

STAFF REPORT

DATE: December 11, 2023
TO: Sacramento Regional Transit Board of Directors
FROM: Carmen Alba, VP, Bus Operations
SUBJ: APPROVING A SOLE SOURCE PROCUREMENT AND DELEGATING AUTHORITY TO THE GENERAL MANAGER/CEO TO APPROVE AND EXECUTE A CONTRACT FOR (1) THE PURCHASE AND INSTALLATION OF INTELLIGENT VEHICLE NETWORK 5 EQUIPMENT FOR THE ELK GROVE BUS FLEET AND (2) ADDING THE DISRUPTION MANAGEMENT SOLUTION TO THE ENTIRE SACRT FLEET INCLUDING ELK GROVE

RECOMMENDATION

Adopt the Attached Resolution.

RESULT OF RECOMMENDED ACTION

This action would replace the existing Syncromatics dispatch and tracking system in the entire Elk Grove bus fleet (both the existing fleet and new Gillig buses) with Clever Devices Intelligent Vehicle Network 5 (IVN5) to be consistent with SacRT's overall system and also add the Disruption Management Solution to the entire SacRT fleet, including Elk Grove.

FISCAL IMPACT

The total cost of the Clever Devices software system and configuration for the new Gillig buses for Elk Grove is \$201,698.00, which will be paid for using Elk Grove Annexation Funds.

The total cost of the equipment and installation for 38 existing Elk Grove buses is \$942,773.77, including applicable state and local tax; using Elk Grove Annexation Funds.

The total cost of the Disruption Management Software is \$310,135.00, using Elk Grove Annexation Funds of \$81,070.77 and State Transit Assistance funds of \$229,065.00.

The Total Consideration for all three contract phases is \$1,454,606.77, including applicable state and local tax.

In addition to the initial fees, to maintain the functionality of the product, SacRT must pay annual software maintenance fees to Clever Devices beginning on the anniversary date of the license. The Board delegated authority to the General Manager in 2015 (by Resolution No. 15-10-0110) to pay these costs for so long as SacRT continues to require maintenance and upgrades for the licensed software.

To ensure the predictability of costs, since 2020, SacRT has had an ongoing Software Maintenance Agreement in place with Clever Devices for the licensed products, based on the (1) number of buses that were in SacRT's fleet at the time; and (2) the products that were licensed.

This new contract would add both additional buses and new software, which will result in ongoing increased operating costs for the duration of the use of the Clever Devices software and equipment. As part of its quotes for the Contract, Clever Devices has proposed software maintenance fees for Years 2-5 are projected to be \$259,720 for the three SOWs. This cost will be included in the Operating Budget for each fiscal year 2026 through 2029 at approximately \$70,000 per year.

DISCUSSION

Beginning in 2001, with the first solicitation for low-floor Compressed Natural Gas (CNG) buses, which resulted in the award of a Contract to Orion Bus Industries for 96 buses, and continuing over the last 20 years, SacRT has, on a sole source basis, expanded the Clever Devices system to the full bus fleet and added additional products and services to the Intelligent Transportation System (ITS)

The 2001 solicitation included a requirement that the buses be equipped with an automated voice announcement and passenger counting system with GPS functionality and equipment. In support of the American Public Transportation Association (APTA) guidelines, SacRT did not specify a manufacturer for the ITS and offered proposers the opportunity to select a subcontractor that could provide the ITS as an option under the CNG bus procurement. After a competitive solicitation was conducted, the contract was awarded to Orion Bus Industries, which included an ITS system from Clever Devices in its proposal response, which met the technical specifications of the solicitation.

The Intelligent Vehicle Network (IVN) is the vehicle logic unit that controls the complete Clever Devices ITS technology package on each vehicle. The IVN is a rugged and powerful onboard computer specifically designed to manage transportation applications, collecting and transmitting data, either in real-time or upon arrival in the depot. The IVN provides automated GPS-based "next stop" voice announcements, automated head sign control, passenger boarding counts, and vehicle on-time performance monitoring. The IVN system is essentially the heart of an on-board computer monitoring and GPS-based location and schedule/route adherence system. The IVN system is configured to work with Trapeze, which is SacRT's expansive, integrated scheduling and run-cut technology.

Currently, all of SacRT's fixed route vehicles, including the 8 new buses delivered for the Elk Grove Transit Service, are equipped with Clever Devices IVN systems; however, the remaining 38 Elk Grove Transit Service buses have Syncromatics equipment that is not

compatible with the Clever Devices programs used by SacRT. Syncromatics is the technology that was included in the Elk Grove buses upon transition and annexation. This purchase includes a separate database/domain for the Elk Grove service that will provide the ability to allow separate operator bid sign-ups required by the ATU contracts. As Clever Devices equipment and software are proprietary to this manufacturer and the manufacturer does not offer its equipment, software, or software maintenance through resellers, the purchase to replace the Syncromatics equipment must be a sole source.

Separately, the Disruption Management Solution, which will be applied to the entire fleet, will allow real-time route adjustments with turn-by-turn directions for, detours, construction projects, and bus bridges for the low floor vehicle platform conversion improvements at light rail stations and other unforeseen disruptions.

To fund the replacement of the currently installed Syncromatics equipment with Clever Devices IVN5 equipment, SacRT applied for and was awarded State of Good Repair Program grant funding. The award funds the replacement of the remaining Syncromatics equipment on the 38 Elk Grove fixed route vehicles and the implementation of the Disruption Management Solution on all fixed route vehicles in SacRT's service.

Staff has researched the market and found that other suppliers of hardware and software are not compatible with SacRT's existing Clever Devices IVN equipment. Removing and replacing the entire Clever Devices system would be cost prohibitive and not in the best interest of the agency.

The current costs for replacement parts and components are considered fair and reasonable based on market research of similar equipment and services, as well as historical data.

At this time, SacRT and Clever Devices are still negotiating contract terms, so the Board is being asked to delegate authority to the General Manager/CEO to award the contract upon successful conclusion of negotiations.

RESOLUTION NO. 2023-12-132

Adopted by the Board of Directors of the Sacramento Regional Transit District on this date:

December 11, 2023

APPROVING A SOLE SOURCE PROCUREMENT AND EXECUTE A CONTRACT FOR THE PURCHASE OF INTELLIGENT VEHICLE NETWORK 5 EQUIPMENT FOR ELK GROVE AND ADD THE DISRUPTION MANAGEMENT SOLUTION TO THE ENTIRE SACRT FLEET INCLUDING ELK GROVE

WHEREAS, the bus fleet acquired by SacRT as part of the Elk Grove annexation includes the Syncromatics dispatch and tracking system that is inconsistent with the remainder of the SacRT fixed-route fleet; and

WHEREAS, Clever Devices has additional software available to add to SacRT's existing software licenses to better manage real-time route adjustments with turn-by-turn directions for, detours, construction projects, and bus bridges for the low floor vehicle platform conversion improvements at light rail stations and other unforeseen disruptions.

NOW, THEREFORE, BE IT HEREBY RESOLVED BY THE BOARD OF DIRECTORS OF THE SACRAMENTO REGIONAL TRANSIT DISTRICT AS FOLLOWS:

THAT, the Clever Devices solution was competitively procured as part of the 2001 Compressed Natural Gas (CNG) bus procurement, which included a requirement that vehicles be equipped with an automated voice announcement and passenger counting system with GPS functionality and equipment; and

THAT, the procurement of Clever Devices IVN technology has been included in all subsequent bus and equipment procurements; and

THAT, pursuant to Section 1.405.B.1 of the Procurement Ordinance, the products and services needed to make the Elk Grove fleet compatible with the remaining SacRT fixed-route fleet can only be provided by Clever Devices, Ltd. and it would be futile to seek competition, justifying a sole source procurement; and

THAT, the Disruption Management Solution is designed to integrate with SacRT's existing Clever Devices software products and is only available from Clever Devices; and

THAT, a transition to another vendor for the equipment and software would be cost-prohibitive; and

THAT, authority is delegated to the General Manager/CEO to approve and execute a Contract with Clever Devices, Ltd. (therein "Contractor") whereby Contractor agrees to

provide: (a) configuration of software and hardware for 8 Elk Grove buses already equipped with Clever Devices Intelligent Vehicle Network 5 (IVN5) equipment; (b) IVN5 equipment, installation and configuration for 38 Elk Grove buses; and (c) Disruption Management Solution, as further set forth therein, for an amount not to exceed \$1,454,606.77, including applicable state and local tax, upon conclusion of Contract negotiations.

PATRICK KENNEDY, Chair

A T T E S T:

HENRY LI, Secretary

By: _____
Tabetha Smith, Assistant Secretary