



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

Vendor: Trapeze

E-Verify Number: 486896

Commodity: APC's, MDT's and Rangers

Estimated annual expenditure for the above commodity or service: \$ 419,283

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).

       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.)

X 3. THE PARTS/EQUIPMENT ARE NOT INTERCHANGEABLE WITH SIMILAR PARTS OF ANOTHER MANUFACTURER. (Explain in separate memorandum.)

       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.)

X 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: Transit Date: 01/06/26

Department Head Signature: Sharon Dottery Date: 01/06/26

Approval Authority: A. Penick Date: 1/6/26

Administrator Approval: (required – not required) \_\_\_\_\_ Date: \_\_\_\_\_

COMMENTS: Commission Approval Required



## AUGUSTA PUBLIC TRANSIT

SHARON DOTTERY, TRANSIT DIRECTOR

### SOLE SOURCE JUSTIFICATION MEMORANDUM

**TO:** Andy Penick, Director Procurement

**FROM:** Sharon Dottery, Director Transit *SD*

**DATE:** January 7, 2026

**SUBJECT:** Sole Source Purchase – Trapeze/TripSpark Software/Hardware Upgrade

#### REQUEST

Authorize Augusta Transit to purchase Trapeze/TripSpark Software/Hardware equipment APC's, MDT's and Rangers to maintain continuity with the System as a sole source. Transit currently utilizes Rangers, APCs and MDTs. This equipment is from 2016 and needs to be updated. Some of the equipment we have currently stopped working properly. This equipment will be utilized on the Fixed Route buses, and ADA Paratransit.

#### QUOTE

\$419,283

#### FUNDING SOURCE

FTA (  )    GDOT (  )    SPLOST VII (  )    GENERAL FUND (  )

#### ACCT. #

54709-1122/54-24210 GDOT TTFP Grant	\$ 65,000
54709-1122/54-24220 GDOT TTFP Grant	\$ 55,000
54709-1226/54-21160 FTA Grant GA-2021-023-00	\$192,253
54709-1226/54-24320 FTA Grant GA-2021-023-00	<u>\$107,030</u>
	<b>\$419,283</b>

#### RECOMMENDED SUPPLIER NAME, ADDRESS, AND CONTACT INFORMATION

TripSpark Technologies  
5265 Rockwell Dr. NE  
Cedar Rapids, IA USA 52402  
(647) 823-7059

#### DESCRIPTION OF REQUESTED ITEM(S) AND PURPOSE(S)

Trapeze/TripSpark is the "Sole Manufacturer and Distributor" of Augusta Transit system's existing APCs, MDT, and Ranger's equipment. 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.
- **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.

## OVERVIEW:

- Purchase 7 Rangers for ADA Paratransit vehicles, 21 MDTs and 21 APCs for Fixed Route Buses. This will help Augusta Transit to gather better data with current up-to-date equipment.