



MEMORANDUM

Date: November 5, 2025

To: Honorable Mayor and Commissioners

Via: Brian L. Barroso
City Manager

From: Rogelio Hernandez
Director of Transportation

Subject: 25-4627 Authorizing the purchase, installation, and configuration of Fast Fare farebox equipment and accessories to replace the obsolete point-of-sale system currently onboard the buses, in an amount not to exceed \$370,000.00.

Introduction

Authorizing the purchase, installation, and configuration of Fast Fare farebox equipment and accessories to replace the obsolete point-of-sale system currently onboard the buses, in an amount not to exceed \$370,000.00, from SPX Technologies Inc., d/b/a Genfare LLC, pursuant to Key West Code of Ordinances Sec. 2-797(4)(b) — best interest — and Sec. 2-797(1) — sole source; and authorizing the City Manager to execute any necessary documents and budget transfers, with the consent of the City Attorney

Background

In August 2025, the Commission passed Resolution 25-193, approving the purchase of Genfare Link cloud-based software and related equipment. Replacing the current Odyssey farebox hardware onboard each bus is critical, as the product is being discontinued and is no longer manufactured—including spare and repair parts.

The new Fast Fare farebox is compatible with Genfare Link cloud-based software and will allow for the continued safe and secure collection of rider fares and ridership information. It will also provide riders with a wider range of fare payment options, including contactless credit and debit cards, mobile wallets such as Apple Pay, Google Pay, and Samsung Pay, as well as smart cards, barcoded mobile tickets, and magnetic media—compared to the current cash-only option.

After conducting a good faith review, the Director of Transportation has determined that there is only one source for the farebox. This determination was verified by the Procurement Manager. Additionally, the purchase is in the best interest of the department, as we already have the base system in place, and no other technology is compatible. Therefore, this proprietary commodity can only be obtained from Genfare.

Procurement

This Fast Fare farebox equipment and accessories acquisition will be fully reimbursed under FDOT 5311 Capital Grant – PTGA G3101 at 100%, incurring zero cost to the City.

Recommendation

The City Manager's Office recommends the Mayor and Commission authorize the purchase of Fast Fare farebox equipment and accessories in an amount not to exceed \$370,000

