

Metropolitan Transportation Commission
Administration Committee

September 10, 2025

Agenda Item 4b-25-1128

Contract – ThoughtSpot multi-year License Agreement (\$72,250)

Subject:

A request for Committee approval of a Contract, on a sole-source basis for compelling business reasons, with ThoughtSpot Inc. (ThoughtSpot) for a 3-year licensing agreement for the ThoughtSpot Analytics Pro Edition, in support of the agency's enterprise data analytics platform.

The agreement includes licensing and implementation services for FY25/26 totaling \$16,750, which covers 25 users and associated onboarding. In FY26/27, the agreement provides licensing for 25 users with Spotter at a cost of \$19,500. For FY27/28, the agreement expands to cover 40 users with Spotter for a total of \$36,000, for a total cost of \$72,250 for the 3-year licensing agreement.

Background:

In 2021, MTC started using Mode Analytics within the Regional Planning Program (RPP) to support the Bay Area Spatial Information System Initiative (BASIS) and the Bay Area Urbansim's land use data development needs. The platform streamlined existing data management workflows and enabled the consolidation of several legacy subscription services into a unified solution. This significantly improved our quality validation processes and enhanced interactive data visualization capabilities.

In 2023, Mode Analytics was acquired by ThoughtSpot. This acquisition provided additional business intelligence capabilities, including row level security, data encryption and data isolation, personalized and actionable insights, and monitoring of automated performance indicators, anomaly detection & alerts, resulting in a more comprehensive business intelligence solution.

The ThoughtSpot platform supports the agency's mission to produce high-quality data through cloud-based embedded analytics and reporting tools. It is compatible with cloud-based database

platforms, including AWS Redshift, PostgreSQL, and Socrata, making it a comprehensive and scalable analytics solution.

This request seeks authorization to enter into a sole source contract with ThoughtSpot for a three-year licensing agreement for the ThoughtSpot Analytics Pro Edition Platform, covering FY2025-2026, FY2026-2027, and FY2027-2028, at a total cost not to exceed \$72,250.00.

Funding for the initial year (FY25/26) has been programmed in the Data Strategy and Analytics Section's operations budget, with an initial cost of \$16,750.

Issues:

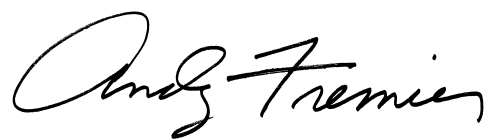
None identified.

Recommendations:

Staff recommends that the Committee authorize the Executive Director or designee to enter into a contract with ThoughtSpot in an amount not to exceed \$72,250 for multi-year licensing and analytics services for the ThoughtSpot Analytics Pro Edition Platform, subject to approval of the FY2025-2026, FY2026-2027, and FY2027-2028 Agency budgets.

Attachments:

- Request for Committee Approval - Summary of Proposed Contract Approval



Andrew B. Fremier

Request for Committee Approval

Summary of Proposed Contract Approval

Work Item No.: 1122

Consultant: ThoughtSpot, Inc., Mountain View, CA

Work Project Title: ThoughtSpot multi-year License Agreement, FY 2025-28

Purpose of Project: Technology infrastructure to support Data Analytics projects, including Plan Bay Area 2060, the Bay Area Spatial Information System (BASIS), and other interactive Data Analytics applications.

Brief Scope of Work: Access to ThoughtSpot Analytics, Pro Edition (multi tenant), Per Authorized User. Unlimited data query with up to 25 queries per month. Up to 500 Million rows of cumulative user capacity, 25 permission groups. ThoughtSpot Analytics, Pro Edition Per User, unlimited query Add-on

Consulting Services: Fixed fee technical assistance to jumpstart ThoughtSpot Analytics Pro Edition platform configuration, value, including training and certification

Project Cost Not to Exceed: \$ 72,250

Funding Source: MTC General Fund

Fiscal Impact: Year 1 Funding is included in the agency budget for FY 2025-26. FY 2026-27 and FY 2027-28 will be subject to future agency budgets.

Motion by Committee: That the Executive Director or designee is authorized to enter into a Contract with ThoughtSpot Inc. for the ThoughtSpot Analytics Pro Edition Platform, described above and in the Administration Committee Summary Sheet dated September 10, 2025 and that the Chief Financial Officer is authorized to set aside \$16,750 for year one of the contract, \$19,500 for year two of the contract, and \$36,000 for year three of the contract, subject to approval in FY 2025-26, FY 2026-27, and FY 2027-28, for total amount not to exceed \$72,250.

Administration Committee:

Gina Papan, Chair

Approved: September 10, 2025