



## DEPARTMENT OF TRANSPORTATION

DATE: MARCH 24, 2022

TO: GEORGEANNE WHITE, City Manager  
Office of the Mayor & City Manager

FROM: JOE VARGAS, Director  
Department of Transportation

KRISTOPHER GREY, Projects Administrator  
Department of Transportation

SUBJECT: AFFIRM TRAPEZE GROUP IS UNIQUELY QUALIFIED TO PROVIDE  
ENTERPRISE ASSET MANAGEMENT SOFTWARE AND MAINTENANCE  
SERVICES WITH TOTAL COST OF \$670,408

### **Executive Summary**

The Department of Transportation, Fresno Area Express (FAX) seeks to enter into a service contract with Trapeze Software Group (Trapeze) encompassing two critical services.

The first component is the continuation of software maintenance for Trapeze's Transit Passenger Application suite of products. These products are critical to the day-to-day transit operations, planning, and maintenance for the department.

The second component is the expansion of Trapeze Enterprise Asset Management (EAM) software which currently manages the maintenance of rolling stock vehicles. The expansion will add the maintenance of fixed assets, forecast lifecycles costs, and capture data necessary for the annual reporting to the Federal Transit Administration (FTA) Transit Asset Management (TAM) Program per 49 CFR 625.25.

Staff has determined Trapeze is uniquely qualified to provide both components. Moreover, the FTA defines this action as a sole-source non-competitive procurement. FAX has determined that Trapeze is uniquely capable to provide the EAM software solution and maintenance services as defined herein.

### **Software Maintenance**

The FTA supports the use of intelligent transportation systems (ITS) to further enhance public transportation through the ITS Transit Program. The goal of this program is to encourage transit agencies to develop systems for incident reporting, emergency services, information management, traveler information, real-time information, and driver

assistance systems to enhance driver and passenger safety. Trapeze's software suite of Transit Passenger Application products supports this goal.

In 1997, the Council awarded a contract to Rockwell Collins to provide a CAD/AVL System for FAX's transit system. Through a series of acquisitions, the CAD/AVL system, and its related suite of modules, is now provided by Trapeze. The initial service agreement has been extended a number of times since 2006 through Council approved maintenance service agreement with Trapeze.

Through various past formal and informal procurements, the Transit Passenger Application program has grown to 11 Trapeze modules. These products are critical to day-to-day transit operations, planning, and maintenance for the department.

The proposed service contract is integral to maintain the Transit Passenger Application suite of products which contain proprietary hardware and software. Trapeze is uniquely qualified to provide the maintenance services for this suite of products. The resulting action is defined by the FTA as a sole source non-competitive procurement. This finding is supported by Trapeze's unique capability to service the proprietary software and hardware through restricted data rights and patents.

FAX currently has 119 transit buses, 54 paratransit vehicles, 5 process specific workstations, 3 transit servers, respective software, hardware, and licenses that will be covered under the proposed service contract. This component of the service contract will provide for continued maintenance of the system's hardware and software through June 30, 2022, at the cost of \$285,809.

### **Enterprise Asset Management**

FAX is required to develop and implement a TAM Plan in accordance with 49 CFR 625.25. The elements of the TAM system include (1) objective standards for measuring the conditions of capital assets, (2) performance measures for capital assets, (3) development and implementation of TAM plan, (4) meeting reporting requirements, and (5) analytical processes and decision support tools.

FAX currently utilizes Trapeze EAM software to assist the tracking, monitoring, and implementation of rolling stock assets. Trapeze's EAM software builds on these software packages with additional reporting, tracking, planning, and other asset management workflows for fixed assets that integrate with FAX's existing software suite.

As FAX's capital and equipment assets continue to grow, it is in need of a more sophisticated software solution that will enable FAX to track the state of good repair, useful life, inventories, and condition assessments of its assets for accurate performance measure developments and to remain compliant with TAM requirements.

FAX efforts to locate possible suppliers started with a search through the California Multiple Awards Schedules (CMAS) where Agile Assets was identified as a potential

supplier. FAX conducted five interviews with Agile Assets to discuss their software solution, pricing, and integration capabilities with FAX's current software solutions. FAX conducted three interviews with its current supplier, Trapeze, to learn more about its EAM solution and reviewed the software capabilities and pricing. FAX was also presented information for a product called eBuilder, but determined that this software was better purposed as construction management software than for asset management. FAX staff also attended LA Metro's webinar on its procurement and implementation of Infor, an enterprise software company.

In order to establish a legal basis for dispensing with competition a finding must be made that the supply or service is uniquely qualified and uniquely capable. The FTA allows for sole source procurements in the case of 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.

In spite of FAX's efforts to locate multiple suppliers to fulfill competition, staff was unable to find a supplier other than Trapeze that could successfully integrate into FAX's current software solutions without substantial duplication of cost and meet FAX's needs for compliance with TAM requirements. Therefore staff has determined Trapeze is uniquely qualified and uniquely capable to provide this service.

This component of the service contract will expand EAM at the cost of \$384,599.

**Recommendation**

FAX is requesting the City Manager's concurrence in finding that Trapeze Group is uniquely qualified and uniquely capable of providing an asset management software solution and maintenance of existing Trapeze-based software products due to restricted data rights and substantial duplication of cost per Federal Transit Administration definitions and guidance. FAX will then seek Council award in the amount of \$670,408.

Approve as to Form:

Pauline Bourgeois 3/4/22  
Deputy City Attorney Date

Approve Request

Deny Request

Georgeanne White 3/17/22  
Georgeanne White, City Manager Date