

RESOLUTION NO. 19-157

A RESOLUTION OF THE CITY COMMISSION OF THE CITY OF KEY WEST, FLORIDA, APPROVING THE PROCUREMENT OF PUBLIC TRANSIT WEB-BASED PLANNING SOFTWARE SERVICES FROM REMIX SOFTWARE, INC. ("REMIX"), AS DESCRIBED IN THE ATTACHED PROPOSAL, IN AN AMOUNT NOT TO EXCEED \$17,000.00 PER YEAR, FOR UP TO THREE YEARS, ON A SOLE SOURCE BASIS, AND IN THE BEST INTERESTS OF THE CITY, PURSUANT TO SECTION 2-797(1) AND 2-797(4)(b) OF THE CODE OF ORDINANCES; AUTHORIZING NECESSARY BUDGET TRANSFERS; AUTHORIZING THE CITY MANAGER OR DESIGNEE TO EXECUTE ANY NECESSARY DOCUMENTS; PROVIDING FOR AN EFFECTIVE DATE

WHEREAS, Key West Code of Ordinances section 2-797(1) permits the purchase of goods and services without competition on a sole source basis under certain specified conditions; and

WHEREAS, the City finds that this Remix web-based software program will satisfy the City's needs, and that Remix is the sole source provider of this proprietary system; and

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF KEY WEST, FLORIDA, AS FOLLOWS:

Section 1: That the procurement of web-based Remix Public Transit software for a period of up to three years, as set forth in the attached price quote from Remix, is hereby approved in an amount not to exceed \$17,000.00 per year (a total of \$51,000 over three years), pursuant to Code of Ordinances Section 2-797(1), sole source procurement, and Section 2-797(4)(b), best interests of the City.

Section 2: This purchase will be funded up to 50% through the FDOT Service Development Grant (reimbursed to Cost Center 11) for the first year, and anticipated funding through the U.S.C. Section 5331 Formula Grants for Rural Areas Program administered by the State of Florida Department of Transportation (FDOT) for the second and third year. The first year of service will be funded through the Transportation Alternative Fund 111 at \$17,000.00, and subsequent years will be funded through the Transit Fund 411 at \$17,000.00 per year, and any necessary budget adjustments are hereby approved.

Section 3: That the City Manager or designee is authorized to execute any necessary documents on behalf of the City of Key West.

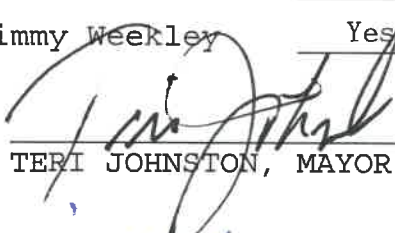
Section 4: That this Resolution shall go into effect immediately upon its passage and adoption and authentication by the signature of the Presiding Officer and the Clerk of the Commission.

Passed and adopted by the City Commission at a meeting held this 21st day of May, 2019.

Authenticated by the Presiding Officer and Clerk of the Commission on 22nd day of May, 2019.

Filed with the Clerk on May 22, 2019.

Mayor Teri Johnston	<u>Yes</u>
Vice Mayor Sam Kaufman	<u>Yes</u>
Commissioner Gregory Davila	<u>Yes</u>
Commissioner Mary Lou Hoover	<u>Yes</u>
Commissioner Clayton Lopez	<u>Yes</u>
Commissioner Billy Wardlow	<u>Yes</u>
Commissioner Jimmy Weekley	<u>Yes</u>


TERI JOHNSTON, MAYOR

ATTEST:


CHERYL SMITH, CITY CLERK



THE CITY OF KEY WEST

Post Office Box 1409 Key West, FL 33041-1409 (305) 809-3700

To: Jim Scholl, City Manager
From: Rod Delostrinos, Director of Transportation
VIA: Greg Veliz, Assistant City Manager
Date: May 3, 2019

SUBJECT: Authorize retaining the Public Transit Web-Based Planning Software Services of Remix.

ACTION STATEMENT:

Authorize retaining the Public Transit Web-Based Planning Software Services of Remix with a commitment term of 3 years starting in current fiscal year on a sole source basis pursuant to Section 2-797(1) and for brand name items in accordance with Section 2-844 of the Code of Ordinances. Authorize appropriate budget amendments.

BACKGROUND:

The City of Key West is currently preparing the FDOT mandatory Transit Development Plan (TDP). Research indicates the necessity for route modifications.

The impending repair of the Cow Key Bridge next year will also require changes in bus routes.

PURPOSE & JUSTIFICATION:

The Remix Public Transit Web-Based Planning Software will allow the City of Key West to create, modify, and analyze transit routes. The software allows the integration of data layers on the service area map to properly design a route with respect to demographics such as income, age, proximity to major employers, and past passenger counts.

The software allows the user to input data such as desired frequency, stops, speed of vehicle, and other scheduling information. The software prepares cost estimates from those inputs allowing the user to modify the route to attain the proper headway and meet financial goals.

Staff conducted a search for transit planning solutions and determined Remix for Public Transit satisfies the City's needs given time and financial constraints. Remix for Public Transit is a proprietary web-based Software as a Service (SaaS) with no other source of supply.

Key to the Caribbean – Average yearly temperature 77° F.

MEMORANDUM

FINANCIAL IMPACT:

The first year of service will be funded through the Transportation Alternative Fund 111 at \$17,000. The subsequent years will be funded through the Transit Fund 411 at \$17,000 per year.

This is a reimbursable operating expenditure through the FDOT Service Development Grant (reimbursed to Cost Center 111) for the first year and U.S.C. Section 5311 Formula Grants for Rural Areas Program administered in the State of Florida by FDOT (reimbursed to Cost Center 411) for the second and third year. The shared costs for both programs are 50% FDOT and 50% City.

RECOMMENDATION:

Staff recommends retaining the Public Transit Web-Based Planning Software Services of Remix.

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	- 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.	Can complete major/minor studies in-house efficiently and accurately. Can make additional route modifications post-study.	COTA TransLink (QLD) Torrance Transit 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
Title VI analysis	Title VI analysis can take 1-2 months	80% time savings for staff 2-week tasks can be done in 2 days	C-TRAN BJCTA
Local + regional collaboration	- Local and regional collaboration - System interfaces with Miami-Dade Transit	+25% increase in engagement Better-informed stakeholders, no additional staff Improved collaboration with Remix customers- Miami Dade Transit	King County Metro People Mover (Anchorage, AK) Received over 1k comments in a matter of weeks
Day-to-day operations, detours	- Detours: Construction, events, festivals, seasonal detours - Evacuations	7-10X increase in productivity For drivers, operators, operations staff	HART PSTA Use Remix to identify evacuation zones

Measurable and Proven Results

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

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

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.

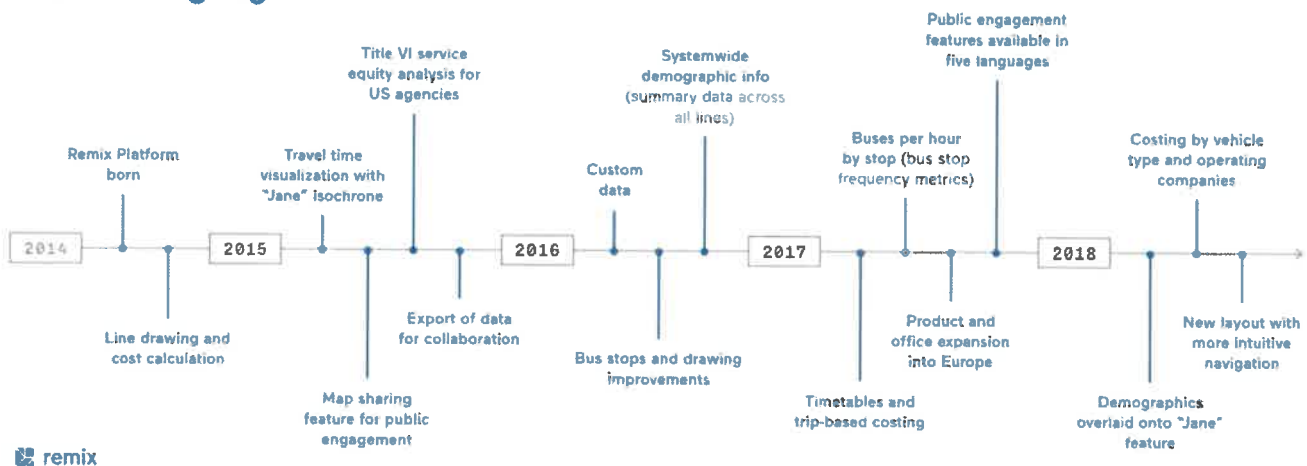
Invest once and get all new versions of Remix.

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?

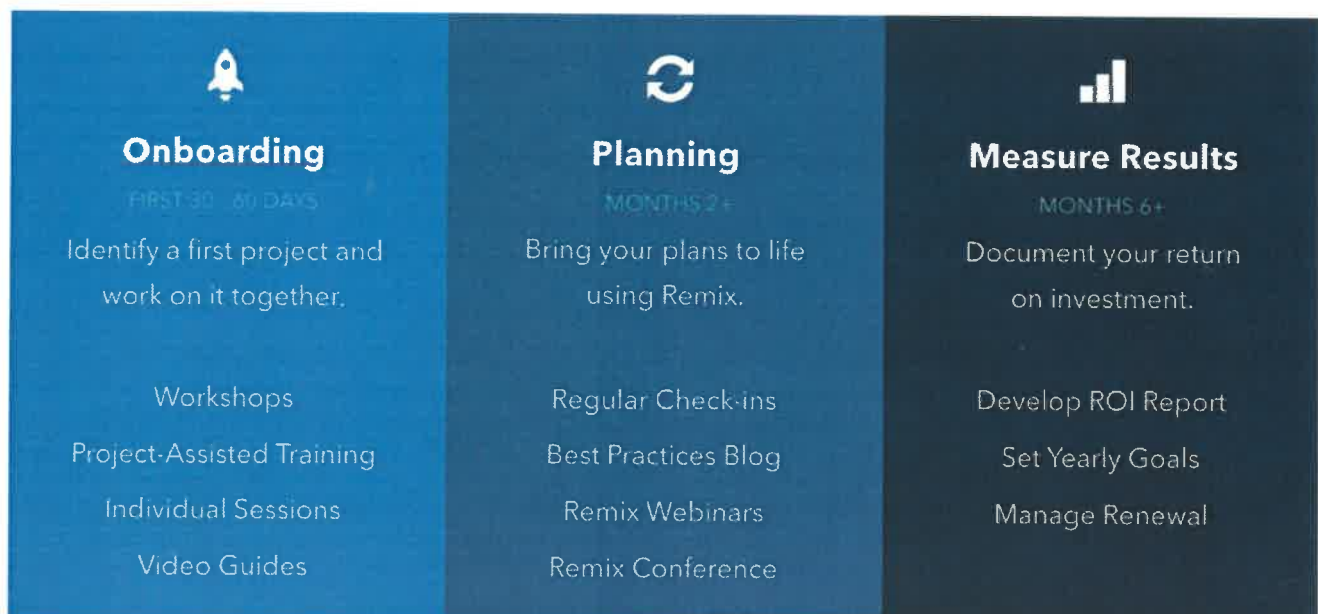
1. They can easily forecast the cost of Remix in the future budget
2. All new features are included in the price
3. No increase in costs if their fleet size increases

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





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	\$16,400 USD per year, based on a total fixed route fleet of 32 • 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	\$2,000 USD <i>Waived if signed before June 15th</i> • 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.

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: _____