



### RECOMMENDED ACTION

To authorize the President and CEO to enter into a contract with GIRO, Inc., for maintenance and support services of HASTUS-brand software which supports Long Beach Transit's daily bus operations.

### STAFF REPRESENTATIVE

Patrick Pham, Executive Director/VP, Information Technology

### BACKGROUND

In May of 2000, Long Beach Transit (LBT) purchased HASTUS brand software developed by GIRO, Inc. (GIRO), to support its scheduling, timekeeping and daily bus operations.

HASTUS is a specialized transit software solution consisting of a suite of modules used to produce effective schedules, manage vehicle and employee assignments and provide timekeeping data for payroll.

Since January 2003, LBT has maintained a software contract with GIRO for the software license, maintenance and support of its HASTUS-brand software. The contract includes email and phone support to correct software issues, improvements made to the software and upgrades to the latest software releases.

The current software maintenance and support services contract is set to expire on January 15, 2021. Staff is recommending to renew the support contract in order to continue utilizing the HASTUS software.

### PROCUREMENT

GIRO is the developer and sole provider of the HASTUS-brand software. Due to the proprietary status, this is a sole-source procurement. The contract amount includes the annual maintenance, software licenses and support services in the amount of \$871,776 as follows:

Maintenance Period	Current Scheduling Modules	Current Operations Modules	Total
January 15, 2021 – January 14, 2022	\$87,724	\$78,129	\$165,853
January 15, 2022 – January 14, 2023	\$89,917	\$80,082	\$169,999
January 15, 2023 – January 14, 2024	\$92,165	\$82,085	\$174,249
January 15, 2024 – January 14, 2025 <sup>1</sup>	\$94,469	\$84,137	\$178,605
January 15, 2025 – January 14, 2026 <sup>2</sup>	\$96,830	\$86,240	\$183,070
<b>Total</b>	<b>\$461,103</b>	<b>\$410,673</b>	<b>\$871,779</b>

<sup>1</sup> Option Year One

<sup>2</sup> Option Year Two



## **Board Agenda Item No. 10**

### **October 22, 2020**

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The negotiated price was determined to be fair and reasonable by LBT's Procurement department.

#### **DBE/SBE PARTICIPATION**

A Disadvantaged Business Enterprise (DBE)/Small Business Enterprise (SBE) goal was not set due to the specialty nature of the HASTUS product. This software is specialized and proprietary to GIRO.

Due to reduced functionality between a compatible market product and LBT's current HASTUS software, this GIRO product is best sole-sourced to ensure continuous and maximum performance of LBT's current operating system.

#### **ALTERNATIVES CONSIDERED**

Staff did not consider other alternatives, as LBT would not be able to continue using HASTUS software to support its daily bus operations.

#### **BUDGETARY/FISCAL IMPACT**

Funds for the first year of the contract were included in the previously approved Fiscal Year 2021 Operating Budget, and funding for subsequent years will be included in future operating budgets.

#### **STAFF RECOMMENDATION**

Staff is requesting LBT's Board of Directors to authorize the President and CEO to enter into a three year contract plus two one-year options with GIRO, Inc., for the ongoing maintenance and support of its HASTUS-brand software which supports Long Beach Transit's daily bus operations for a total authorization amount not to exceed \$871,776.

A handwritten signature in blue ink, reading 'K. McDonald', is written over a horizontal line.

Kenneth A. McDonald  
President and Chief Executive Officer