



November 6th, 2025

Sharon Dottery
Transit Director
Augusta Georgia Transit
2844 Regency Blvd. Augusta, GA 30904

Re: TripSpark Technologies - Sole Source Justification: myDrive/Ranger MDTs & Automatic Passenger Counters Acquisition

Dear Ms. Dottery,

TripSpark Technologies is pleased to present Augusta Transit with justification for the sole-source procurement of TripSpark's myDrive/Ranger Mobile Data Terminals (MDTs), and Automatic Passenger Counters (APCs). Augusta has been utilizing TripSpark's PASS Demand Software since 1999 and Streets CAD/AVL solution since 2016, and this in-vehicle hardware addition is the only viable and proprietary solution for Augusta Transit.

MDT's are a critical component of Augusta's transit technology ecosystem, and only these devices and those trained in this proprietary solution can perform the work to maintain and enhance required standards. TripSpark is the only provider of the myDrive and Ranger MDTs, and as such - TripSpark's authorized personnel are uniquely qualified to perform both hardware and software installation, as well as configuration/support services.

This letter details the unique capabilities, compatibility requirements, and specialized expertise that make this proposal a noncompetitive procurement, while also ensuring the continued success of Augusta's transit operations.

Justification for Sole Source Procurement – myDrive/Ranger MDTs

Unique Proprietary Functionality

The Ranger and myDrive MDTs are exclusive to the TripSpark suite of products. Since Augusta Transit utilizes this specialized hardware—designed specifically for a seamless integration with TripSpark STREETS and PASS software platforms—its proprietary design requires installation, and configuration by TripSpark.

Compatibility with Existing Systems

Augusta Transit has made a significant investment in the TripSpark STREETS and PASS software as a core element of its transit management system. The myDrive and Ranger MDTs are the exclusive in-vehicle endpoints that enables real-time data transmission to STREETS and PASS. Attempting to install a non-proprietary TripSpark MDT would require substantial system reconfiguration posing risks of data loss, operational downtime, decreased maintenance efficiency, and considerable additional costs—far exceeding the cost of a sole source installation.



Proven Performance and Reliability

TripSpark has extensive experience with myDrive and Ranger MDT installation and configuration, ensuring devices perform as designed. This expertise reduces technical errors and mitigates delays in transit vehicle operations.

Time and Cost Efficiency

Utilizing TripSpark for the acquisition and installation of the myDrive and Ranger MDTs eliminates delays and costs associated with competitive procurement, system redesign, and staff retraining. Given that STREETS and PASS are mission-critical platforms for Augusta Transit's operations, and the myDrive and Ranger MDTs are integral components, any disruption could negatively affect service delivery and public perception. This sole source procurement aligns with federal guidance permitting such awards when only one supplier can meet the requirement (FTA Circular 4220.1F, Ch. VI, 3.i).

By leveraging TripSpark's exclusive expertise, Augusta ensures a seamless integration of the myDrive and Ranger MDTs with the STREETS and PASS platforms. We believe this justification fully meets the criteria for a sole source procurement and supports Augusta Transit's commitment to high-quality, uninterrupted service delivery.

Justification for Sole Source Procurement – Automatic Passenger Counters

Augusta will benefit from the leading industry Irma Matrix APC sensors, manufactured by iris Inc., which utilizes infrared (LED) time-of-flight technology that provides 3D image recognition and a count accuracy of over 98%. Most importantly, TripSpark's STREETS ecosystem provides a 360-degree integration to Iris APCs - providing the highest return on investment possible for this technology. Specifically, STREETS ITS, myDrive MDTs, and TBox AVA, fully automate passenger counting, and provide real-time data transfer that is immediately accessible in STREETS reporting. Additionally, TripSpark's APC integration with STREETS provides the following benefits that no other solution in the industry can match:

- **Data Linkage** – Correctly linking APC data to stops, trips, and routes is critical for NTD and performances reporting. STREETS links the data the moment it is generated. This means it doesn't matter whether you are early, late, or cancel a trip – the data will be correct. Solutions that “match” the ridership data with schedule information algorithmically, using static schedule data, locations, and timestamps, are not as reliable. With these solutions, a cancelled trip will break the linkage.
- **Real-time Passenger Load** – With TripSpark's APC integration, Augusta will know how full buses are in real-time. With direct vehicle capacity feedback to your drivers via myDrive MDTs Augusta will no longer need to rely on drivers or radio for alerts. Instead, you will be able to leverage automatic events for dispatch when buses are nearly full and send out extra service before pass-bys occur.

- **FTA Approved Algorithm** – Not an add-on, this will be part of your default STREETS solution with TripSpark's APC integration, allowing for block-level and trip-level load balancing. Further, Augusta will have access to real-time reporting on accurate passenger mile and average passenger trip length calculations, as well as the ability to account for passengers that stay on the bus past end-of-line.
- **APC Gateway** - The APC Gateway is a tool that automates the process of loading, validating, and data cleansing the automatic passenger counting information. The Gateway utilizes numerous parameters to clean volumes of data coming from our ITS system and loads them into a relational model that can be further analyzed in STREETS.

Above and beyond the clear functional requirements that only TripSpark can provide, there are additional key operational advantages to a consolidated approach:

- **Experience** – TripSpark uses the same resources to support both PASS, STREETS ITS, and all peripheral integrations. For Augusta, this means a consistent understanding of your operation and how all TripSpark technology fits in. TripSpark consistently enhances functionality of our existing products, as well as developing new technology to the transit market. As the products are enhanced, Augusta immediately benefits from our employees' training and how to apply new changes to your operation.
- **Upgrades** – Every year TripSpark releases upgrades to the various modules mentioned above. Trying to coordinate these upgrades with various 3rd party vendors can be time consuming and costly, especially when there is no financial incentive for the other vendors to invest in maintaining interface compatibility for future releases.
- **Support** – In any deployment there will always be challenges, but when numerous 3rd party vendors are involved, it can add a level of complexity, and it can be unclear where the problem truly lies. This can result in finger pointing, delays and possible sunken costs.

TripSpark looks forward to continuing to support Augusta Transit with this important hardware upgrade initiative. If you have any questions or require additional information, please contact me at 647-823-7059 or by e-mail at jamie.hepburn@tripspark.com.

Sincerely,

Jamie Hepburn

Jamie Hepburn
Inside Account Manager

