



Next-Generation Clipper (C2) Regional Fare Payment System Integrator Recommendation for Award

September 14, 2018

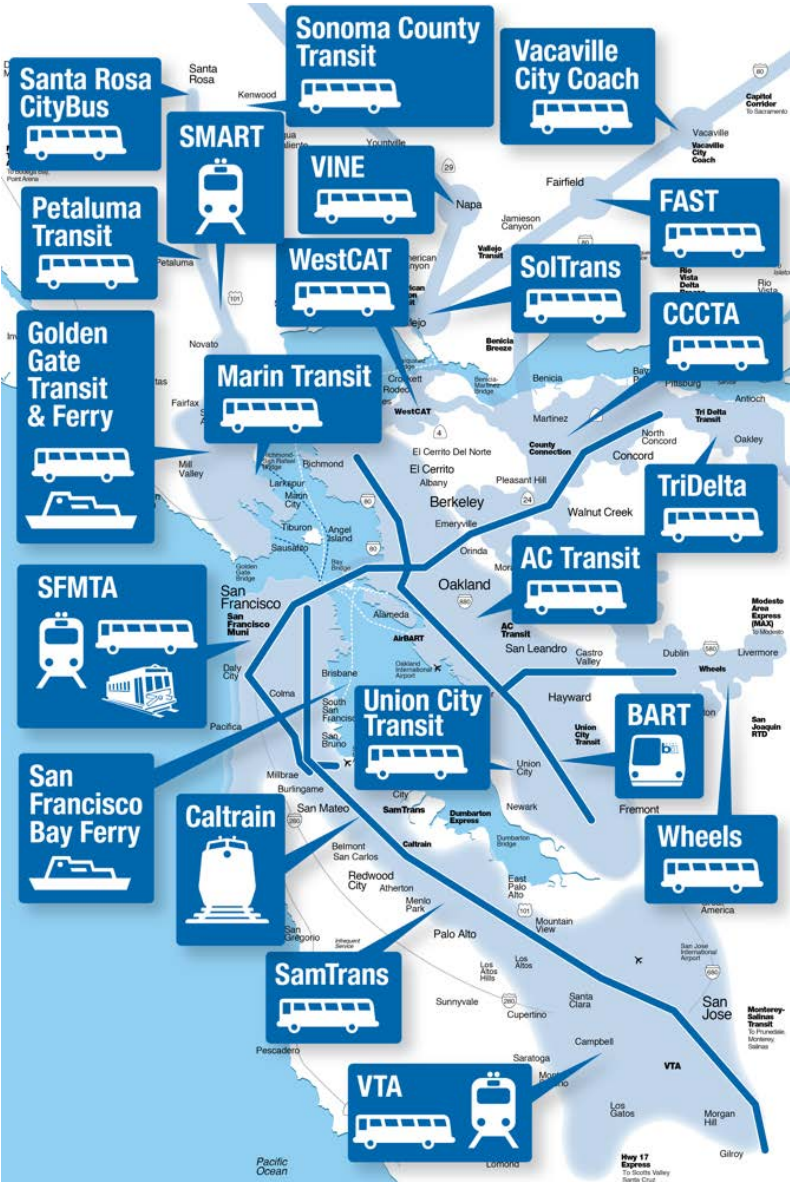
Clipper Continues to Grow

22
Transit Operators

15,000
Devices Deployed

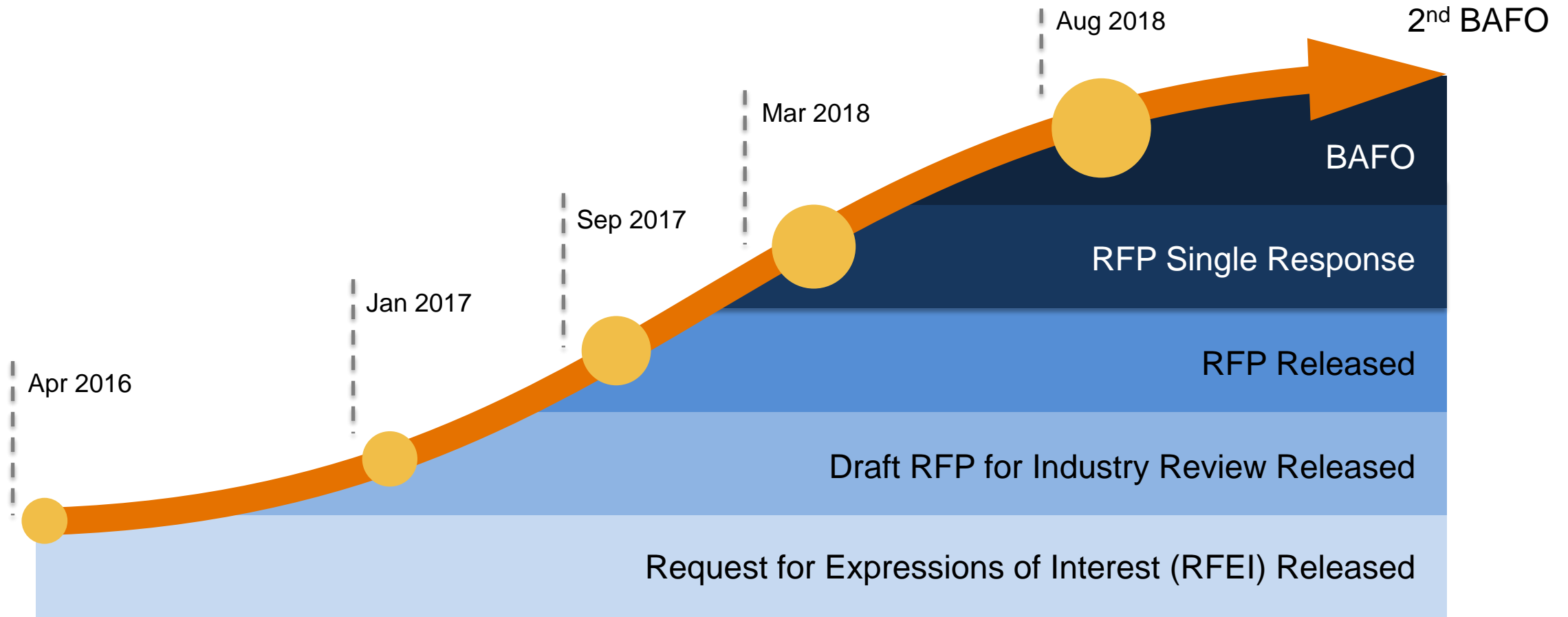
825,000
Daily Transactions

\$55M
Monthly Transit Operator Revenue





C2 Procurement Process



Customers Should Expect an Intuitive Familiar Experience

Payment Choices

- Mobile phone
- Contactless smart cards
- Open payment credit card (future)



Integration with...

- Bikeshare
- Paratransit
- Other transportation providers

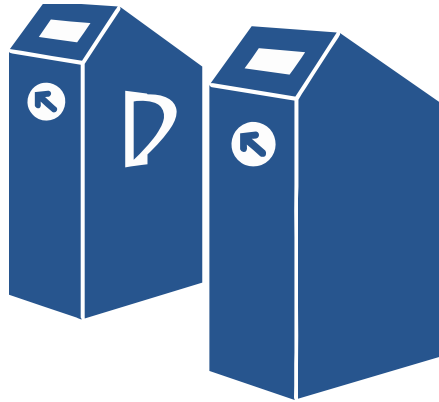
Immediately add value via...

- Web and phone
- Ticket machines
- Customer service centers
- Retailers



Accelerated Deployment under C2

2019



Speedy Delivery Rail & Ferry

Add value on the go and use within an hour at rail stations and ferry terminals

2020



Mobile App

Virtual Clipper card with ability to add value

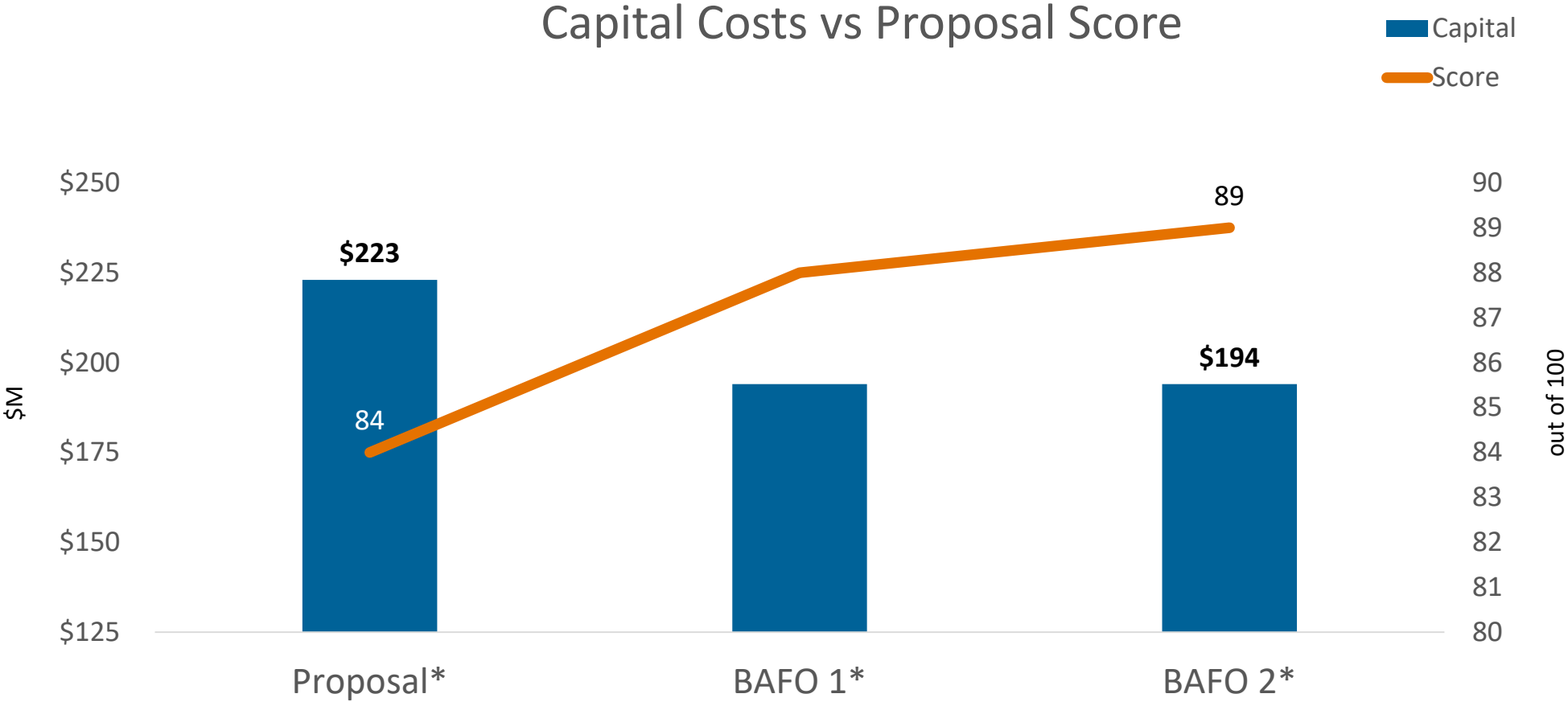
2021



Speedy Delivery Everywhere

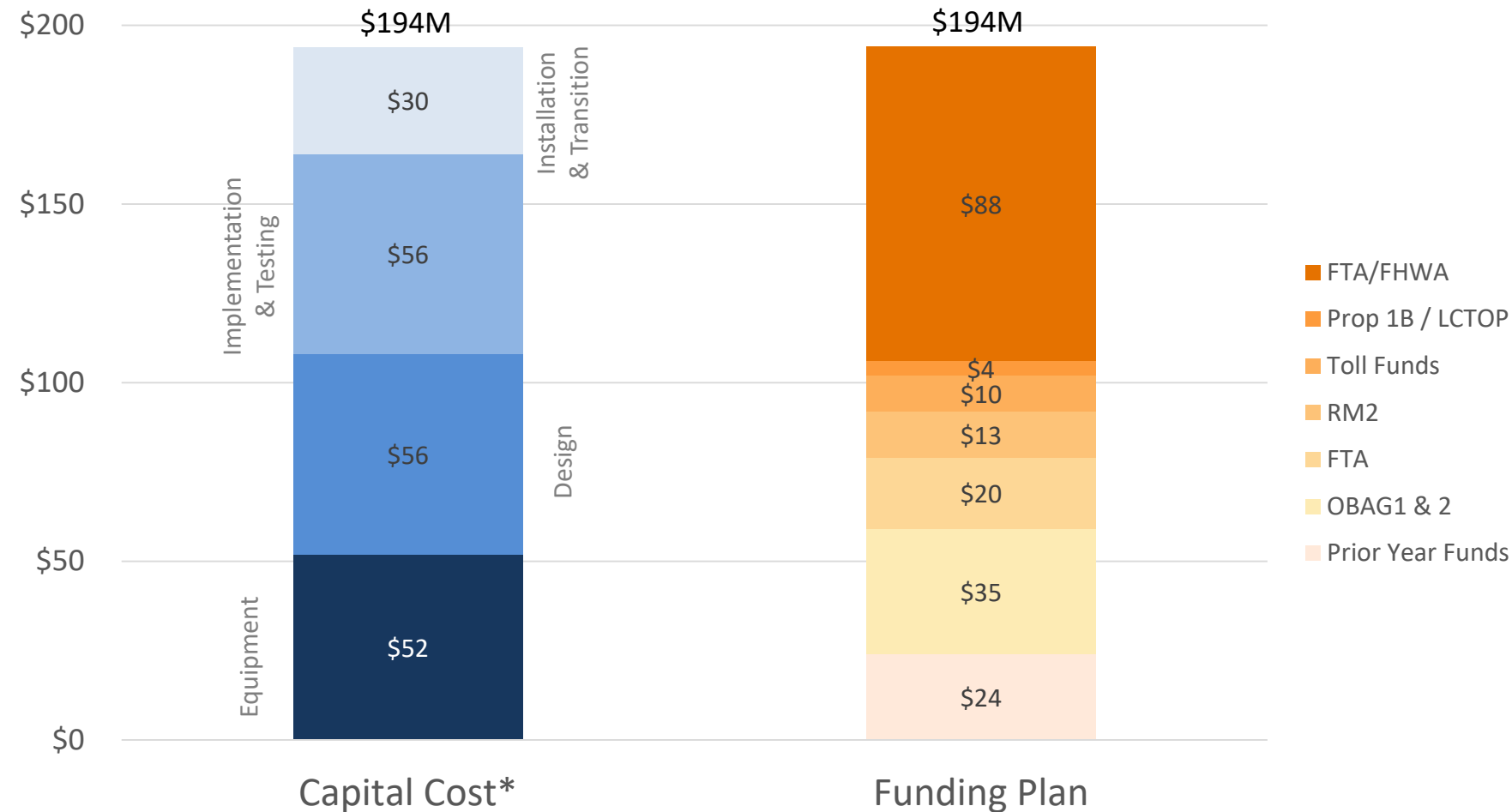
Add value on the go and use within an hour everywhere

C2 System Integrator Procurement Negotiation



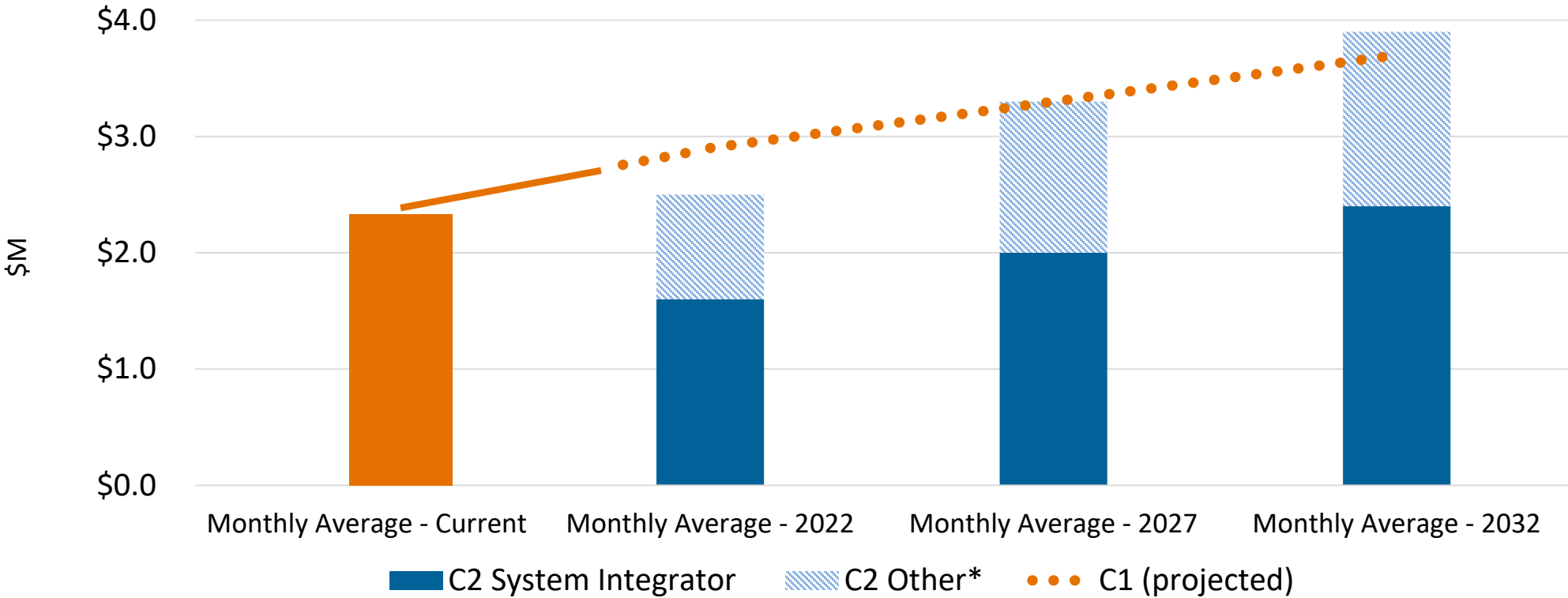
* Includes estimated tax + contingency

C2 System Integrator Capital Costs and Funding Plan



* Includes estimated tax + contingency

C2 Monthly Operating Costs - Projected



- Estimated O&M for CSC, Pass Through Fees (incl. Mobile Fees & Third Party Commissions), Payment Gateway Fees, etc.
- Subject to annual agency budget approval

Efforts to Ensure Full and Open Competition

January 2017

January 2017 - March 2018

March 2018

Draft RFP for Industry Review Released

18 firms submitted comments

Accenture	Informatix
Acumen	INIT
Conduent	Mastercard
Cubic	NEC
Faneuil	NTT
Genfare	Passport
Google	S&B
InComm	Thales
Infineon	TransSight

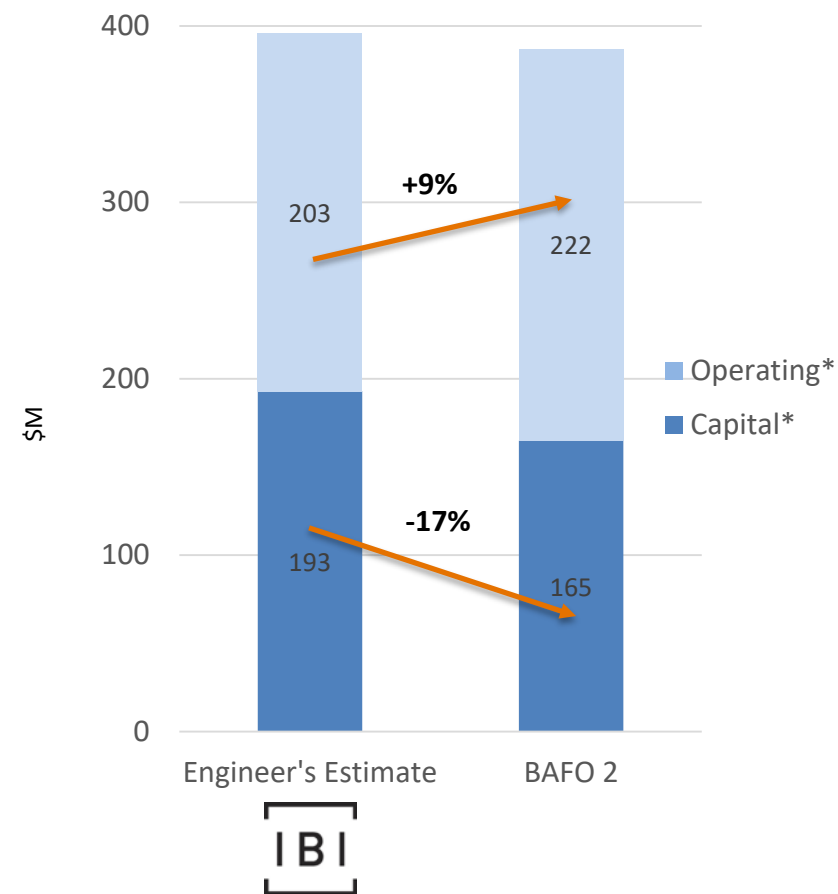
Level the Playing Field

RFP release – 200+ submitted comments or clarifications
Webinar – 24 firms
Site Visits & Pre-Proposers' Conference – 40 attendees

- Deleted a minimum qualification requirement
- Removed C1 O&M from scope of work
- Reduced vendor financial risks and guaranties
- Simplified pricing and payment
- Extended proposal due date

One Proposal Received

Cost is Fair and Reasonable



	Proposal	BAFO 2
Cost Analysis	Within 4% of Engineer's Estimate	Within 1% of Engineer's Estimate
Cost Realism and Effectiveness	Technical Score: 39 (out of 50)	Technical Score: 43 (out of 50)
Total Evaluation Score	84 (out of 100)	89 (out of 100)

- Excludes estimated tax + contingency
- IBI Group was awarded the C2 Technical Advisor contract in March 2015

Next Steps

- Request Committee Approval to refer approval of contract award to Commission
- Request Commission Approval of contract award – 9/26/2018



