

Business Item

Transportation Committee



Committee Meeting Date: May 13, 2024

For the Metropolitan Council: May 22, 2024

Business Item: 2024-114

METRO E Line – Ticket Vending Machines, Contract 24P084

District(s), Member(s):	All
Policy/Legal Reference:	FM14-2 - Expenditures for the Procurement of Goods, Services, and Real Estate Policy
Staff Prepared/Presented:	Lesley Kandaras, General Manager (612) 349-7513 Edwin Petrie, Director Finance (612) 349-7624 Dennis Dworshak, Sr Manager, Revenue Operations (612) 349-7364 Robert Casseday, Supervisor, Revenue Equipment Repair (612) 349-7006
Division/Department:	Metro Transit

Proposed Action

That the Metropolitan Council authorize the Regional Administrator to execute a sole source contract 24P084 with Flowbird to provide ticket vending machines for offboard fare payments on the METRO E Line in an amount 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 like those used on light rail. Flowbird was awarded the contract for A Line based on meeting the requirements of the RFP. Flowbird (Parkeon) TVMs were subsequently used on the C, D, and Orange lines. They have also been purchased for the Gold and B lines with an installation date of spring 2025.

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 or access to the Metro Transit app, such as visitors and non-regular riders.

The equipment in this purchase 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 \$14,995 has been analyzed against previous purchases and against other agency purchases and has been deemed to be fair and reasonable. This purchase includes up to 158 TVMs for the E Line. 4 additional TVMs for the B Line are also included in this purchase.

Rationale

The execution of goods contract in excess of \$500,000 requires Council approval.

Thrive Lens Analysis

All customers will have the ability to purchase cash fares through ticket vending machines. Metro Transit continues to ensure all regional customers will continue to have flexibility in how they pay their fares.

Funding

Funding is included in projects 61004 E Line BRT and 62802 B Line BRT.

Small Business Inclusion

This contract is being procured through a sole source. Therefore, the Office of Equity and Equal Opportunity did not assign a Disadvantaged Business Enterprise (DBE) goal.

