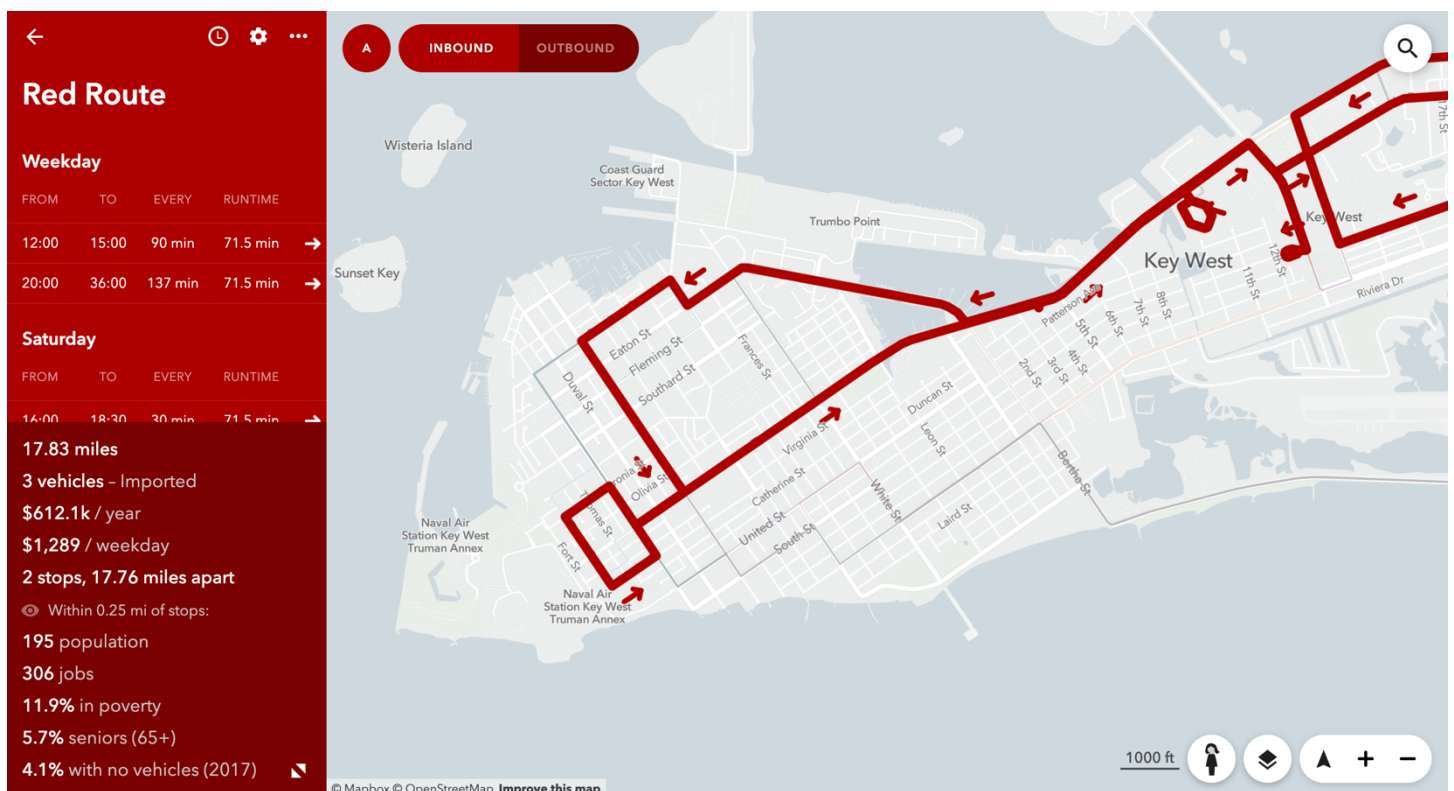


What is Remix?

Remix is a software company building innovative software platforms for local governments to design better public transit. Working with more than 300+ transit agencies across the US, Canada, Australia, New Zealand, and Europe, and 13 agencies in Florida specifically, Remix brings the unique expertise of working directly with transit planners to build software platforms.

Remix's customer agencies have conducted a variety of transit planning analyses in our planning platform, ranging from small detours to comprehensive system redesigns.



With Remix, agency staff are able to conduct instant geospatial analysis on demographic and operational cost impacts of any change in transit service or route alignment. Due to the clarity of Remix's visualizations, Remix is widely used throughout organizations.

Planners rely on Remix for quick analysis, executive staff use Remix to win the hearts and minds of external stakeholders, and public citizens use Remix to give feedback to agency staff.







Impact and Savings for Key West Transit

Key West Transit aims to conduct a route changes to serve the Key West community effectively and efficiently. Below is a high-level overview of Key West Transit’s transit goals, and the potential impact by investing in Remix.

Transit Priorities	Key West Transit current process	Impact with Remix	Case Studies + Savings
Transit system overview	<ul style="list-style-type: none"> • Key West Transit doesn’t have any formal streamlined planning process • Construction on the Cow Key bridge will result in major route changes. • Would like to reduce redundant service and better serve disadvantaged communities with the objective of increased the frequency of the service. 	<p>Can complete major/minor studies in-house efficiently and accurately.</p> <p>Can make additional route modifications post-study.</p>	<ul style="list-style-type: none"> • COTA • TransLink (QLD) • Torrance Transit <p>Found \$550,000 in savings for operation cost by reducing redundant service. Was able to use these savings to implement weekend service for the first time</p>
Title VI analysis	<ul style="list-style-type: none"> • Title VI analysis can take 1-2 months 	<p>80% time savings for staff</p> <p>2-week tasks can be done in 2 days</p>	<ul style="list-style-type: none"> • C-TRAN • BJCTA
Local + regional collaboration	<ul style="list-style-type: none"> • Local and regional collaboration • System interfaces with Miami-Dade Transit 	<p>+25% increase in engagement</p> <p>Better-informed stakeholders, no additional staff</p> <p>Improved collaboration with Remix customers- Miami Dade Transit</p>	<ul style="list-style-type: none"> • King County Metro • People Mover (Anchorage, AK) Received over 1k comments in a matter of weeks
Day-to-day operations, detours	<ul style="list-style-type: none"> • Detours: Construction, events, festivals, seasonal detours • Evacuations 	<p>7-10X increase in productivity</p> <p>For drivers, operators, operations staff</p>	<ul style="list-style-type: none"> • HART • PSTA <p>Use Remix to identify evacuation zones</p>

Measurable and Proven Results

We've worked with 300+ agencies and documented their return on investment (ROI).

Agency	Use Case	Impact & Savings
	<p>Torrance Transit analyzed Rapid and Local bus network to optimize operational costs and cut redundancy on 2 routes</p>	<p>\$550K saved in operating costs And invested in weekend service as a result</p>
	<p>Link Transit uses Remix to design detours, conduct scenario planning, and connect the urban core to rural areas</p>	<p>4x improvement in time designing detours Average route change dropped from 1 day of effort to 2 hours</p>
	<p>BCRTA doesn't have planners on staff but was able to design a new commuter service using remix for Monroe and Middletown.</p>	<p>24x increase in route scenario productivity Designed 10 different route alternatives using Remix. Route will begin service in late 2017</p>
	<p>AMTRAN integrated inter-county routes with neighboring Cambria Transit, gaining a bus in the process. Before Remix, AMTRAN dropped passengers off at the county line</p>	<p>Approximately \$400k saved By designing a single route with a single fare structure for an inter-county route, reducing the number of buses required to operate.</p>
	<p>C-Tran used Remix to generate Title VI Service Equity Analyses, and submitted successfully to FTA.</p>	<p>30x increase in productivity Title VI analysis time dropped from 1 month to 1 day, significantly increasing the number of service improvements the agency could plan.</p>
	<p>CityLink used Remix to rebuild routes based on time points for their North Side Expansion Route Study</p>	<p>Process efficiencies Can now conduct Title VI analysis more efficiently and frequently. Demographic data to help identify populations for the rapidly growing corridor.</p>

Background on Remix Web-Based Versions

Because Remix is Software-as-a-Service (SaaS), we constantly build new features and improvements. Over time, you can expect to get more value out of the platform.

Continuous improvement is our simple model.

Traditional companies charge a large upfront cost for software, yearly maintenance fees, and additional customer service fees. Whenever a new software version comes out, these companies restart the process and charge all over again. Remix believes in continuous improvement of our software and a simple subscription model to support it.

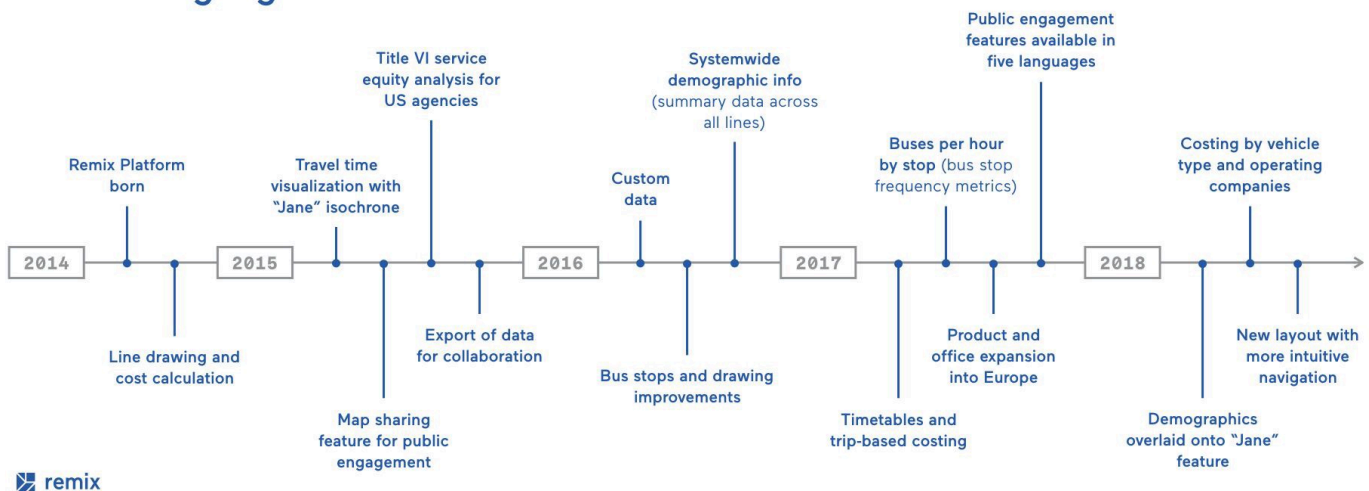
Invest once and get all new versions of Remix.

Because Remix is web-based, we can release features anytime. Since 2014, Remix has released 17 versions of the product and has added 40+ new features or product improvements. All of these product improvements are released to all of our customers. We want to provide you with the full functionality of Remix, always.

Why do our customers choose to invest in multi-year deals?




1. They can easily forecast the cost of Remix in the future budget
2. All new features are included in the price
3. No increase in costs if their fleet size increases

Product highlights



Key West Transit Onboarding Plan with Remix

Key Implementation Milestones	Who	Date
Key West Transit Process — Remix sends agreement; Key West Transit finalizes sole-source. Submit to Purchasing for approval.	Cara Hunt Rod Delostrinos	April 10 th , 2019
Contract Execution — Key West Transit signs the Remix Pricing Summary	Rod Delostrinos Sam Hashemi	May/June 2019
Kickoff Meeting — Choose a first project & create this success planning doc together	Rod Delostrinos Rogelio Hernandez	June 2019
Training Workshop — 90 min training, recommended for anyone who will be using it.	Key West Transit Staff	June/July 2019
Individual Sessions — 30 minute 1:1 sessions working on the projects above	Key West Transit Staff	Ongoing
Remix Review #1 — Confirm the first 30-60 days of Remix went as planned and document your existing workflows with the Remix workflow (see Renewal section)	Rod Delostrinos Rogelio Hernandez	Oct 2020

 Onboarding <small>FIRST 30 - 60 DAYS</small> Identify a first project and work on it together. Workshops Project-Assisted Training Individual Sessions Video Guides	 Planning <small>MONTHS 2+</small> Bring your plans to life using Remix. Regular Check-ins Best Practices Blog Remix Webinars Remix Conference	 Measure Results <small>MONTHS 6+</small> Document your return on investment. Develop ROI Report Set Yearly Goals Manage Renewal
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Remix Proposal for Key West Transit

Prepared for Rod Delostrinos, Key West Transit. By Cara Hunt, Remix (cara@remix.com). Date: April 10th, 2019

What do I get with a Remix License? **A full transit planning platform for your entire agency. It's an annual subscription for unlimited users, and includes:**

- Fast and accurate sketch planning using existing stop infrastructure
- Instant demographic impact analysis
- Instant cost estimates
- Unlimited exports (excel, shapefile, KML, frequency-based GTFS, high-resolution image)
- Unlimited custom data layers (polygon-based shapefiles)
- Unlimited GTFS uploads
- Public engagement and share features
- Travel-time isochrone visualizations
- Title VI Engine (US) - generate a service equity analysis in less than 10 minutes
- Timetables – generate and customize timepoints and segment-level runtimes
- Export timetables into excel
- Consistent and regular product improvements / feature launches

Customer support? **Our Success Team brings years of transit experience and works with you to develop a customized Success Plan. Each plan has three parts:**

1. Onboard (First 60 Days): Identify a first project and work on it together.
 - Workshops, Project-Assisted Training, Individual Sessions, Video Guides
2. Plan (Months 2+): Bring your plans to life with Remix.
 - Regular Check-ins, Best Practices Blog, Remix Webinars, Remix Conference
3. Measure Results (Months 6+): Document your return on investment (ROI).
 - Develop ROI Report, Set Yearly Goals, Manage Renewal, Plan Ahead

Technical requirements? **Remix is entirely web-based and software-as-a-service (SaaS).**

- Everything is in the cloud -- no installations or downloads. Can access from anywhere.
- Every user gets a login + password
- Remix works on the latest version of any browser
- Agency-wide annual subscription -- no maintenance fees.
- Every time we update the platform and launch a new feature, you'll see it the next time you log in. We launched 40+ new features within the last 12 months, rolled out to all customers



Remix Pricing Summary and Agreement for Key West Transit

Pricing is applicable until June 15th, 2019. Our pricing is based on the total size of your fixed-route vehicle fleet.

Effective Date	April 15 th , 2019
Commitment Term	3 years
Remix License	<p>\$16,400 USD per year, based on a total fixed route fleet of 32</p> <ul style="list-style-type: none"> • Remix licenses for an unlimited number of users within organization. • Software as a Service (SaaS): fully hosted, cloud-based web platform. • Dedicated Customer Success staff. • Enterprise Support: response to requests in 1 business day.
One-Time Setup	<p>\$2,000 USD</p> <p><i>Waived if signed before June 15th</i></p> <ul style="list-style-type: none"> • Provide onboarding and training for all staff. • Create user accounts. • Process latest GTFS and any custom data.
Marketing Terms	Willingness to work with Remix to develop a case study, mutually agreeable press release, ability to use Customer as a reference.

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This Services Agreement ("Agreement") is entered between Remix Software, Inc. ("Company"), and the Customer listed below ("Customer"), as of the Effective Date. This Agreement includes the above licenses and support (the "Services") and incorporates the above Pricing Summary and Agreement as well as the Terms and Conditions available at www.remix.com/terms and contains, among other things, warranty disclaimers, liability limitations and use limitations. There shall be no force or effect to any different terms of any related purchase order or similar form even if signed by the parties after the date hereof.

Key West Transit

Remix Software, Inc.

Signature: _____

Signature: _____

Name: _____

Name: _____

Title: _____ Date: _____

Title: _____ Date: _____

Please complete Accounts Payable information legibly:

Billing Contact Name: _____

Email: _____

Phone: _____