

## EXECUTIVE SUMMARY



To: Jim Scholl, City Manager

From: Norman Whitaker, Director I KWDoT

Date: December 28, 2015

Subject: Syncromatics Mobile Data Terminal (MDT) Upgrade  
Amended Agreement

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### Action Statement:

The Syncromatics Mobile Data Terminals which were installed in 2008 and currently provide Real Time Passenger and GPS information are obsolete and are being discontinued by Syncromatics in the spring of 2016. This resolution is a request for approval and authorization to allow Key West Transit to purchase Syncromatics Mobile Data Terminal (MDT) hardware upgrade. The cost of the upgrade will be \$28,615 and includes Fourteen (14) Key West Transit buses. Installation and Project Management, and Travel expenses are included in the upgrade quote. There will be no change to annual fees. The \$28,615 quote reflects a fifty percent (50%) negotiated discount as it relates to the purchase cost of the MDT-600.

The original proposal from Syncromatics 7.5.4 Hardware Updates includes a clause which states that when Syncromatics must upgrade hardware, it would be provided to Key West Transit at no cost. When the Key West Transportation Director and staff discussed the issue with Syncromatics CSO Josh Bigelow in September 2015, he indicated that the Key West Transit agreement was the first agreement written by Syncromatics and the no cost update clause was in error and not intended to be a forever interpretation. Josh Bigelow, requested a negotiated purchase quote and that Key West Transit permit an agreement amendment which would nullify and revoke the no cost upgrade clause as written in 7.5.4 of the original proposal. Although an argument could be made for holding Syncromatics to their original proposal as written in 7.5.4, the Transportation Director recommends against it.

Since 2008 Syncromatics hardware system has performed well with very minimum repairs required. And though based out of California, Syncromatics has provided Key West Transit with excellent support and customer service. Beginning in early 2016, the cellular phone service providers will no longer offer 2G Service, which is what the Syncromatics system operates off of. Syncromatics is basically being required to upgrade their hardware, which makes it necessary for Key West Transit to upgrade our hardware system as well. Failure to do so would result in the loss of the Key West Transit Real Time GPS, Passenger Information Service, and Route Data. Key West Transit currently does not have the funding to be able to completely replace its current system, and to do so would cost more than the original pricing in 2008 of \$230,000.00, compared to the \$28,615.00 it will cost for the system upgrade. For the reasons stated the Key West Transit Transportation Director is seeking authorization to accept Syncromatics amended agreement request pursuant to City of Key West Code of Ordinances Sections 2-797.4 (b).

**Project History:**

On March 18, 2008, Resolution 08-087 authorized Key West Transit to purchase a 100% Grant Funded Real Time Passenger Information System (RTPIS) not to exceed \$230,000.00 from the Syncromatics Corporation. The RTPIS system provides residents and visitors the ability to receive “real time” as well as boarding and alighting information by individual bus stops and provides valuable information for emergency response. The system allows staff the ability to receive automatic passenger counts on board all vehicles in real time and provides the ability to tailor transit services to meet the needs of passengers based on ridership, use of services and geographical areas.

**Advantages/Disadvantages:**

The advantage will be the continuation of uninterrupted GPS/Real Time Passenger Information route data. The disadvantage would be the loss of the Key West Transit Real Time Passenger Information service.

**Fiscal Impact:**

The purchase of the Syncromatics MTD-600 Hardware Upgrade will be funded through a FDOT 5339 Grant. There is no additional fiscal impact to the City.

**Recommendation:**

The Key West Transit Director and staff recommend the authorization to purchase the Syncromatics MDT-600 hardware upgrade as quoted, and in addition, the authorization to accept Syncromatics request for the agreement amendment.