



## **Fare Collection Equipment RFP TM-18-01**

Publication Date: May 7, 2018  
Proposal Due Date: June 13, 2018  
Contract Term: Five Years  
Proposals Received: One – Genfare

### Product Specifications

This contract will be for fare collection equipment. All of our current equipment and software was purchased from Genfare.

### Evaluation

Since this is a single-bid procurement for goods, we have to determine that the proposal is responsive, the proposer is responsible, and that the price quoted is fair and reasonable. We determined that the proposal was responsive because Genfare included all required elements.

### Responsible Proposer

We called and emailed approximately 15 of Genfare's references and received responses from four of them. Our questions were geared toward finding if Genfare was: (1) responsive to orders, support and sales; (2) easy to get along with; and (3) delivered goods on a timely basis. All references stated that, for the most part, Genfare was responsible in their business dealings.

### Fair and Reasonable Price

We compared Genfare's proposed pricing with our initial cost estimate and found that the bid price was lower. We then asked for and received pricing from six other transit properties and found that Genfare's proposed pricing for Metro was lower than or equivalent to their contract pricing with the other six properties.

### Recommendation

Since we were able to determine that Genfare's proposal was responsive, that they are responsible, and the price quoted is fair and reasonable, we recommend awarding the contract to Genfare.