

**Date:** October 23, 2019

**To:** Board of Directors

**From:** Doug Kelsey

**Subject:** **RESOLUTION NO. 19-10-88 OF THE TRI-COUNTY METROPOLITAN TRANSPORTATION DISTRICT OF OREGON (TRIMET) AUTHORIZING A CONTRACT WITH CONNECTPOINT, INC. FOR DIGITAL INFORMATION DISPLAYS (DID) AND RELATED SOFTWARE**

**1. Purpose of Item**

This Resolution requests that the TriMet Board of Directors (Board) authorize the General Manager or his designee to execute a contract (Contract) with Connectpoint, Inc. (Connectpoint) for the purchase of Digital Information Displays (DID) and Related Software.

**2. Type of Agenda Item**

- Initial Contract
- Contract Modification
- Other \_\_\_\_\_

**3. Type of Contract Procurement**

- Low Bid / Invitation to Bid (ITB)
- Request for Proposals (RFP) (inc. CM/GC)
- Request for Qualifications (RFQ) (Personal Services)
- Other (inc. sole source) \_\_\_\_\_

**4. Reason for Board Action**

Board approval is required for all goods and services contracts obligating TriMet to pay in excess of \$1,000,000.

**5. Type of Action:**

- Resolution
- Ordinance 1<sup>st</sup> Reading
- Ordinance 2<sup>nd</sup> Reading
- Other \_\_\_\_\_

**6. Background**

TriMet needs to replace its existing arrival displays at transit centers and MAX platforms that are from multiple providers and use outdated technology, some of which is almost two decades old and no longer maintainable. For its new Digital Information Display (DID) system, TriMet's goal is to provide real-time arrival information, alerts, and custom media at all transit centers, all light rail MAX platforms, and selected TriMet bus stops, thus expanding customer access to real-time transit information. The new DID system will enhance TriMet's overall communication strategy, provide a better customer

experience and allow TriMet to utilize a single provider to replace existing arrival displays and for brand new installations, such as the Division Transit Project.

**7. Description of Procurement Process**

TriMet conducted a competitive Request for Proposals (RFP) process to select a vendor for the DID system. The RFP was issued on July 10, 2019 and advertised on TriMet’s TriP\$ website. TriMet received proposals from the following eight (8) entities: Connectpoint, Luminator Mass Transit LLC (LMT), Medha Transportation LLC (MT), Pindar Creative (PC), Radiola Limited (RL), S&A Systems, Inc. (S&A), Solari Corp. (Solari), and GMV Synchronatics (GMV).

An Evaluation Committee (EC) comprised of staff from TriMet’s Public Affairs and Information Technology Divisions reviewed, evaluated and scored the proposals. The evaluation criteria in the RFP included a Technical Proposal, consisting of System Hardware, Software, and Work Plan; and Price. After evaluating each Technical Proposal, the EC determined that Connectpoint and S&A were the only firms in the competitive range for Contract award. Product demonstrations and interviews were conducted with the two firms on September 23 and 25, 2019, after which Connectpoint was the highest ranked.

The following table summarizes the scoring:

<b>Criteria (points)</b>	<b>Connect-point</b>	<b>S&amp;A</b>	<b>LMT*</b>	<b>MT*</b>	<b>PC*</b>	<b>RL*</b>	<b>Solari*</b>	<b>GMV*</b>
<b>Technical Proposal (70)</b>	63.0	53.6	43.2	29.4	47.2	45.6	36.2	42.0
<b>Price (30)</b>	28.3	30.0	0.0*	0.0*	0.0*	0.0*	0.0*	0.0*
<b>Total</b>	<b>91.3</b>	<b>83.6</b>	<b>43.2</b>	<b>29.4</b>	<b>47.2</b>	<b>45.6</b>	<b>36.2</b>	<b>42.0</b>

\*not in the competitive range

TriMet staff performed an objective cost analysis of Connectpoint's pricing and determined that its costs are fair and reasonable. The proposed Resolution provides TriMet with the authority to enter into this Contract with Connectpoint for up to \$3,000,000.

**8. Diversity**

Connectpoint’s workforce is 19% minority and 19% female.

**9. Financial/Budget Impact**

Initial funding is accounted for in the Public Affairs Division’s budget for FY2020. Future years will be accounted for in subsequent Public Affairs Division budgets.

**10. Impact if Not Approved**

If the Board decides not to approve this contract, TriMet’s existing arrival displays will fall into increasing disrepair and obsolescence, worsening the reliability and safety of TriMet’s overall public communications system.

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TRANSPORTATION DISTRICT OF OREGON (TRIMET) AUTHORIZING A  
CONTRACT WITH CONNECTPOINT, INC. FOR DIGITAL INFORMATION  
DISPLAYS (DID) AND RELATED SOFTWARE**

**WHEREAS**, TriMet has authority under ORS 267.200 to enter into a contract (Contract) with Connectpoint, Inc. for the purchase of Digital Information Displays (DID) and Related Software; and

**WHEREAS**, the total amount of the Contract exceeds \$1,000,000; and

**WHEREAS**, by Resolution dated October 25, 2017, the TriMet Board of Directors (Board) adopted a Statement of Policies requiring the Board to authorize goods and services contracts obligating TriMet to pay in excess of \$1,000,000;

**NOW, THEREFORE, BE IT RESOLVED:**

1. That the Contract shall conform with applicable law.
2. That the General Manager or his designee is authorized to execute the Contract in the amount of not more than \$3,000,000.

Dated: October 23, 2019

Attest:

\_\_\_\_\_  
Presiding Officer

\_\_\_\_\_  
Recording Secretary

Approved as to Legal Sufficiency:

  
\_\_\_\_\_  
Legal Department

