



DATE: August 07, 2019

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: Chris Walton, Director, Director, Transportation Division

FROM: Barney L. McCoy, Transit Director, Service & Capital Planning Section

PROJECT TITLE: GIRO Hastus 2020 Software Upgrade

REQUISITION NO.

### SOLE SOURCE/SOLE BRAND REQUEST

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

Hastus software is fully integrated software that manages and schedules daily operations such as transit network planning & scheduling, performance analysis, and accurate operator timekeeping. The Hastus platform also manages the BCT stop and shelter information, route information, customer information services. Additionally, it is also used in work-rule analysis for contract negotiations, what-if-scenarios as well as providing guidance and route information for all the Broward County cities with service in the Community Shuttle Program.

This software has successfully managed and scheduled daily operations for over 700 drivers and 350 fixed route vehicles since 2001. Currently BCT is operating using the 2010 v11 version of GIRO Hastus. New technology advances have been made over the course of 9 years. The primary scope of work is to upgrade the Hastus software to the 2020 version of the software. The technology advances within the 2020 upgrade will enable BCT staff to have more functionality, be more efficient, and provide significant cost savings.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

#### Only Sole Source/ Uniqueness

- Proprietary Item - this vendor/source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.
- Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.
- Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."
- Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.
- Other/or Additional information - the County requires this sole source, sole brand purchase for the following reasons:

GIRO Inc. is the sole manufacturer, developer, licensor, and authorized provider of Hastus software suite products, and is the only entity with the capability and authority to provide the maintenance, support, and enhancements of the Hastus software. The first Software License Agreement between Broward County and GIRO Inc. for the Hastus software suite was approved on November 9, 2001, and the second on June 15, 2010. We are presently in year 10 of a 10-year license agreement.

**Business Case (One/Most Reasonable Source or One/Most Reasonable Brand)**

- Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- Complies with existing community and safety standards, and/or laws, rules, and regulations.
- Exempted from the Procurement Code - per Section 21.18 of Broward County Administrative Code.
- Other/or additional information - using this sole source, sole brand purchase benefits the County for the following reasons:

BCT has been using Hastus software suite of products since 2001, and has invested substantial staff time and money into configuring and integrating Hastus into existing systems. Hastus is a legacy software that the County has been using for 18 years. To ensure continuity of services, BCT is seeking to continue using GIRO as the sole vendor for the procurement of scheduling and route planning software. Hastus is a highly technical program that requires BCT staff to dedicate a significant amount of hands-on formal training to master the GIRO Hastus products. Changing the vendor would result in delays to service improvements and scheduling for BCT operations and delays in local, state and federal reporting linked to formula funding and grants. Introducing a different vendor will require a total replacement of the system, risking significant compatibility issues with the existing system. Continued development or enhancements with the same supplier eliminates additional costs to be incurred by using a different supplier.

III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).

Estimated project value: \$1,885,949.75      Contract length (if applicable): 5 yrs with 5 1-year renewals

Expenses to date: \$600,825.00

Has this commodity or service been previously provided to the County?  Yes     No

If yes, when and by whom? From GIRO, Inc. on 11/9/2001

How was item/service procured? Sole brand and sole source

What is the current contract (MA) or purchase order number? A0851707A1

If this is a sole brand, is there an "authorized" dealers list?  Yes     No

Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

Trapeze provides public transportation and bus scheduling software products called Scheduling Planning, and Analysis (SPA) Suite, INFO-COM, and Midas Bidding & Dispatch (BD). GIRO provides public transportation & bus scheduling software products called the Hastus Software suite. The Hastus software modules were procured by BCT using sole source sole brand methodology in 2001. GIRO is the only vendor or source that can provide HASTUS software.

While Trapeze does have a product that may provide some of the functionalities that the Hastus software currently has, Trapeze does not have an approved equivalent or equal replacement for the Hastus ATP

module. Additionally, GIRO does have an approved equivalent or equal replacement for the MIDAS BD module that BCT uses.

The cost to replace the GIRO Hastus software with the Trapeze SPA Suite and INFO-COM software, excluding the HASTUS ATP module, is \$652,781. This figure represents additional costs of \$175,046 to replace GIRO Hastus with Trapeze SPA Suite and INFO-COM software. By upgrading the existing Hastus software to the latest version, BCT saves \$175,046 (27% overall savings) and retains the use of the Hastus ATP module which is critical for the Service & Capital Planning section's operational needs.

CERTIFICATION: I have thoroughly researched the sole source or sole brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole source contract for commodities or services."

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084"

REQUESTOR/EVALUATOR (PRINT) <i>Barney McCoy</i>	REQUESTOR/EVALUATOR (SIGN) <i>[Signature]</i>	DATE <i>12/13/19</i>
DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN) <i>[Signature]</i>	DATE <i>12/28/19</i>

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.34 and 21.35. The Purchasing Agent recommends the following:

- Sole Source   
 Sole Brand   
 Reasonable Source   
 RFI attached   
 Rejected  
 Request Authorization to Negotiate

Additional Information:

Giro Inc. is the only reasonable source for the requested upgrade to the HASTUS transit scheduling and operations software. Giro Inc. is the sole manufacturer, licensor and authorized provider of the Hastus suite of products. No other firm is authorized to perform the upgrade from the 2010v11 version of Giro Hastus to the 2020 version for the Transit Division. The current Agreement, No. A0851707A1, which was awarded by the Board on 6/15/10, Item No. 69, expires on 6/14/20; there are no remaining renewals. Amendment No. 1, executed by the Director of Purchasing on 5/7/13, added the ATP and Comments modules to the Agreement. Payments to date are: \$620,952.00. Estimated project value for the 2020 upgrade and potential ten-year maintenance/support term is: \$1,885,949.75.

The current Agreement originated from GIRO's standard terms and conditions. Rather than amend the current GIRO agreement for the upgrade and extension of time, the CAO has recommended that a new agreement be negotiated to include all required FTA documents ensuring that FTA requirements are met. Agent recommends approval of the only reasonable source designation and authorization to negotiate. This reasonable source memo and the final Agreement will be presented to the Board for approval.

Purchasing Agent Signature: **MARYANN BERCHIOLLI** Digitally signed by MARYANN BERCHIOLLI Date: 2020.01.29 17:07:52 -05'00'    Date: **1/29/20**  
Purchasing Manager Signature: **DAVID CLEMENTE** Digitally signed by DAVID CLEMENTE Date: 2020.01.29 18:22:07 -05'00'    Date: **1/29/20**

**APPROVAL AUTHORITY 1/29/20**

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: **BRENDA BILLINGSLEY** Digitally signed by BRENDA BILLINGSLEY Date: 2020.02.25 12:16:10 -05'00'    Date:



Transportation Department

**TRANSIT DIVISION-Administration**

1 N. University Drive, Suite 3100A • Plantation, Florida 33324 • 954-357-8300 • FAX 954-357-8305

**MEMORANDUM**

**DATE:** August 23, 2019

**TO:** Chris Walton, Director Transportation Department

**THRU:** Barney McCoy, Director Transit Service and Capital Planning

**FROM:** Jackie Fernandez, Information Systems Manager

**SUBJECT:** Request for Approval of Multi-Year Contract Term for GIRO Hastus

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Hastus is a fully integrated software that has managed and scheduled critical daily operations for over 700 operators and 350 fixed route vehicles since 2001. Broward County Transit (BCT) has invested a substantial amount of staff, time, and money in configuring and integrating Hastus into its existing systems. The Hastus platform also manages customer information services, route information, BCT stop & shelter information, performance analysis, and accurate operator timekeeping. It is also used in work-rule analysis for contract negotiations, what-if-scenarios as well as providing bus stop information and route information for participating Broward County municipalities in the Community Shuttle Program.

On November 9, 2001, the Director of Purchasing approved a five (5) year software license agreement with five (5) optional one-year renewals between Broward County and GIRO Inc. for Hastus. On June 15, 2010, a second software license agreement was approved by the Director of Purchasing between Broward County and GIRO Inc (A0851707A1) which also had a five (5) year initial term with five (5) optional one-year renewals, for a potential 10-year total agreement term. Transit is currently in the fifth (5<sup>th</sup>) and final year of the renewal option period of this agreement. This agreement will expire on June 14<sup>th</sup>, 2020.

BCT would like to establish a third multi-year term license agreement with GIRO Inc. with an initial term of five (5) years with five (5) one-year renewal options for a potential ten (10) year contract term. This third agreement will allow the County to upgrade GIRO Hastus from version 2010 to version 2020, which has more functionality, enabling BCT Staff to be more efficient, and providing significant cost savings to the County. The five (5) year initial term will allow BCT staff to get acclimated to the upgraded version of the software while maintaining the continuity of the public transportation services they provide.

Please contact Jackie Fernandez at (954) 357-8323 or [JAFERNANDEZ@broward.org](mailto:JAFERNANDEZ@broward.org) and if you have any questions or require additional information.

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The Director of Transportation has reviewed this request and authorizes the pursuit of a potential 10-year term agreement with GIRO Inc. for the Hastus Software suite upgrade.

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Chris Walton  
Director of Transportation Department

Total Est. Cost		REQUESTING UNIT										MTD		CABPO		
\$1,885,949.78		Broward County Transportation Department										Broward County		Purchasing Division		
		PURCHASE REQUISITION														
Contract Item Number	7-Digit NIGP Commodity Code	Fund Code	Program	Dept ID	Acct	Project ID	Activity	Bud Ref	SPECIFICATIONS				QTY	Unit	Unit Cost	Total Cost
	9204500	39000	70662	50408000	567010	104925	11.42.08	MTCAP18	Software Upgrade Existing GIRO Hastus Modules from version 2010 to version 2019 or higher (Vehicle, Crew, CrewOpt, Roster, Geo, Comments, ATP, and HASTINFO [w infoWeb Licenses])				1	LPS	477,735.00	477,735.00
	9204500	39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	Software Maintenance & Support HASTUS Software Maintenance - Year 2020 to Year 2021				1	LPS	103,292.31	103,292.31
									Training Days Seven (7) Person Days Annually (unused days roll to subsequent years); Staff time for system operation test, software modifications, and training - Year 2020 to Year 2021 (MUST BE SEPARATE FROM MAINTENANCE & SUPPORT)				7	LPS	2,008.81	14,061.69
	9204500	39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	Software Maintenance & Support HASTUS Software Maintenance - Year 2021 to Year 2022				1	LPS	105,874.75	105,874.75
									Training Days Seven (7) Person Days Annually (unused days roll to subsequent years); Staff time for system operation test, software modifications, and training - Year 2021 to Year 2022 (MUST BE SEPARATE FROM MAINTENANCE & SUPPORT)				7	LPS	2,059.04	14,413.25
	9204500	39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	Software Maintenance & Support HASTUS Software Maintenance - Year 2022 to Year 2023				1	LPS	109,050.43	109,050.43
									Training Days Seven (7) Person Days Annually (unused days roll to subsequent years); Staff time for system operation test, software modifications, and training - Year 2022 to Year 2023 (MUST BE SEPARATE FROM MAINTENANCE & SUPPORT)				7	LPS	2,120.80	14,845.57
	9204500	39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	Software Maintenance & Support HASTUS Software Maintenance - Year 2023 to Year 2024				1	LPS	112,322.05	112,322.05
									Training Days Seven (7) Person Days Annually (unused days roll to subsequent years); Staff time for system operation test, software modifications, and training - Year 2023 to Year 2024 (MUST BE SEPARATE FROM MAINTENANCE & SUPPORT)				7	LPS	2,184.42	15,290.95
	9204500	39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	Software Maintenance & Support HASTUS Software Maintenance - Year 2024 to Year 2025				1	LPS	115,691.71	115,691.71
									Training Days Seven (7) Person Days Annually (unused days roll to subsequent years); Staff time for system operation test, software modifications, and training - Year 2024 to Year 2025 (MUST BE SEPARATE FROM MAINTENANCE & SUPPORT)				7	LPS	2,249.95	15,749.68
	9204500	39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	Software Maintenance & Support HASTUS Software Maintenance - Year 2025 to Year 2026				1	LPS	119,162.46	119,162.46
									Training Days Seven (7) Person Days Annually (unused days roll to subsequent years); Staff time for system operation test, software modifications, and training - Year 2025 to Year 2026 (MUST BE SEPARATE FROM MAINTENANCE & SUPPORT)				7	LPS	2,317.45	16,222.17
	9204500	39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	Software Maintenance & Support HASTUS Software Maintenance - Year 2026 to Year 2027				1	LPS	122,737.34	122,737.34
									Training Days Seven (7) Person Days Annually (unused days roll to subsequent years); Staff time for system operation test, software modifications, and training - Year 2026 to Year 2027 (MUST BE SEPARATE FROM MAINTENANCE & SUPPORT)				7	LPS	2,386.98	16,708.83

Total Est. Cost		REQUESTING UNIT										MTD	
\$1,885,949.78		Broward County Transportation Department MTD01										Broward County Purchasing Division	
		PURCHASE REQUISITION										REQUISITION TYPE <input type="checkbox"/> Catalog PO <input type="checkbox"/> Work Authorization <input type="checkbox"/> Special Request <input type="checkbox"/> CABPO	
Contract Item Number	7-Digit NIGP Commodity Code	Fund Code	Program	Dept ID	Act	Project ID	Activity	Bud Ref	SPECIFICATIONS	QTY	Unit	Unit Cost	Total Cost
	9204500	39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	Software Maintenance & Support HASTUS Software Maintenance - Year 2027 to Year 2028	1	LPS	126,419.46	126,419.46
									Training Days Seven (7) Person Days Annually (unused days roll to subsequent years), Staff time for system operation test, software modifications, and training - Year 2020 to Year 2021 (MUST BE SEPARATE FROM MAINTENANCE & SUPPORT)	7	LPS	2,458.59	17,210.10
	9204500	39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	Software Maintenance & Support HASTUS Software Maintenance - Year 2028 to Year 2029	1	LPS	130,212.04	130,212.04
									Training Days Seven (7) Person Days Annually; Staff time for system operation test, software modifications, and training - Year 2020 to Year 2021 (MUST BE SEPARATE FROM MAINTENANCE & SUPPORT)	7	LPS	2,532.34	17,726.40
	9204500	39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	Software Maintenance & Support HASTUS Software Maintenance - Year 2029 to Year 2030	1	LPS	134,118.41	134,118.41
									Training Days Seven (7) Person Days Annually; Staff time for system operation test, software modifications, and training - Year 2020 to Year 2021 (MUST BE SEPARATE FROM MAINTENANCE & SUPPORT)	7	LPS	2,608.31	18,258.19
									Optional Services - Training Days In the event that the Bank of annual person days has been completely used. Includes the cost of On-Site Training, Traveling Costs (Hotel & Flight), and Per Diem Expenses \$ To Be Negotiated	0	LPS	-	0.00
	9204500	39000	70662	50408000	567010	104925	11.42.08	MTCAP18	Software Optional License Cost Adjustment - 350 to 400 Peak Vehicles Year 2020 - \$57,881 (Immediate Need due to Bus Order) Year 2021 - \$60,775 Year 2022 - \$63,814 Year 2023 - \$67,005	1	LPS	57,881.00	57,881.00
	9204500	39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	Software Maint & Support Optional Maint & Support Cost Adjustment - 350 to 400 Peak Vehicles Year 2020 - \$10,966 (Immediate Need due to Bus Order) Year 2021 - \$11,514 Year 2022 - \$12,090 Year 2023 - \$12,695	1	LPS	10,966.00	10,966.00
	9204500	39000	70662	50408000	567010	104925	11.42.08	MTCAP18	Software Optional Software Module Licenses & Implementation of Daily Crew/Daily Vehicle Year 2019 - \$746,600 Year 2020 - \$ To Be Negotiated Year 2021 - \$ To Be Negotiated Year 2022 - \$ To Be Negotiated Year 2023 - \$ To Be Negotiated	1	LPS		0.00

Total Est. Cost		REQUESTING UNIT										MTD			
<b>\$1,885,949.78</b>		<b>Broward County Transportation Department</b> MTD01										<b>Broward County</b> <b>Purchasing Division</b>			
Contract Item Number		Fund Code	Program	Dept ID	Act	Project ID	Activity	Bud Ref	SPECIFICATIONS			QTY	Unit	Unit Cost	Total Cost
9204500		39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	<b>Software Maint &amp; Support</b> Optional Maint & Support Cost Adjustment for Daily Crew/Daily Vehicle Year 2019 - \$72,300 Year 2020 - \$ To Be Negotiated Year 2021 - \$ To Be Negotiated Year 2022 - \$ To Be Negotiated Year 2023 - \$ To Be Negotiated			1	LPS		0.00
9204500		39000	70662	50408000	567010	104925	11.42.08	MTCAP18	<b>Software</b> Optional Software Module Licenses & Implementation for Bid/Bid Web Year 2019 - \$219,200 Year 2020 - \$ To Be Negotiated Year 2021 - \$ To Be Negotiated Year 2022 - \$ To Be Negotiated Year 2023 - \$ To Be Negotiated			1	LPS		0.00
9204500		39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	<b>Software Maint &amp; Support</b> Optional Maint & Support Cost Adjustment for Bid/Bid Web Year 2019 - \$19,900 Year 2020 - \$ To Be Negotiated Year 2021 - \$ To Be Negotiated Year 2022 - \$ To Be Negotiated Year 2023 - \$ To Be Negotiated			1	LPS		0.00
9204500		39000	70662	50408000	567010	104925	11.42.08	MTCAP18	<b>Software</b> Optional Software Module Licenses & Implementation for Self Service Year 2019 - \$104,200 Year 2020 - \$ To Be Negotiated Year 2021 - \$ To Be Negotiated Year 2022 - \$ To Be Negotiated Year 2023 - \$ To Be Negotiated			1	LPS		0.00
9204500		39000	70662	50408000	512730	105141	11.7A.00	MTCAP19	<b>Software Maint &amp; Support</b> Optional Maint & Support Cost Adjustment for Self Service Year 2019 - \$14,500 Year 2020 - \$ To Be Negotiated Year 2021 - \$ To Be Negotiated Year 2022 - \$ To Be Negotiated Year 2023 - \$ To Be Negotiated			1	LPS		0.00
9204500		39000	70662	50408000	567010	104925	11.42.08	MTCAP18	<b>Software</b> Optional Software Module Licenses & Implementation of Employee Performance Manager (EPM) Year 2019 - \$121,100 Year 2020 - \$ To Be Negotiated Year 2021 - \$ To Be Negotiated Year 2022 - \$ To Be Negotiated Year 2023 - \$ To Be Negotiated			1	LPS		0.00

REQUISITION TYPE  Catalog PO  Work Authorization  Special Request  CABPO



Total Est. Cost		REQUESTING UNIT										MTD			
FY 18		Broward County Transportation Department MTD01										Broward County Purchasing Division			
\$1,885,949.78		PURCHASE REQUISITION										REQUISITION TYPE <input type="checkbox"/> Catalog PO <input type="checkbox"/> Work Authorization <input type="checkbox"/> Special Request <input type="checkbox"/> CABPO			
Contract Item Number	7-Digit NIGP Commodity Code	Fund Code	Program	Dept ID	Act	Project ID	Activity	Bud Ref	SPECIFICATIONS			QTY	Unit	Unit Cost	Total Cost
	9204500	39000	70662	50408000	512730	105141	11.7A.00	IMTCAP19	<b>Software Maint &amp; Support</b> Optional Maint & Support Cost Adjustment for Employee Performance Manager (EPM) Year 2019 - \$7,200 Year 2020 - \$ To Be Negotiated Year 2021 - \$ To Be Negotiated Year 2022 - \$ To Be Negotiated Year 2023 - \$ To Be Negotiated			1	LPS		0.00
	9204500	39000	70662	50408000	512730	105141	11.7A.00	IMTCAP19	<b>Software Maint &amp; Support</b> Optional Maint & Support - Google Maps Fees for HASTINFO-Web (Licensed with HASTINFO) Year 2019 - \$25,000 Year 2020 Year 2021 Year 2022 Year 2023			1	LPS		0.00
Project: GIRO Hastus Upgrade with Options															
Shipping/Freight															
<input type="checkbox"/> IF APPLICABLE, IS THE PRICE QUOTE ATTACHED TO THIS REQUISITION? <input checked="" type="checkbox"/> IF APPLICABLE, AN INDEPENDENT COST OR PRICE ESTIMATE HAS BEEN PERFORMED FOR THIS PROCUREMENT ACTION PURSUANT TO FTA CIRCULAR 4220-1F, CH. VI, PARA. 6.															
Project Manager/Contract Administrator Signature & Date Authorization of Procurement (PDF Version Digital or Hand-Written Signature Required)															
I HEREBY AUTHORIZE THIS PURCHASE AND CERTIFY IT IS CONSISTENT WITH FTA REQUIREMENTS (IF APPLICABLE) AND THAT SUFFICIENT FUNDS ARE AVAILABLE.															
Awardeed Supplier		GIRO HASTUS 75, rue de Port-Royal Est, bureau 500, Montréal (Québec) Canada H3L 3T1 F.O.B. Destination Supplier ID # Shipping Address City State Zip Supplier Phone # (514) 383-0404 Ext 2200 Date Ordered 12/3/19													
Contract Exp. Date		Requested By (Agency Contact) and phone number Barney McCoy Ext 8369 / Jackie Fernandez Ext 8323 Date Requested 12/3/19													
Procurement Contract # And Title (Not Contract Exp. Date)		GIRO HASTUS 2020 Upgrade & Options													
Contract Exp. Date		1,885,949.78													

**Cost / Benefit Analysis:  
SOLE SOURCE SOLE BRAND REQUEST: III. COMPARITIVE MARKET RESEARCH**

<i>Cost Analysis Compared to Pricing offered to other agencies for similar commodities/services</i>						
No.	Agency	Description	Licenses	Service & Expenses	Total Upgrade	Cost per Vehicle per Module
1	Broward County Transit (350 Peak Vehicles)	Upgrade from 2001 to 2010 (Vehicle, Crew, CrewOpt, Roster, Geo, HASTINFO)	\$210,383	\$68,199	\$278,582	\$99.49
2	Community Transit (300 Peak Vehicles)	Upgrade from 2011 to 2017 (Vehicle, Crew, CrewOpt, ATP, and HASTOP)	\$140,864	\$82,755	\$223,619	\$149.08
3	Milwaukee County Transit System (350 Peak Vehicle)	Upgrade from 2012 to 2019 (Vehicle, Crew, CrewOpt, Roster, Geo, Bid, DailyCrew, DailyVehicle, & ATP)			\$747,000	\$237.14

<i>Cost Analysis Compared to the County's Pricing to the price of similar commodities/services from an alternate vendor</i>						
No.	GIRO Software Module Description	Trapeze Equivalent	GIRO Price	Trapeze Price	Difference (\$)	Difference (%)
1	Software - Hastus Vehicle	Software - Trapeze Scheduling Planning, and Analysis (SPA)	\$59,716.88	\$93,453.83	\$33,737	36%
2	Software - Hastus Crew	Software - Trapeze SPA Suite	\$59,716.88	\$93,453.83	\$33,737	36%
3	Software - Hastus CrewOpt	Software - Trapeze SPA Suite	\$59,716.88	\$93,453.83	\$33,737	36%
4	Software - Hastus Roster	Software - Trapeze SPA Suite	\$59,716.88	\$93,453.83	\$33,737	36%
5	Software - Hastus Geo	Software - Trapeze SPA Suite	\$59,716.88	\$93,453.83	\$33,737	36%
6	Software - HASTINFO	Software - Trapeze SPA Suite	\$59,716.88	\$93,453.83	\$33,737	36%
7	Software - Hastus Comments	Software - Trapeze INFO-COM	\$59,716.88	\$92,058.00	\$32,341	35%
8	Software - Hastus ATP	Software - N/A (no alternate)	\$59,716.88	\$0.00	-\$59,717	
		<b>Total</b>	<b>\$477,735.00</b>	<b>\$652,781.00</b>	<b>\$175,046</b>	<b>27%</b>

No.	GIRO Software Module Description	Trapeze Equivalent	GIRO Price	Trapeze Price	Difference (\$)	Difference (%)
9	Maint & Support - Hastus Software	Maint & Support - Trapeze Software	\$117,354.00	\$115,725.00	-\$1,629	-1%
10	Software - Hastus Daily Crew/Daily Vehicle	Software - Midas Bidding & Dispatch (BD)	\$746,600.00		-\$746,600	
11	Maint & Support - Hastus Daily Crew/Daily Vehicle	Maint & Support - Midas Bidding & Dispatch	\$72,300.00	\$116,650.40	\$44,350	38%
		<b>Total</b>	<b>\$936,254.00</b>	<b>\$232,375.40</b>	<b>-\$703,879</b>	<b>-303%</b>

# Contract Term Form

## For Federal Transit Administration (FTA) Funded Procurements

Requesting

Fixed       Open-End: 5 year(s) initial; 5 - 1 year(s) renewals.

The above term contract is requested due to the following reasons:

Fixed (One Time Order)	Open End (Annual Term)
<input type="checkbox"/> No foreseeable need to purchase beyond the initial fixed order.	<input type="checkbox"/> There is a need to order continuously for the next year.
<input type="checkbox"/> Funding is uncertain beyond the initial fixed order.	<input checked="" type="checkbox"/> There is a need to order continuously for the following <u>5</u> years.
<input type="checkbox"/> Quantities of the particular product are limited; may not be available in the future.	<input type="checkbox"/> Past usage shows a trend of ordering the product every ____ month(s)/year(s). (circle one)
<input type="checkbox"/> Due to an immediate need of the product, a smaller fixed order is needed while a larger longer-term contract is being procured.	<input type="checkbox"/> The product has a short shelf life.
<input type="checkbox"/> Due to technology updates, specified product may become obsolete in a longer-term contract.	<input type="checkbox"/> There is not enough space to store a bulk order of the product, must order limited amounts throughout the annual term.
	<input type="checkbox"/> Large startup cost due to: _____ _____ _____
<input type="checkbox"/> Other:	<input type="checkbox"/> Other:

<b>Requisition Title:</b>	GIRO HASTUS 2020 Upgrade
<b>Submitted by: (Print Name)</b>	Tara Lewis
<b>Signature:</b>	Tara Lewis <small>Digitally signed by Tara Lewis Date: 2019.08.15 16:45:26 -04'00'</small>
<b>Date:</b>	8/15/19

**Contract Term Form**  
(Continued)

**FTA Background**

**2.2.1 Contract Period of Performance Limitation**

<b>REQUIREMENT</b>
<p>49 USC § 5326(b) limits the procurement of rolling stock and replacement parts to no more than five years' requirements under a single contract, even though delivery may take place beyond five years from the date of the initial contract.</p> <p><u>FTA Circular 4220.1E</u>, paragraph 7.m, addresses the five-year contract term limitation for rolling stock and replacement parts. It also requires that contract terms for all other types of contracts be based on sound business judgment.</p> <p><u>FTA Circular 4220.1E</u>, paragraph 8 – <i>Competition</i>, requires all procurement transactions to be conducted in a manner providing for full and open competition.</p> <p><u>FTA Circular 4220.1E</u>, paragraph 7.i – <i>Written Record of Procurement History</i>, requires grantees to maintain records detailing the history of a procurement.</p>

**DISCUSSION**

On May 29, 2002, the FTA Administrator issued *Dear Colleague Letter C-08-02* rescinding FTA's long-standing five-year contract term limitation for all contracts except those for rolling stock and replacement parts. The limitation on rolling stock and replacement parts remains in effect since the limitation is a statutory requirement and not an FTA policy. 2 The new FTA policy is now expressed in FTA Circular 4220.1E, paragraph 7.m - *Contract Term Limitation*.

Prior to this letter, FTA Circular 4220.1D, paragraph 7.m - *Contract Period of Performance Limitation*, had limited the period of performance of DOT-assisted supply and service contracts to five years, inclusive of options, without prior FTA approval. 3 As a result of this rescission of the contract term limitation, grantees will no longer be required to obtain prior FTA approval for contract terms longer than five years. 4 The rescission of the five-year term limit applies not only to new contract awards, but to existing contracts as well. Grantee procurements will continue to be reviewed by FTA for compliance with the "full and open competition" principle stated in FTA Circular 4220.1E paragraph 8a, and grantees will continue to be responsible for conducting their procurements in accordance with sound business practices. Grantees are expected to be judicious in establishing and extending their contract terms.

**Best Practices**

Although FTA no longer requires prior approval for contract terms longer than five years, grantees remain responsible for conducting their procurement transactions in accordance with the "full and open competition" principle expressed in FTA Circular 4220.1E, paragraph 8a. As with any procurement action, grantees should ensure that their procurement files adequately document their decision-making process. This record should include the rationale for the contract period of performance.

Period of Performance Criteria – Periodic re-competition of contracts preserves competition and keeps prices competitive. Without periodic competition the incumbent will not have the pressures of a competitive market to keep prices reasonable or an incentive to maintain satisfactory performance. There are, however, criteria that the grantee can employ when deciding upon the term of a contract. Some of these criteria are suggested below.

**Contract Term Form**  
(Continued)

Revenue Contracts – It is FTA policy to afford all persons an equal opportunity to access FTA-funded assets. FTA also encourages its recipients to maximize non-farebox revenues. This can be done through contractual or other appropriate arrangements, which involve the use of FTA-funded assets without interfering with its transit use. FTA had previously invoked a five-year term limit as one way to balance these potentially conflicting policies. It is important for grantees to document their revenue contract files with an *economic analysis* that demonstrates how these dual objectives were accomplished. If the contract opportunities allow for free and open competition, then the Grantee's procurement policies will address FTA's equal opportunity policy. Where however, there is a limit to the number of firms who will be awarded contracts, then the grantee should include an *economic analysis* in the contract file to justify the contract term. The *economic analysis* should explain why the specific period of performance was necessary for the recovery of the contractor's investment and a reasonable economic return. In performing this analysis, grantees may wish to conduct a market survey to obtain information and recommendations from prospective offerors to determine what the typical up-front investment will be and what kind of contract period would be required for the offerors to recover that investment and realize a reasonable economic return on that investment. Grantees should document their files with this information, showing the conclusions reached with respect to the contract period of performance finally selected.

Supplies – Typically the contract period of performance for supplies will be dictated by the grantee's foreseeable needs and such factors as economic quantity breaks, warehousing space, shelf life, technology concerns, etc. When the grantee perceives that there may be an opportunity to increase competition through a larger purchase, the grantee may wish to conduct a *market survey* of potential suppliers to determine if they would make an offer under a different contracting scenario. For example, it may be that they were discouraged from bidding because the up-front investment (non-recurring costs of tooling, etc.) would be prohibitive over a relatively short contract period/limited quantity buy. However, if the period were extended and the quantity increased, these potential suppliers might be induced to participate. This is in effect what one large transit agency has done successfully. <sup>5</sup> Thus, the shortest contract period/minimum quantity buy may not necessarily be the optimum decision. Grantees will need to exercise some diligence in determining if longer/larger contracts might be in their best interests. If they decide to do that, they should document their files showing the benefits obtained from the longer contract periods.

When deciding the best period of performance for on-going services contracts, grantees need to consider the up-front investment by potential offerors for specialized personnel training and other non-recurring start-up costs (e.g., relocation) that must be recovered over the life of the contract. Once again, grantees should consider a pre-solicitation industry outreach to discuss with individuals in the industry what they may see as up-front investments that must be recovered from the profits anticipated by the contract. These discussions should reveal what the industry needs in terms of a contract life in order to submit competitive prices against the incumbent. These facts need to be documented in your contract files as you reach an agency decision on the proper period of performance of the services contract.

Independent Cost Estimate  
GIRO Hastus Upgrade to 2020

1.2

Contract Line	Description	Qty	Unit	Unit Cost	Total Cost	Unit Cost with CPI Escalation of 19%	Total Cost with CPI Escalation of 20%
	<b>Software</b> Upgraded Existing GIRO Hastus Modules from Version 2001 to Version 2010 (Vehicle, Crew,CrewOpt, Roster, Geo, and HASTINFO [w infoWeb Licenses])	1	LPS	\$278,582.00	\$278,582.00	\$334,298.40	\$334,298.40
A0851707A1_1_001	<b>Software Maintenance &amp; Support (licensing Costs Not Included)</b> HASTUS Software Maintenance - June 15 2011 to June 14 2012	1	LPS	\$58,367.00	\$58,367.00	\$70,040.40	\$70,040.40
A0851707A1_1_001	<b>Software Maintenance &amp; Support</b> HASTUS Software Maintenance - June 15 2012 to June 14 2013	1	LPS	\$60,118.00	\$60,118.00	\$72,141.60	\$72,141.60
A0851707A1_1_001	<b>Software Maintenance &amp; Support</b> HASTUS Software Maintenance - June 15 2013 to June 14 2014	1	LPS	\$61,922.00	\$61,922.00	\$74,306.40	\$74,306.40
A0851707A1_1_001	<b>Software Maintenance &amp; Support</b> HASTUS Software Maintenance - June 15 2014 to June 15 2015	1	LPS	\$67,087.00	\$67,087.00	\$80,504.40	\$80,504.40
A0851707A1_1_001	<b>Software Maintenance &amp; Support</b> HASTUS Software Maintenance - June 15 2015 to June 15 2016	1	LPS	\$71,530.00	\$71,530.00	\$85,836.00	\$85,836.00
A0851707A1_1_001	<b>Software Maintenance &amp; Support</b> HASTUS Software Maintenance - June 15 2016 to June 14 2017	1	LPS	\$73,676.00	\$73,676.00	\$88,411.20	\$88,411.20
A0851707A1_1_001	<b>Software Maintenance &amp; Support</b> HASTUS Software Maintenance - June 15 2017 to June 14 2018	1	LPS	\$75,887.00	\$75,887.00	\$91,064.40	\$91,064.40
A0851707A1_1_001	<b>Software Maintenance &amp; Support</b> HASTUS Software Maintenance - June 15 2018 to June 14 2019	1	LPS	\$78,163.00	\$78,163.00	\$93,795.60	\$93,795.60
A0851707A1_1_001	<b>Software Maintenance &amp; Support</b> HASTUS Software Maintenance - June 15 2019 to June 14 2020	1	LPS	\$80,508.00	\$80,508.00	\$96,609.60	\$96,609.60
A0851707A1_1_003	<b>Software</b> Optional License Cost Adjustment for Existing Hastus Modules (Vehicle, Crew,CrewOpt, Roster, Geo, and HASTINFO [w infoWeb Licenses]) - 350 to 400 Peak Vehicles - Year 2010 - \$35,149.00 Year 2011 - \$36,203.00 Year 2012 - \$37,290.00 Year 2013 - \$38,408.00 Year 2014 - \$39,561.00	0	LPS	\$39,561.00	\$0.00	\$47,473.20	\$0.00
A0851707A1_1_006 & A0851707A1_1_007	<b>Software</b> Optional Upgrade Services and Expenses as per Appendix B Five year projected costs summary of Agreement. Year 2010 - \$68,199 Year 2011 - N/A Year 2012 - \$72,140 Year 2013 - N/A Year 2014 - \$76,535	1	LPS	\$76,535.00	\$76,535.00	\$91,842.00	\$91,842.00
Appendix B	<b>Software Maintenance &amp; Support</b> Optional Maintenance & Support for Upgrade as per Appendix B Five year projected costs summary of Agreement. Year 2010 - \$56,667 Year 2011 - \$58,367 Year 2012 - \$60,118 Year 2013 - \$61,922 Year 2014 - \$63,779	1	LPS	\$63,779.00	\$63,779.00	\$76,534.80	\$76,534.80
A0851707A1_1_008	<b>Software</b> Optional Modules as per Appendix C-2-Implementation of the ATP module - Year 2013	1	LPS	\$75,447.00	\$75,447.00	\$90,536.40	\$90,536.40

Independent Cost Estimate  
GIRO Hastus Upgrade to 2020

1.2

Contract Line	Description	Qty	Unit	Unit Cost	Total Cost	Unit Cost with CPI Escalation of 19%	Total Cost with CPI Escalation of 20%
Appendix C-2	<b>Software Maintenance &amp; Support</b> Optional Software Maintenance & Support for ATP with (3% annual increase) Nov 14 2014 to June 14 2015 - \$3,307.62 (Prorated) June 15 2015 to June 14 2016 - \$5,838.44 June 15 2016 to June 14 2017 - \$6,013.59 June 15 2017 to June 14 2018 - \$6,194.00 June 15 2018 to June 14 2019 - \$6,379.82 June 15 2019 to June 14 2020 - \$6,571.22	1	LPS	\$6,571.22	\$6,571.22	\$7,885.46	\$7,885.46
Appendix C-2	<b>Software</b> Optional Modules as per Appendix C-2-Implementation of the Comments Module Year 2011 - \$24,250 Year 2012 Year 2013 Year 2014	1	LPS	\$25,727.00	\$25,727.00	\$30,872.40	\$30,872.40
Appendix C	<b>Software</b> Optional Module as per Appendix C - for HASTINFO-Web (Including Work, Services, & Expenses) - Year 2011	1	LPS	\$0.00	\$0.00	\$0.00	\$0.00
Appendix C	<b>Software</b> Optional Module as per Appendix C - for HASTINFO-Web (Licenses Only) - Year 2011 350 Peak Vehicles - \$39,000 400 Peak Vehicles - \$41,500 450 Peak Vehicles - \$44,500	1	LPS	\$0.00	\$0.00	\$0.00	\$0.00
Appendix C	<b>Software</b> Optional Module as per Appendix C - for Rider (Including Work, Services, & Expenses) - Year 2011	1	LPS	\$0.00	\$0.00	\$0.00	\$0.00
Appendix C	<b>Software</b> Optional Module as per Appendix C - for Rider (Licenses Only) - Year 2011 350 Peak Vehicles - \$20,000 400 Peak Vehicles - \$21,000 450 Peak Vehicles - \$22,500	1	LPS	\$0.00	\$0.00	\$0.00	\$0.00
Appendix C	<b>Software</b> Optional Module as per Appendix C - for BidWeb (Including Work, Services, & Expenses) - Year 2011	1	LPS	\$0.00	\$0.00	\$0.00	\$0.00
Appendix C	<b>Software</b> Optional Module as per Appendix C - for BidWeb (Licenses Only) - Year 2011 350 Peak Vehicles - \$28,000 400 Peak Vehicles - \$31,300 450 Peak Vehicles - \$33,500	1	LPS	\$0.00	\$0.00	\$0.00	\$0.00
Appendix C	<b>Software</b> Optional Module as per Appendix C - for SelfService (Including Work, Services, & Expenses) - Year 2011	1	LPS	\$0.00	\$0.00	\$0.00	\$0.00
Appendix C	<b>Software</b> Optional Module as per Appendix C - for SelfService (Licenses Only) - Year 2011 350 Peak Vehicles - \$29,000 400 Peak Vehicles - \$31,300 450 Peak Vehicles - \$33,500	1	LPS	\$0.00	\$0.00	\$0.00	\$0.00
Appendix C	<b>Software</b> Optional Module as per Appendix C - for EPM (Including Work, Services, & Expenses) - Year 2011	1	LPS	\$0.00	\$0.00	\$0.00	\$0.00
Appendix C	<b>Software</b> Optional Module as per Appendix C - for EPM (Licenses Only) - Year 2011 350 Peak Vehicles - \$20,000 400 Peak Vehicles - \$21,000 450 Peak Vehicles - \$22,500	1	LPS	\$0.00	\$0.00	\$0.00	\$0.00

Independent Cost Estimate  
GIRO Hastus Upgrade to 2020

1.2

Contract Line	Description	Qty	Unit	Unit Cost	Total Cost	Unit Cost with CPI Escalation of 19%	Total Cost with CPI Escalation of 20%
Appendix C	<b>Software</b> Optional Module as per Appendix C - for <b>DailyVehicle/DailyCrew (Including Work, Services, &amp; Expenses) - Year 2011</b>	1	LPS		\$0.00	\$0.00	\$0.00
Appendix C	<b>Software</b> Optional Module as per Appendix C - for <b>DailyVehicle/DailyCrew (Licenses Only) - Year 2011</b> 350 Peak Vehicles - \$192,000 400 Peak Vehicles - \$207,000 450 Peak Vehicles - \$222,000	1	LPS		\$0.00	\$0.00	\$0.00
Appendix C	<b>Software</b> Optional Module as per Appendix C - for <b>HASTOP (Including Work, Services, &amp; Expenses) - Year 2011</b>	1	LPS		\$0.00	\$0.00	\$0.00
Appendix C	<b>Software</b> Optional Module as per Appendix C - for <b>HASTOP (Licenses Only) - Year 2011</b> 350 Peak Vehicles - \$24,000 400 Peak Vehicles - \$26,000 450 Peak Vehicles - \$28,000	1	LPS		\$0.00	\$0.00	\$0.00
A0851707A1_1_005	Third Party Software, 2011, if necessary (MAP Data File)	1	LPS	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$1,193,460.22</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$1,384,679.06</b>



# Lease vs. Purchase Analysis

## For Federal Transit Administration (FTA) Funded Procurements

### FTA Background:

Since equipment leases are considered "third party contracts" within the meaning of FTA Circular 4220.1E, the requirements of that Circular apply to such procurements. FTA Circular 4220.1E requires a lease versus purchase analysis to determine the most economical approach to any given procurement. FTA Circular 5010.1C, Chapter II-3(d), deals with maintenance requirements under leases. The FTA Master Agreement references regulations dealing with Capital Leases (49 CFR Part 639).

Lease vs. purchase alternatives - It is usually less economical to lease equipment than to purchase it. However, there are some instances where this is not true. For example, short-term leases of equipment which is required for a short time or for a unique task may be reasonable and economically sound. It may also be advisable to lease equipment that undergoes rapid technological change such as personal computers and other IT related equipment. In some cases, it is easier to have equipment maintained if it is leased. But long-term leases and leases for items that should be purchased and capitalized but cannot be because of budget constraints are not economically prudent. If a decision is made to lease equipment, a lease vs. purchase analysis should be made. The analysis should be appropriate to the size and complexity of the procurement. In determining whether the lease of equipment is feasible, **the following factors must be considered:**

- Estimated length of the period the equipment is required and the amount of time of actual equipment usage;

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N/A (Software upgrade procurement)

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- Technological obsolescence of the equipment;

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N/A (Software upgrade procurement)

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- Financial and operating advantages of alternative types and makes of equipment;

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N/A (Software upgrade procurement)

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- Total rental cost for the estimated period of use;

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N/A (Software upgrade procurement)

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- Net purchase price, if acquired by purchase;

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\$450,000 is the estimated cost of upgrade.

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**Lease vs. Purchase Analysis**

(Continued)

- Transportation and installation costs;

Included in purchase price

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- Maintenance, storage and other service costs;

Included in purchase price

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- Trade-in or salvage value;

N/A (Software Upgrade Procurement)

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- Imputed interest costs;

N/A

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- Availability of a servicing facility especially for highly complex equipment (can the Agency service the equipment if it is purchased).

N/A

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Based on this review, it is recommended to:

Purchase       Lease

<b>Requisition Title:</b>	GIRO Hastus 2020 Software Upgrade
<b>Submitted by: (Print Name)</b>	Tara Lewis
<b>Signature:</b>	Tara Lewis <small>Digitally signed by Tara Lewis Date: 2019.08.15 17:01:55 -04'00'</small>
<b>Date:</b>	8/15/19

**Lead Agency Contact (Contact Unit Mgr if Incorrect)**  
talewis@broward.org

<b>Contract ID #</b> A0851707A1_1	<b>Document Description</b> Maintenance of Giro Hastus Sof	<b>Start Date</b> 6/15/2010	<b>End Date</b> 6/14/2020	<b>Not To Exceed</b> \$1,852,689.00	<b>Amount Ordered</b> \$214,431.00
<b>Vend#-AddrID-ContactID</b> 0000000372	<b>Legal Name</b> GIRO INC./LE GROUPE EN INFORMATIQUE	<b>Vendor Contact Email</b> GINETTE.LEHOUX@GIRO.CA		<b>Vendor Phone #</b> 15143830404	

Item #	Category	Description	Total Line Qty Released	UOM	Maximum Line Amount	Unit Price	Total Line Released Amount	Amount Paid
A0851707A1_1_001	9204500	HASTUS Software Maintenance for years 2 through 10 as per the Agreement approved by the Board on June 15, 2010.	214,431.00	LPS	\$0.00	\$1.00	\$214,431.00	\$194,304.00
A0851707A1_1_002	9204500	The Giro Agreement approved by the Board on 06/15/2010 includes proposal for 3rd Party Software for 2011 in the amount of \$1,000 and Services and Expenses for 2012 in the amount of \$72,140 and 2014 in the amount of \$76,535 for a grand total of \$149,675.	0.00	LPS	\$0.00	\$1.00	\$0.00	\$0.00
A0851707A1_1_003	9204500	License Cost Adjustment - 350 to 400 Peak Vehicles - Year 2010 - \$35,149. Year 2011 - \$36,203. Year 2012 - \$37,290. Year 2013 - \$38,408. Year 2014 - \$39,561.	0.00	LPS	\$0.00	\$1.00	\$0.00	\$0.00
A0851707A1_1_004	9204500	HASTUS License Cost Adjustment - 400 to 450 Peak Vehicles	0.00	LPS	\$0.00	\$1.00	\$0.00	\$0.00
A0851707A1_1_005	9204500	Third Party Software, 2011, if necessary.	0.00	LPS	\$0.00	\$1.00	\$0.00	\$0.00
A0851707A1_1_006	9204500	2012 Upgrade, Services and Expenses as per Appendix B Five	0.00	LPS	\$0.00	\$1.00	\$0.00	\$0.00

Lead Agency Contact (Contact Unit Mgr if Incorrect)  
talewis@broward.org

<b>Contract ID #</b> A0851707A1_1	<b>Document Description</b> Maintenance of Giro Hastus Sof	<b>Start Date</b> 6/15/2010	<b>End Date</b> 6/14/2020	<b>Not To Exceed</b> \$1,852,689.00	<b>Amount Ordered</b> \$214,431.00
<b>Vend#-Addr-ID-ContactID</b> 0000000372	<b>Legal Name</b> GIRO INC./LE GROUPE EN INFORMATIQUE	<b>Vendor Contact Email</b> GINETTE.LEHOUX@GIRO.CA		<b>Vendor Phone #</b> 15143830404	

Item #	Category	Description	Total Line Qty Released	UOM	Maximum Line Amount	Unit Price	Total Line Released Amount	Amount Paid
A0851707A1_1_007	9204500	year projected costs summary of Agreement. 2014 Upgrade, Services and Expenses as per Appendix B Five year projected costs summary of Agreement.	0.00	LPS	\$0.00	\$1.00	\$0.00	\$0.00
A0851707A1_1_008	9204500	Optional Modules as per Appendix C-2-Implementation of the ATP module @ \$75,447	0.00	LPS	\$0.00	\$1.00	\$0.00	\$0.00
<b>Vendor Total</b>								\$194,304.00

Departmental Usage	# of PO's	Amount Ordered	Amount Paid
TRANSIT	9	\$214,431.00	\$194,304.00
<b>Department Totals</b>	9	\$214,431.00	\$194,304.00

Renewals		
Line #	Starts	Expires
1	6/15/10	6/14/15
2	6/15/15	6/14/20

Current Master Agreements Sorted by Number with Vendor and Commodity Codes As of 03/29/2016

**FOLDER # 851707**      **Initial Award Authority / Agenda Item ->** 69      **Award Amt->** 393,000.00      **Lead Agency/Contact (Contact Unit Mar. if Incorrect)**

Wendy Awes Phone - 954-357-9722

**MA ID #**      **Document Description**      **Initial Award Date ->** 06/15/10      **Award #** 59      **Unit** [wawes@broward.org](mailto:wawes@broward.org)

A0851707A1      Maintenance of Giro Hastus Software for years 2 thru 5      **Current Status ->** MA Start Date      **MA End Date**      **Not to Exceed**      **Amount Ordered**      **Unit**

06/15/10      06/14/20      \$2,201,174.00      \$426,648.00      A

**Vendor Ph #**      **Mobile / Pager #**      **Emergency/Pager #**

514-383-0404

**Vendor Contact Email**      **Vendor Contact Name**      **Legal Name**      **Vendor Ph #**      **Mobile / Pager #**      **Emergency/Pager #**

[CONTRAT@GIRO.CA](mailto:CONTRAT@GIRO.CA)      DANIEL DEBUC      GIRO INC/LE GROUPE EN INFORMATIQUE

CC #	Commodity	Commodity Specs	Line Type	Qty	Unit (MA Table)	Unit Price	Svc Amt	Amount Ordered	Amount Paid
1	92045	HASTUS Software Maintenance for years 2 through 5 as per the Agreement approved by the Board on June 15, 2010. Maintenance is paid in the amounts of \$58,367 - 2011, \$60,118 - 2012, \$61,922 - 2013, \$63,779 - 2014. The total amount of maintenance should not exceed \$244,186 for years 2 through 5.	Svc	0		0.0000	\$0.00	\$244,186.00	\$244,186.00
2	92045	The Giro Agreement approved by the Board on June 15, 2010 includes proposal for 3rd Party Software for 2011 in the amount of \$1,000 and Services and Expenses for 2012 in the amount of \$72,140 and 2014 in the amount of \$76,535 for a grand total of \$149,675. License Cost Adjustment - 350 to 400 Peak Vehicles - Year 2010 - \$35,149. Year 2011 - \$36,203. Year 2012 - \$37,290. Year 2013 - \$38,408. Year 2014 - \$39,561.	Svc	0		0.0000	\$0.00	\$3,308.00	\$3,308.00
3	92045	License Cost Adjustment - 400 to 450 Peak Vehicles. Year 2010 - \$36,153. Year 2011 - \$37,238. Year 2012 - \$38,355. Year 2013 - \$39,505. Year 2014 - \$40,691.	Svc	0		0.0000	\$0.00		
4	92045	Third Party Software, 2011, if necessary.	Svc	0		0.0000	\$1,000.00		
5	92045	2012 Upgrade, Services and Expenses as per Appendix B Five year projected costs summary of Agreement.	Svc	0		0.0000	\$72,140.00		
6	92045	2014 Upgrade, Services and Expenses as per Appendix B Five year projected costs summary of Agreement.	Svc	0		0.0000	\$76,535.00	\$6,450.00	\$6,450.00
7	92045	Optional Modules as per Appendix C-2-Implementation of the ATP module @ \$75,447	Svc	0		0.0000	\$75,447.00	\$75,447.00	\$75,447.00
8	92045	This Purchase Order is being issued to implement Amendment No. 1 to the Hastus License Agreement for Hastus ATP module between Giro, Inc./Le Groupe En Informatique Et Recherche Operationnelle, and Broward County executed by the Director of Purchasing 05/07/2013.	Svc	0		0.0000			
9	92045	Optional Modules as per Appendix C-3-Implementation of Comments @ \$25,727.00 This Purchase Order is being issued to implement Amendment No. 1 to the Hastus License Agreement for Hastus Comments module between Giro, Inc./Le Groupe En Informatique Et Recherche Operationnelle, and Broward County executed by the Director of Purchasing 05/07/2013.	Svc	0		0.0000	\$25,727.00	\$25,727.00	\$25,727.00

Current Master Agreements Sorted by Number with Vendor and Commodity Codes As of 03/29/2016

**FOLDER # 851707**  
**Initial Award Authority / Agenda Item ->** 69  
**Award Amt->** 393,000.00  
**Lead Agency Contact (Contact Unit Mar. if Incorrect)**  
 Wendy Awes Phone - 954-357-9722

**MA ID #** A0851707A1  
**Document Description** Maintenance of Giro Hastus Software for years 2 thru 5  
**Initial Award Date ->** 06/15/10  
**Award #** 59  
**Current Status ->** MA Start Date 06/14/20  
**Not to Exceed** \$2,201,174.00  
**Amount Ordered** \$426,648.00  
**Unit** A

**Vendor Ph #** 514-383-0404  
**Mobile / Pager #**  
**Emergency/Pager #**

**Vendor Contact Email** [CONTRAT@GIRO.CA](mailto:CONTRAT@GIRO.CA)  
**Vendor Contact Name** DANIEL DEBUC

**Legal Name** GIRO INC/LE GROUPE EN INFORMATIQUE

**Commodity Specs**

CC #	Commodity	Line Type	Qty	Unit (MA Table)	Unit Price	Svc Amt	Amount Ordered	Amount Paid
10	92045	Svc	0		0.0000	\$0.00	\$71,530.00	\$71,530.00
<b>Vendor Total</b>							<b>\$426,648.00</b>	<b>\$426,648.00</b>

Renewals				
Ln #	Length	Unit	Starts	Expires
2	0	Years	06/15/15	06/14/15
7	0	Years	06/15/20	06/14/20
1	5	Years	06/15/15	06/14/20

Departmental Usage	# of DO's	Amount Ordered	Amount Paid
35 - Dept Of Transportation	8	426,648.00	426,648.00
<b>Department Totals</b>	<b>8</b>	<b>426,648.00</b>	<b>426,648.00</b>

HASTUS Software Maintenance for years 6 through 10 as per the Agreement approved by the Board on June 15, 2010. Maintenance is paid in the amounts of \$71,530, 2015-2016; \$73,676, 2016-2017; \$75,887, 2017-2018; \$78,163, 2018-2019 and \$80,508, 2019-2020. The total amount of maintenance should not exceed \$379,764 for years 6 through 10.