

City of Gainesville

RFP RTSX-160004-DS

On-site meeting, Dec. 1st 2015

Who is here today



Simon Fortier
Account Manager
(North American market)

Robert Victor
Director,
North American projects



Benoit Paris
Infrastructure Architecture
Specialist

Who we are as a company



Established
in 1979

Based in
Montréal

330+
employees

Software solutions for planning and
managing transport-related operations

GIRO

Transit (*HASTUSTM*
and *HASTUS-RailTM*)

Demand-responsive
(*GIRO/ACCESTM*)

Our *HASTUS* and *HASTUS-Rail* client base – North America



Over 60 clients in North America, including

- LACMTA since 1982
- NYCTA since 1985
- PSTA since 2001

- Large fleets (+1000 vehicles)
- Medium fleets (200-999 vehicles)
- Small fleets (50-199 vehicles)

HASTUS clients in the USA

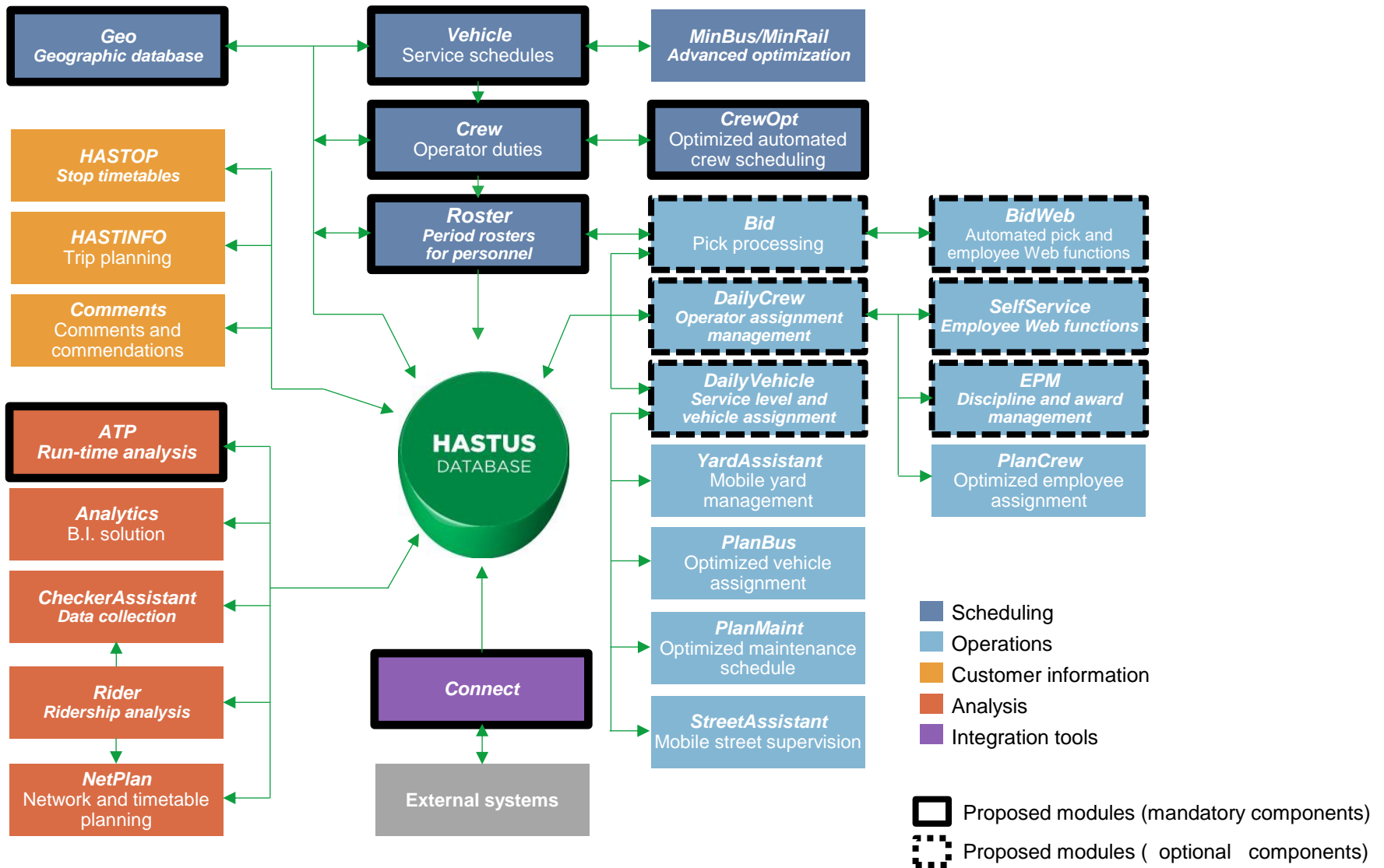


- MTA NYCTA (New York, 1985)
- LACMTA (Los Angeles, 1982)
- CTA (Chicago, 1999)
- NJ Transit Corporation (Newark, 2005)
- MBTA (Boston, 1986)
- King County Department of Transportation/Metro (Seattle, 1986)
- Port Authority of Allegheny County (Pittsburgh, 1998)
- Metropolitan Transit (Minneapolis, 2004)
- MTA Bus Company Ltd. (New York, 2010)
- TriMet (Portland, 2001)
- ATC/Phoenix (Phoenix, 2001)
- MTDB (San Diego, 2003)
- PACE (Chicago, 1987)
- WMATA (Washington, 2015)
- GCRTA (Cleveland, 1989)
- AC Transit (Oakland, 2001)
- Metro (St. Louis, 2005)
- OCTA (Orange County, 1999)
- City and County of Honolulu (Hawaii, 2000)
- MCTS (Milwaukee, 2004)
- NFTA (Buffalo, 1988)
- CATS (Charlotte, 1999)
- **BCT (Fort Lauderdale, 2001)**
- Community Transit (Everett, 1987)
- SamTrans (San Mateo, 1998)
- HRT (Hampton, 2002)
- LIRR (Jamaica, 2007)
- Pierce Transit (Tacoma, 1986)
- RIPTA (Providence, 1990)
- KCATA (Kansas City, 1998)
- Foothill Transit (West Covina, 2001)
- CDTA (Albany, 2000)
- Golden Gate Transit (San Raphael, 1997)
- LBT (Long Beach, 2000)
- **PSTA (St. Petersburg, 2001)**
- **JTA (Jacksonville, 2002)**
- GRTC (Richmond, 2003)
- IndyGo (Indianapolis, 2005)
- PATH (New York, 2010)
- MTA MNR (New York, 1989)
- LTD (Eugene, 1999)
- MVTA (Burnsville, 2006)
- SCMTD (Santa Cruz, 1986)
- RTC (Reno, 2003)
- MST (Monterey, 2004)
- CCTA (Burlington, 2005)
- WRTA (Worcester, 2007)
- DTO (Denver, 2015)

Bold underlined = in Florida

Blue = with operations modules

Proposed *HASTUS* modules



Strengths and key benefits



- ▶ Fully integrated software solution
 - ▶ Single database
 - ▶ Same look & feel throughout all modules
 - ▶ Same configuration tools (ex.: user access permissions)
- ▶ Powerful runcutting optimizer providing excellent ROI
 - ▶ E.g. Savings of 3% would give ROI within the 5-year timeframe
- ▶ Scalable
 - ▶ Easy adaptation to changing needs through additional modules
 - ▶ Easy scaling up of your fleet
- ▶ Proven product, implementation and support approach
 - ▶ Including several large-scale deployments (L.A., Seattle, Montréal, Stockholm, Vienna, etc.)

HASTUS Demonstration



Project team and responsibilities



- ▶ Lyne Sénécal, Project Director
 - ▶ Responsible for monitoring overall progress
 - ▶ Communicates with RTS through steering committee

- ▶ Alexis Bourrelle, Project Manager
 - ▶ Experience in USA-based projects: KCATA (Kansas City, MO), MCTS (Milwaukee, WI), PVRTA (Springfield, MA)
 - ▶ MBA and Software Engineering diplomas
 - ▶ Responsible for the project execution: specifications, training, support

- ▶ Other key members of the project team
 - ▶ Installation/Integration Lead (Benoit Paris)
 - ▶ Training Lead (Kevin Ratelle)
 - ▶ Application Analyst (Marie Sophie Yip)

Proposed Key milestones



- ▶ Detailed Design Specifications (DDS) based on RTS' requirements
 - ▶ Review of business practices, work rules
 - ▶ Requires RTS' acceptance
 - ▶ Like RTS, GIRO seeks to minimize customization

- ▶ Training (user and technical)
 - ▶ Emphasis on client-specific data for training
 - ▶ "Train-the-trainers" approach

- ▶ Data entry and migration
 - ▶ Data must be available in a format compatible for importation
 - ▶ Manual entry for low-volume data

- ▶ Configuration & customization based on DDS

... Proposed Key milestones



▶ Testing

- ▶ Standard version tests performed by development team
- ▶ Integration tests performed by project team
- ▶ Results must correspond to requirements defined in DDS

▶ SW Deployment

- ▶ Deployment plan with GIRO's assistance

▶ Post-implementation support

- ▶ Functional support via centralized contact
- ▶ Software corrections when needed



Configuration and Customization



- ▶ Configurations and customizations are identified and approved during the specification phase

- ▶ Proposed configuration work includes:
 - ▶ Work rules
 - ▶ Tuning of *CrewOpt*, our runcutting algorithm
 - ▶ HASTUS-*Connect* scripts for integration with FleetNet, TransLoc, UTA, ESRI

- ▶ Proposed customizations include:
 - ▶ Distributing reports to a list of email addresses

Project implementation plan



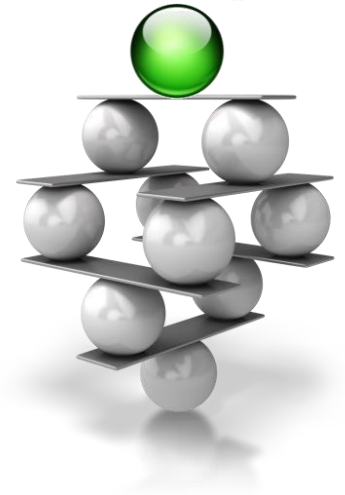
- ▶ Project timeline: software acceptance in 6 months, provided that Mapping and Analysis are implemented thereafter
- ▶ GIRO is responsible for some key tasks
 - ▶ DDS drafting
 - ▶ Training ("Train the trainers")
 - ▶ Software configuration and customization
 - ▶ Pre-Release Testing
 - ▶ Software Support and Maintenance
- ▶ RTS is responsible for some key tasks
 - ▶ DDS validation and approval
 - ▶ Internal training ("Train the trainees")
 - ▶ Software Acceptance Testing
 - ▶ Transfer to production (with GIRO's support)



Success factors



- ▶ Availability of RTS experts
 - ▶ Business practices and work rules review
 - ▶ Key decisions need to be made
 - ▶ Objectives must be clear
- ▶ Timely approval of DDS
- ▶ Communications
 - ▶ RTS/GIRO are a team
 - ▶ Sharing information helps in finding solutions



Cost analysis



- ▶ We "stuck" to the RFP, which included:
 - ▶ Fairly stringent requirements, e.g.:
 - ▶ Installation requirements
 - ▶ High-availability
 - ▶ Automated, seamless integration with other systems
 - ▶ Some level of uncertainty, e.g.:
 - ▶ Unknown AVL
 - ▶ TIS might change
- ▶ We have implemented many similar projects before where the specifications were less stringent, at better cost

...cost analysis



- ▶ Appreciable cost reductions could be achieved if RTS is flexible with some specifications, e.g.:
 - ▶ RTS further reducing its Availability specification
 - ▶ RTS performing some data entry
 - ▶ RTS electing to purchase and install the hardware
 - ▶ GIRO will make precise recommendations
 - ▶ GIRO will support RTS in installing hardware
 - ▶ Ask any of our clients whether this worked for them



Improving efficiency at every turn



What's next



- ▶ Q&A
- ▶ Discussion about proposal comments by RTS

Proposal comments by RTS



- ▶ #1: *Only a 6-month implementation schedule will be acceptable*
- ▶ #2: *All integration costs need to be included as part of bid submittal. Estimate potential integration costs where uncertainty exists.*
- ▶ #3: *The older data that needs to be imported in to the new system as specified in the RFP needs to be done so in an automated manner rather than manual data entry.*
- ▶ #4: *Clarify frequency of upgrade provision.*
- ▶ #5: *Clarify the ability to use the software in the absence of a maintenance agreement.*
- ▶ #6: *Clarify specific information HASTUS has exchanged with prior Fleetnet interfaces.*

Proposal comments by RTS



- ▶ #7: *Please provide costs and requirements for non-hosted solution and as appropriate a revised set of responses to the GRU Standard Technical Questions.*
- ▶ #8: *Will RTS be able to use the proposed solution (either hosted or non-hosted) with desktop machines that operate Windows 7 32-bit?*
- ▶ #9: *Clarify response to Appendix B 1.6. (Laws and regulations)*
- ▶ #10: *Clarify response to Appendix B 1.8. (ADA)*
- ▶ #11: *Clarify GIS work flow and perceived discrepancies in vendor response to Appendix B 9.1 and Appendix B 9.3.*
- ▶ #12: *Revise costs to remove crystal reports license.*

Proposal comments by RTS



- ▶ #13: *Please clarify number of concurrent users under hosted and non-hosted solutions.*
- ▶ #14: *COG Legal will need to approve License and Service Agreement.*
- ▶ #15: *Clarify licensing fee language and how/if it relates to maintenance fee.*
- ▶ #16: *How is pricing affected if Analysis and Mapping modules are not procured?*
- ▶ #17: *Is there a map data conversion fee if RTS only procures the Scheduling module?*
- ▶ #18: *Clarify the customization that is listed in price proposal.*

Proposal comments by RTS



- ▶ #19: *Clarify the expenses category.*
- ▶ #20: *Clarify basis of fee for the extended warranty.*
- ▶ #21: *Clarify whether hosting fees are included in the maintenance or implementation costs?*
- ▶ #22: *How is the cost for “Initial Hardware Implementation Services” derived?*
- ▶ #23: *Name the specific modules that are included in the optional pricing section.*

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