




DATE: August 29, 2019

TO: WILMA QUAN, City Manager
Office of the City Manager

THROUGH: GREGORY A. BARFIELD, Director 
Department of Transportation

BRIAN BARR, Assistant Director 
Department of Transportation

FROM: NOEL VILLAVERDE, IT Supervisor
Department of Transportation

SUBJECT: FINDING TRAPEZE SOFTWARE GROUP, INC., UNIQUELY QUALIFIED
TO PERFORM HARDWARE AND SOFTWARE MAINTENANCE
AGREEMENT AND UNIQUELY CAPABLE AS DEFINED BY THE
FEDERAL TRANSIT ADMINISTRATION

Executive Summary

Trapeze Software Group, Inc. (Trapeze) is the sole manufacturer of Trapeze suite software and hardware products currently implemented at the Department of Transportation/Fresno Area Express (FAX). Trapeze is uniquely qualified to provide continued maintenance and support services for its Computer-Aided Dispatch Automatic Vehicle Location (CAD/AVL) applications, which provide FAX's fixed route and paratransit communications integral to its daily operations. The technology enhances FAX's incident, emergency, information management, traveler information, real-time information, and driver assistance systems to improve driver and passenger safety necessary to support the Federal Transit Administration (FTA) goals.

The Trapeze technology, which FAX utilizes in the CAD/AVL applications, is proprietary and only accessible to its original vendor Trapeze. In order to continue to receive support for both hardware and software, FAX seeks to enter into a maintenance service agreement with Trapeze. The resulting action is defined by the Federal Transit Administration (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.

Background

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 incident, emergency, information management, traveler information, real-time information, and driver assistance systems to enhance driver and passenger safety. The CAD/AVL system utilized by FAX directly 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 FAX CAD/AVL system is now provided by Trapeze. The service agreement has been extended number of times since 2006 through Council approved maintenance service agreement with the vendor, Trapeze.

Most of the Trapeze hardware and software has a direct impact on route on-time performance and passenger safety. The CAD/AVL system is also the backbone of data gathering for route planning and proactive vehicle maintenance. The system controls the Department's Onstreet Message Signs and on-board ADA (Americans with Disabilities Act) announcements, and real-time passenger information which enables FAX to communicate with customers and improve customer support and safety. This Maintenance Service Agreement is integral for maintaining FAX's CAD/AVL proprietary hardware and software and Trapeze is uniquely qualified to provide the maintenance services. 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 177 vehicles and 34 Onstreet Message Signs that will be covered under the proposed Extended Maintenance Agreement. This Maintenance Service Agreement will provide for continued maintenance of the system's hardware and software by Trapeze, the sole provider of the system's proprietary hardware and software, through June 30, 2021, at the cost of \$206,674 for year one; \$217,001 for year two; \$227,758 for year three; \$239,126 for year four; and \$251,061 for year five.

Analysis

FAX completed an Independent Cost Estimate (ICE) using awards from Spokane Transit Authority (STA) and costs from the proposed and previous purchase. The table below shows the Software and Hardware comparisons between STA and the previous FAX contract, and proposed cost per vehicle for one year.

Software and Hardware Analysis

Agency	Year	Operational Characteristics	Total Cost	Per Vehicle
FAX Proposed	2019	123 Fixed Route and 54 Paratransit vehicles	\$ 206,614	\$1,167.31
FAX Previous	2018	123 Fixed Route and 54 Paratransit vehicle	\$ 230,318	\$1,301.23
STA	2019	136 Revenue Vehicles	\$ 169,139	\$1,243.67

The software and hardware analysis table shows that the proposed cost per vehicle is 30% lower compared to the previous procurement, and 6% lower in comparison to Spokane Transit Authority (STA).

FAX also determined that the proposed \$1,141,620 five year Maintenance Service Agreement is within 10% of the last five year \$1,048,764 agreement with Trapeze.


Based on this cost analysis, FAX concludes that the cost of this procurement is fair and reasonable based upon recent purchases by FAX and other external agencies.

Recommendation

FAX is requesting the City Manager's agreement that Trapeze Software Group, Inc., is uniquely qualified to perform the Maintenance Service Agreement and concurrence that Trapeze Software Group, Inc., is uniquely capable as an appropriate FTA defined sole source procurement. The funding for this procurement will be provided by the FTA. FAX will seek Council award of a Services Agreement to Trapeze Software Group, Inc., in the amount of \$651,433 for a three-year contract, with the option to pursue two one-year extensions.

Approve Request

Deny Request:



Wilma Quan, City Manager

8/29/19

Date