

### Transportation Committee

For the Metropolitan Council meeting of July 22, 2020

**Subject:** Purchase Ticket Vending Machines for Orange and D Line

#### Proposed Action

That the Metropolitan Council approves a sole-source contract award to purchase ticket vending machines from Flowbird for offboard fare payments on the Orange Line, with an additional purchase option for D Line, for a total cost not to exceed \$2,800,000.

#### Summary of Committee Discussion/Questions

Metro Transit Revenue Operations Manager Dennis Dworshak presented this item. There were no questions or comments from Council members.

Motion by Cummings, seconded by Sterner. Motion carried, **consent** to Council.

## Transportation Committee

Meeting date: July 13, 2020

For the Metropolitan Council meeting of July 22, 2020

**Subject:** Purchase Ticket Vending Machines for Orange Line and D Line

**District(s), Member(s):**

**Policy/Legal Reference:** Council Policy 3-3 Expenditures – Procurement of Goods and Services over \$500,000

**Staff Prepared/Presented:** Wes Kooistra, General Manager (612) 349-7510  
Edwin D. Petrie, Director Finance (612) 349-7624  
Nick Eull, Senior Manager, Revenue Operations (612) 349-7364  
Dennis Dworshak, Manager Revenue Processing (612) 349-7035

**Division/Department:** Metro Transit

### Proposed Action

That the Metropolitan Council approves a sole-source contract award to purchase ticket vending machines from Flowbird for offboard fare payments on the Orange Line, with an additional purchase option for D Line, for a total cost not to exceed \$2,800,000.

### Background

Metro Transit began using Flowbird (previously known as Parkeon) ticket vending machines (TVMs) with the launch of A Line in 2016. At that time, Metro Transit issued a request for proposals for a small footprint TVM with key features to facilitate off-board fare payment for bus rapid transit systems, as an alternative to purchasing large footprint, full functionality TVMs similar to those used on light rail. Flowbird was awarded the contract for A Line based on meeting the requirements of the RFP. Flowbird TVMs were used again in 2019 with the launch of C Line.

Flowbird TVMs continue to be the best option for bus rapid transit corridors where most customers use Go-To cards. It is important to provide customers the opportunity to purchase tickets using cash and credit/debit cards for customers who do not have a Go-To card, such as visitors and non-regular riders.

The equipment in this contract includes the latest technology offering even further advantages to transit customers including increased speed of transactions, additional language options, improved ADA accessibility and access to more fare products.

Flowbird is the only company that manufactures equipment compatible with our existing BRT fare collection system. The quoted price of \$13,350 has been analyzed against previous purchases and against other agency purchases and has been deemed to be fair and reasonable. Metro Transit requests to purchase up to 48 TVMs for the Orange Line and up to 127 TVMs for the D-Line.

### Rationale

Based on Title VI and other requirements, Metro Transit must provide a means for customers to purchase tickets on Orange and D Line using cash and other payment methods. The Flowbird TVMs provide exceptional value and functionality to accomplish this while integrating into the region's current fare payment systems, including accepting regional coupons and tokens. This will result in a seamless fare payment experience for customers.

### **Thrive Lens Analysis**

Low-income and underbanked customers are more likely to use cash as compared to other customers. By continuing to accept cash fare payments on the Orange Line and D Line, Metro Transit continues to ensure all customers will continue to have flexibility in how they pay their fares.

### **Funding**

Funding is included in the Small Starts projects 62405 and 62800 for the Orange and D Lines.

### **Known Support / Opposition**

There is no know opposition to this purchase.