


**Date:** October 23, 2024

**To:** Board of Directors

**From:** Sam Desue, Jr. 

**Subject:** **RESOLUTION NO. 24-10-60 OF THE TRI-COUNTY METROPOLITAN TRANSPORTATION DISTRICT OF OREGON (TRIMET) AUTHORIZING A CONTRACT WITH CONNECTPOINT, INC. FOR DIGITAL INFORMATION DISPLAYS, ASSOCIATED MATERIAL, AND RELATED SOFTWARE**

**1. Purpose of Item**

This Resolution requests that the TriMet Board of Directors (Board) authorize the General Manager or his designee to execute a Contract with Connectpoint, Inc. (Connectpoint) for digital information displays and associated materials and software.

**2. Type of Agenda Item**

- Initial Contract
- Contract Modification
- Other \_\_\_\_\_

**3. Type of Contract Procurement**

- Low Bid / Invitation to Bid (ITB)
- Request for Proposals (RFP) (inc. CM/GC)
- Request for Qualifications (RFQ) (Personal Services)
- Other: Sole Source

**4. Reason for Board Action**

Board authorization is required for all contracts obligating TriMet to pay in excess of \$1,000,000.

**5. Type of Action**

- Resolution
- Ordinance 1<sup>st</sup> Reading
- Ordinance 2<sup>nd</sup> Reading
- Other \_\_\_\_\_

**6. Background**

TriMet relies on Digital Information Displays (DIDs) installed at bus shelters, MAX platforms, transit centers and other facilities to provide customers with essential arrival information, service updates, emergency alerts, and notifications to enhance rider experience and safety. These DIDs are critical to our public transit service mission, providing important communication tools in support of our commitment to deliver seamless operations and timely, accurate and effective information to our diverse community of riders.

Currently, TriMet has a total of 858 DIDs at numerous transit centers, bus stops, and shared bus/MAX stations. These DIDs are supported by a cloud-based content management system and installed at various locations in the following numbers:

- 356 ePaper digital display devices
- 129 Wide Connectpoint Light-Emitting Diode displays
- 74 Narrow Connectpoint Light-Emitting Diode displays

In July 2019, TriMet issued a Request for Proposals (RFP) to acquire new DIDs and related software for its stations, platforms, and facilities. On October 23, 2019, through Resolution No. 19-10-88, the Board authorized a five-year contract with Connectpoint in the amount of \$3,000,000, for the purchase of DID hardware and its proprietary software.

On January 25, 2023, via Resolution No. 23-01-03, the Board approved a contract modification increasing the original Connectpoint contract amount by \$3,000,000, and bringing the total to \$6,000,000. The Connectpoint contract modification is set to expire on October 23, 2024.

TriMet wishes to enter into a new five-year contract with Connectpoint to purchase additional DIDs, Americans with Disabilities Act (ADA) compliant text-to-speech devices, and interactive kiosks. A new Connectpoint contract would allow TriMet to continue using a single provider with a well-established, working knowledge of currently installed and soon-to-be-installed TriMet DIDs at transit centers, bus shelters and shared bus/MAX platforms.

Approval of this Resolution would authorize TriMet to enter into a new, five-year contract with Connectpoint in the amount of \$3,000,000, and allow the ongoing acquisition, installation and maintenance of the DIDs and proprietary software at TriMet's public transit facilities.

**7. Description of Procurement Process**

Connectpoint's DIDs incorporate proprietary technology that is specifically designed for TriMet's operational requirements. Alternative products may not offer the same level of performance or efficiency, potentially impacting our system's functionality. Therefore, this Resolution would authorize a sole-source contract for Connectpoint, as the only authorized vendor for these Digital Information Displays, associated hardware, and related software.

**8. Diversity**

Connectpoint's sixteen-person workforce is 23% minority and 23% female.

**9. Financial/Budget Impact**

The costs of the DIDs, ADA text-to-speech devices, and interactive kiosks are budgeted as an element of State Transportation Improvement Fund (STIF) and Federal Transit Administration (FTA) Grants in FY2025.

**10. Impact if Not Approved**

If this Resolution is not approved, the Connectpoint contract will end, requiring TriMet to seek a new vendor through an open solicitation. Transitioning to a new vendor would incur substantial costs, including the removal of existing devices, purchase and installation of new equipment, and system configuration. Potential operational downtime during this transition may also lead to further indirect costs associated with lost productivity. Approval of this sole-source contract is strongly recommended.

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TRANSPORTATION DISTRICT OF OREGON (TRIMET) AUTHORIZING  
A CONTRACT WITH CONNECTPOINT, INC. FOR DIGITAL  
INFORMATION DISPLAYS, ASSOCIATED MATERIAL, AND RELATED  
SOFTWARE**

**WHEREAS**, TriMet has authority under ORS 267.200 to enter into a contract (Contract) with Connectpoint, Inc. (Connectpoint) for Digital Information Displays (DIDs), associated hardware, and related software; and

**WHEREAS**, TriMet's current contract with Connectpoint for DIDs, associated hardware and software management system will expire on October 23, 2024 and a replacement Contract is essential; and

**WHEREAS**, TriMet's currently installed Connectpoint DIDs, associated hardware and related software are proprietary, making them incompatible with technologies from other vendors, and a replacement Contract with Connectpoint necessary; and

**WHEREAS**, by Resolution No. 22-05-35, dated May 25, 2022, the TriMet Board of Directors (Board) adopted a Statement of Policies requiring the Board to authorize all contracts obligating TriMet to pay in excess of \$1,000,000; and

**WHEREAS**, the total amount of the Contract exceeds \$1,000,000;

**NOW, THEREFORE, BE IT RESOLVED:**

1. That the Contract shall conform with applicable law.
2. That the General Manager or his designee is authorized to execute the Contract in the amount of not more than \$3,000,000, through the October 2029 termination of the Contract.

Dated: October 23, 2024

  
\_\_\_\_\_  
Presiding Officer

Attest:

  
\_\_\_\_\_  
Recording Secretary

Approved as to Legal Sufficiency:

  
\_\_\_\_\_  
Legal Department