



Print Form

Sole Source Justification (Reference Article 6, Procurement Source Selection Methods and Contract Awards, § 1-10-56 SOLE SOURCE PROCUREMENT)

Vendor: Hopthru E-Verify Number: _____

Commodity: Data Management Software

Estimated annual expenditure for the above commodity or service: \$ 90,450

Initial all entries below that apply to the proposed purchase. Attach a memorandum containing complete justification and support documentation as directed in initialed entry. (More than one entry will apply to most sole source products/services requested).

- X 1. SOLE SOURCE REQUEST IS FOR THE ORIGINAL MANUFACTURER OR PROVIDER, THERE ARE NO REGIONAL DISTRIBUTORS. (Attach the manufacturer's written certification that no regional distributors exist. Item no. 4 also must be completed.)
- _____ 2. SOLE SOURCE REQUEST IS FOR ONLY THE AUGUSTA GEORGIA AREA DISTRIBUTOR OF THE ORIGINAL MANUFACTURER OR PROVIDER. (Attach the manufacturer's — not the distributor's — written certification that identifies all regional distributors. Item no. 4 also must be completed.)
- _____ 3. THE PARTS/EQUIPMENT ARE NOT INTERCHANGEABLE WITH SIMILAR PARTS OF ANOTHER MANUFACTURER. (Explain in separate memorandum.)
- X 4. THIS IS THE ONLY KNOWN ITEM OR SERVICE THAT WILL MEET THE SPECIALIZED NEEDS OF THIS DEPARTMENT OR PERFORM THE INTENDED FUNCTION. (Attach memorandum with details of specialized function or application.)
- _____ 5. THE PARTS/EQUIPMENT ARE REQUIRED FROM THIS SOURCE TO PERMIT STANDARDIZATION. (Attach memorandum describing basis for standardization request.)
- _____ 6. NONE OF THE ABOVE APPLY. A DETAILED EXPLANATION AND JUSTIFICATION FOR THIS SOLE SOURCE REQUEST IS CONTAINED IN ATTACHED MEMORANDUM.

The undersigned requests that competitive procurement be waived and that the vendor identified as the supplier of the service or material described in this sole source justification be authorized as a sole source for the service or material.

Name: Sharon Dottery Department: Augusta Transit Date: 7/17/23

Department Head Signature: Sharon Dottery Date: 7/17/23

Approval Authority: [Signature] Date: _____

Administrator Approval: (required – not required) _____ Date: _____

COMMENTS:



AUGUSTA TRANSIT

SHARON DOTTERY, TRANSIT DIRECTOR

MEMORANDUM OF REQUEST

TO: Geri Sams, Director Procurement

FROM: Sharon Dottery, Director Transit 

DATE: July 17, 2023

SUBJECT: Hopthru Management and Analysis Software for Augusta Transit APC Certification

Augusta Transit is requesting the purchase of the Hopthru sole source data management software to assist our APC (Automatic Passenger Counter) systems. With this software, Augusta Transit can quickly identify the health of the hardware and be notified of vehicles that have either not been reporting or have been reporting anomalies. We will also gain a birds-eye view of our system by measuring KPIs aggregated across the entire agency.

Current Issues

- Augusta Transit is currently doing manual counts for NTD reporting because APC data is not trusted
- Reporting PMT is a manual process due to lack of alighting data with Farebox
- Ridership data is stored in Excel sheets and manually imported to Yellowfin BI for Reporting
- Aggregating ridership data for reporting is cumbersome and lacks alighting data

Project Objectives

- APCs become the source of truth for ridership counts
- Hopthru processes data directly from APC sensors to achieve accurate board/alight data across Augusta Transit's fleet.
- Hopthru Certifies APCs for automatic ridership NTD reporting
- Augusta Transit can democratize ridership and amenity data in Hopthru for reporting and service planning.
- The entire agency has instant access to granular, contextualized ridership data without the need to request a report
- Create a detailed, yet simple, analysis process to better inform schedule changes and service updates.

Hopthru is a data management and analysis platform for transit. Utilizing passenger counting hardware already installed on our fleet. Hopthru automates the extraction, processing and importing of data so that you can easily derive the insights needed.

The platform consists of two modules: Hopthru Cleanse and Hopthru Analyze. Hopthru Cleanse builds trust in the quality of the data by maintaining the accuracy thresholds required for NTD certification. Hopthru Analyze allows you to instantaneously identify and diagnose operational inefficiencies across the service area.