



**Regional Transit Authority
SOLE SOURCE JUSTIFICATION FORM
FOR TRANSACTION OVER \$25,000**

FOR PROCUREMENT USE ONLY:

FTA C 4220.1F states: Sole Source Justification - If the recipient decides to solicit an offer from only one source, the recipient must justify its decision adequately considering the standards of subparagraph 3.i(1)(b) of this Chapter. This procurement can be defined as any contract entered without a competitive process. based on a justification that only one known source exists or that only one single supplier can fulfill the requirements. FTA expects this sole source justification to be in writing.

1. The materials/services listed on Requisition number 105917 is available from only one source and competition is precluded for reasons indicated below.

RTA's mobile application, GoMobile, was developed by Transdev. Transdev still owns the license for the application and is responsible for operations, maintenance, and authorizations on behalf of RTA. This arrangement is governed by an Operations and Maintenance Agreement. In February 2022 Transdev notified RTA that it will not renew the Operations and Maintenance Agreement. As a result, on August 29, 2022, the GoMobile application will no longer be active, and RTA will no longer have a mobile application. RTA must identify an immediate replacement mobile solution equivalent to the levels of service offered by its current application to ensure (1) no loss of fare revenue, and (2) continuity of wayfinding and real-time information services for riders.

RTA staff have spent the past year designing the Coordinated Fare Modernization Initiative, a comprehensive project which seeks to modernize the agency's fare elements, including fare technology. RTA has received a \$10 million RAISE Grant from the Federal Transit Authority to pursue this modernization strategy. These funds will be accessible in late 2022. Retaining flexibility for that ultimate modernization, which should include tap cards, account-based-ticketing, and other mobile ticketing solutions, is paramount to RTA's longer roadmap for fare technology.

Given this context, RTA staff identified the following as requirements for the replacement mobile application:

- **Single-App Solution:** GoMobile provides both real-time information and mobile ticketing to RTA's riders in a single application – fairly unique among transit agencies. In designing a solution, RTA staff prioritized a similarly integrated experience for ease of rider transition.
- **Future Flexibility:** RTA received a RAISE Grant last year to fund modernization of its fare technology. RTA staff also completed a Fare Study last year to identify a roadmap for improving its fare technology, with a goal of potentially implementing account-based-ticketing. RTA staff prioritized a mobile application replacement solution that allowed for future flexibility in implementing account-based-ticketing.
- **Eliminating "Second Migration" Risk:** RTA seeks to transition all of its riders to a new application on a one-time basis. RTA staff recognizes the challenge faced by riders in moving from GoMobile to a new application. To reduce the burden on riders, RTA staff prioritized a solution that requires a single transition and does not expose the Agency to future risk of a second migration to another new application.



- **Meeting Current Levels of Service:** Both RTA and its Riders are accustomed to certain services and functions associated with GoMobile. RTA staff sought to ensure that the replacement solution delivered at least the levels of service associated with the current app, if not higher levels of service.
- **Meeting Expedited Timeline:** RTA staff sought a solution that could reasonably be delivered in three months by the end of July 2022 to ensure that RTA meets the transition date of August 28, 2022.

RTA staff determined, after a comprehensive analysis given the goals and limitations listed above, that there is only one replacement solution that meets these goals – an “off-the shelf” “white label” application developed by a software-as-a-service provider which utilizes mobile ticketing from a mobile ticketing as-a-service provider, supplemented by a third-party software-as-a-service provider for redundancy. RTA staff determined that Moovit, Transit App, and Token Transit, respectively, are the only combination of vendors able to deliver the solution.

2. This acquisition is restricted to the following source:

Manufacturer: Token Transit

Manufacturer Address: 350 Townsend St., San Francisco, CA 94107

Manufacturer’s Dealer/Representative: Zachary Browne

Dealer/Representative Address & Phone Number: zachary@tokentransit.com, (608) 770-5514

3. Description of the materials/service required, the estimated cost, and required delivery date.

Token Transit as a Mobile Ticketing Provider. The estimated cost for the solution is \$160,000 per year, with a Not-to-Exceed of \$300,000. Note that Token Transit is paid as a percentage of fare revenues, such that they only earn revenue when RTA sells fares. The required delivery date is 7/30/22. Token Transit serves as a processor of fare payments through the mobile app and integrates with the white-label app and the third-party app.

4. Specific characteristics of the materials/service that limit the availability to a sole source are unique features and functionality of the system.

Token Transit has existing integrations with Moovit and Transit App, the other two vendors procured as part of the mobile application replacement. These existing integrations ensure speed of delivery and quality of the implementation. As noted in response to Question 1, RTA seeks to retain flexibility to pursue a full fare modernization pursuant to the RAISE Grant it received from the FTA. Token Transit does not compete in the full account-based-ticketing systems and thus will be easy to “swap out” of RTA’s fare system during the full modernization process, if necessary. Token Transit is the only firm that offers RTA this flexibility.

5. Check and fill in all that are applicable:



The material or service must be compatible in all aspects (form, fit, and function) with existing systems presently installed. Describe the equipment you have now and how the new materials/service must coordinate, connect, or interface with the existing system: Token Transit has existing integrations with Moovit and Transit App, the other two vendors procured as part of the mobile application replacement. These existing integrations ensure speed of delivery and quality of the implementation.



- A patent, copyright, or proprietary data limits competition. The proprietary data are described as follows:
- These are "direct replacement" parts/components for existing equipment.
- Other information to support a sole source buy:** As noted in response to Question 1, RTA seeks to retain flexibility to pursue a full fare modernization pursuant to the RAISE Grant it received from the FTA. Token Transit does not compete in the full account-based-ticketing systems and thus will be easy to "swap out" of RTA's fare system during the full modernization process, if necessary. Token Transit is the only firm that offers RTA this flexibility.

(a) Sole Source. When the recipient requires supplies or services available from only one responsible source, and no other supplies or services will satisfy its requirements, the recipient may make a sole source award. When the recipient requires an existing contractor to make a change to its contract that is beyond the scope of that contract, the recipient has made a sole source award that must be justified.

Unique Capability or Availability. The property or services are available from one source if one of the conditions described below is present:

Unique or Innovative Concept. The offeror demonstrates a unique or innovative concept or capability not available from another source. Unique or innovative concept means a new, novel, or changed concept, approach, or method that is the product of original thinking, the details of which are kept confidential or are patented or copyrighted and is available to the recipient only from one source and has not in the past been available to the recipient from another source.

Patents or Restricted Data Rights. Patent or data rights restrictions preclude competition.

Substantial Duplication Costs. In the case of a follow-on contract for the continued development or production of highly specialized equipment and major components thereof, when it is likely that award to another contractor would result in substantial duplication of costs that are not expected to be recovered through competition.

Unacceptable Delay. In the case of a follow-on contract for the continued development or production of a highly specialized equipment and major components thereof, when it is likely that award to another contractor would result in unacceptable delays in fulfilling the recipient's needs.

CERTIFICATION

I certify that statements checked, and information provided above are complete and correct to the best of my knowledge. I understand that the processing of this Sole-Source Justification precludes the use of full and open competition.

Doris Sullivan
Requestor

4/6/22
Date



A. I have reviewed this form and the attachments provided and by signing below I give authority to the above stated department representative to proceed as lead in the procurement process.

Stevan J. Sten
Department Head

Dir of I. T.
Title

B. Certification of Authorized Grant:

Is this item/specification consistent with the Authorized Grant? Yes No

Director of Grants/ Federal Compliance

Date

C. Safety: Include Standard Safety Provisions Only

Additional Safety Requirements Attached

Safety Director

Date

Risk Management: Include Standard Insurance Provisions Only?
Include Additional Insurance Requirements Attached

Yes No

Risk Management Analyst

Date

D. Funding Source: Federal State Local Other

Funds are specifically allocated in the Department's current fiscal year budget or in a grant to cover this expenditure as follows:

Total Available Funding: \$ 300,000 (NTE)

Estimated Cost: \$ 300,000 (NTE)

FTA Grant No.(s) N/A

Budget Code(s) ~~1290002, 0520, 121402~~ 1.4035

Est

Budget Analyst

4/7/22
Date

E. DBE/SBE Goal: 0 % DBE

0 % Small Business

Alvin G. Epi
Director of Small Business Development

4/7/2022
Date

Alvin G. Epi
DBE/EEO Compliance Manager

4/7/2022
Date



F. Authorizations: I have reviewed and approved this sole source justification request.

Lana Edwards Haber

Chief/Deputy CEO

4/7/21

Date

[Signature]

Director of Procurement

4/7/21

Date

Chief Financial Officer

Date

Chief Executive Officer

Date