze for the fare collection system at the amounts stated above. These two contracts are necessary to fulfill all requirements of the new fare system. INIT does not provide fareboxes and vaulting equipment, and conversely, Trapeze does not provide the other aspects necessary to meet the requirements listed in the RFP.

Trapeze will provide new fareboxes on MATA vehicles as well as provide new vaulting equipment. INIT will provide all other aspects of the account-based fare collection system, including smart media validators on MATA vehicles, new ticket vending machines, point of sale systems, mobile payments system, smart cards, fast pass application and the software solutions to power and integrate all aspects of the fare collection system. Customers will be able to purchase and reload smart card fare media from MATA customer service centers as well as ticket vending machines, various retail stores and by utilizing their mobile devices. Customers can register, reload, manage family accounts and protect their balances through an online portal.

This project will be completed within 24 months from Notice to Proceed with portions of it becoming operational at various milestones.

MEMPHIS AREA TRANSIT AUTHORITY  
BOARD OF COMMISSIONERS

RESOLUTION 19-09

RESOLUTION TO AWARD A CONTRACT TO TRAPEZE SOFTWARE GROUP, INC. TO PURCHASE  
FAREBOXES AND EQUIPMENT FOR A NEXT GENERATION FARE SYSTEM

**WHEREAS**, The Memphis Area Transit Authority (MATA) is required to maintain and or replace various fare collection equipment and maintain back-office equipment and software to ensure efficient and continued operations; and

**WHEREAS**, MATA's existing fare collection equipment has exceeded its useful life and the manufacturer has notified MATA that they can no longer provide the necessary support for the equipment; and

**WHEREAS**, MATA issued a Request for Proposal (RFP) for companies to provide a Next Generation Fare System (NGFS) which includes fare collection equipment and software; and

**WHEREAS**, Three of the four proposals received were deemed responsive; and

**WHEREAS**, MATA's Evaluation Committee reviewed the proposals based on the Best Value method using the evaluation criteria set forth in the RFP and requested demonstrations from those vendors in the competitive range; and

**WHEREAS**, After evaluating the demonstrations and conducting negotiations, the Evaluation Committee recommends that a contract be awarded to Trapeze Software Group, Inc. for providing fareboxes and related equipment for a Next Generation Fare System at a cost of \$3,264,057.07; and

**WHEREAS**, Capital and operating funds are available for this procurement.

**NOW, THEREFORE, BE IT RESOLVED BY THE MEMPHIS AREA TRANSIT AUTHORITY BOARD OF COMMISSIONERS** That a contract be awarded to INIT for providing fareboxes and related equipment for a Next Generation Fare System at a cost of \$3,264,057.07.

**BE IT FURTHER RESOLVED** That the Chief Executive Officer, Chief Administrator Officer, Chairman or Vice-Chairman be authorized to execute the contract.

\* \* \* \* \*