

# Request for Proposal RFP No. 965-2025 Automated Fare Collection System

*Thank you for joining us. The meeting will begin shortly.*

Proponents Meeting  
Virtual Meeting  
Date: Friday, Dec 19

# Treaty Acknowledgement

I would like to acknowledge that Winnipeg is located in Treaty One Territory, the home and traditional lands of the Anishinaabe (Ojibwe), Ininew (Cree), and Dakota peoples, and in the National Homeland of the Red River Métis. Our drinking water comes from Shoal Lake 40 First Nation, in Treaty Three Territory.

# Agenda

- Introductions
- Schedule A and NRFP
  - Description of Project
  - Background
  - Contact Person
  - Request for Information (RFI)
  - Timelines
  - RFP Process Stages
  - Documents
  - Confidentiality Agreement
  - Weighting for Components
  - Contract Term and Extensions
- Schedule B
  - General Scope
  - Conditions of Award
  - Affordability Threshold
  - Solution Definitions
- Schedule C
  - Intent to Bid
- Schedule D
  - Pricing Form
- Questions and Answers

# Notes

- This session will be recorded.
- If any statements from this presentation disagree with statements in the RFP, the RFP will take precedence.
- Responses provided to questions asked today are only binding if issued via addendum.
- Presentation questions will be answered at the end of the presentation. Please utilize the MS Teams “raise hand” icon to indicate a question. Other questions must be submitted through Merx.
- The presentation, and Q&A's will be posted on MERX.

# Introductions

## City of Winnipeg

Nilanjan Maity

Kirk Cumming

Oyeronke Ajibade

Project Leader, Contract Administrator

Manager – IT

Purchasing Division

## Left Turn Right Turn Ltd.

Andrew Schagen

Consultant

# Schedule A – Data Sheet

## **A1.01- Description of Goods and/or Services**

- The City is seeking to procure an Automated Fare Collection System (AFCS).
- The Goods and/or Services will include and shall be provided in accordance with Schedule B – High Level Business Goals and Schedule D – Pricing Proposal.

# Schedule A – Data Sheet

## A2.02 - Background Information

### (1) Background

- Winnipeg Transit is undertaking a comprehensive project to modernize its fare collection system. This project is driven by the need to address the significant limitations and operational inefficiencies of the current peggo system, along with its continued reliance on cash and paper-based fare options.
- The goal is to implement a modern fare collection system that meets the evolving needs of both riders and Winnipeg Transit, while aligning with industry's best practices and positioning the agency for future growth and innovation.

# Schedule A – Data Sheet

## A2.02 - Background Information

### (3) Project history

- 2024 – RFP for Professional Consulting Services for City of Winnipeg Fare Collection policy and System Upgrade Plan
- 2025 – Fare policy report published on City of Winnipeg Standing Policy Committee on Public Works, May 6, 2025 (([City Clerk's Decision Making Information System](#), sec 2 appendix A)
- 2025 – Council approves the project with a revised capital cost estimate.



# Schedule A – Data Sheet

## A2.02 - Background Information

### (4) Assumptions - Core

- A Cloud-Native, vendor-hosted platform (SaaS/PaaS)
- An Account-Based system at its core
- Featuring Open Payment as a primary payment method
- System implementation with relevant regulatory compliance

# Schedule A – Data Sheet

## A2.02 - Background Information

### (4) Assumptions - Key System Components

- Onboard Validators: New, reliable hardware for all buses, including Winnipeg Transit Plus
- Mobile Application & Web Portal: User friendly, white-labelled application and website
- Central Back-Office System: The "brain" of the system for administration, reporting, and management.
- Mobile Fare Inspection Devices: Hardware and software to support a new fare enforcement program in future.
- De-Emphasis on Physical Cards: Contactless cards will be a limited, supported option, not the primary fare media.

# Schedule A – Data Sheet

## A2.02 - Background Information

### (4) Assumptions – Critical System Integrations

- iBus (CAD/AVL): for real time vehicle data and operator SSO.
- PeopleSoft (ERP): For automated financial reconciliation and reporting.
- Spare (Winnipeg Transit Plus): To ensure fare parity and seamless transfers.
- Existing Legacy Genfare Fareboxes: For cash reporting.
- Entra ID: For secure administrative access.

# Schedule A – Data Sheet

## **A1.03- Contact Person and Requests for Information**

Contact Person is: Nilanjan Maity

The Contact Person may be contacted via email:

Email: [nmaity@winnipeg.ca](mailto:nmaity@winnipeg.ca)

## **NRFP**

Proponents are required to submit all questions and other communications regarding the RFP Documents, the RFP Process, and their Proposals in writing to the contact person named in Schedule A – Data Sheet (the “Contact Person”) using the communication method specified in Schedule A – Data Sheet. During the RFP Process, Proponents shall contact the City only through the Contact Person.

# NRFP

## Section 4 – The RFP Process

### 4.1 Requests for Information (RFI)

- submitting questions or requests for clarifications or information
- submit all RFIs through MERX using MERX Q&A (Question and Answer) functionality and in accordance with the deadlines set out in the Schedule A – Data Sheet;
- The City will respond to RFIs using MERX Q&A functionality and in accordance with the schedule set out in Schedule A – Data Sheet.

### 4.2 Addenda/Changes to the RFP Documents

- The City will issue each Addendum at least two (2) Business Days prior to the deadline for any stage or will provide at least two (2) Business Days by extending the deadline for each respective stage.

# Schedule A – Data Sheet

## A2.01 – Stage 1 Timeline

Issuance of RFP Documents	December 5 <sup>th</sup> , 2025, 12 PM CT
Registration Deadline for Proponents Meeting	December 11 <sup>th</sup> , 2025, 4 PM CT
Proponents Meeting	December 19 <sup>th</sup> , 2025, 4 PM CT
Deadline for Proponents to submit RFI	January 9 <sup>th</sup> , 2026, 4 PM CT
Deadline for City to post RFI	January 16 <sup>th</sup> , 2026, 4 PM CT
Intent to Bid Deadline	January 23 <sup>rd</sup> , 2026, 4 PM CT
Deadline to submit confidentiality agreement	January 23 <sup>rd</sup> , 2026, 4PM CT

# NRFP

## Section 3 – RFP Process Stages

### 3.1 Overview

#### 3.1.1 The RFP Process will proceed in the following five stages:

- (a) Stage 1 – Intent to Bid;
- (b) Stage 1.5 – Additional Screening
- (c) Stage 2 – Short List;
- (d) Stage 3 – Demonstration;
- (e) Stage 4 – Pricing Proposal; and
- (f) Stage 5 – Negotiations.

as described in further detail in this Section 3 - RFP PROCESS STAGES.

# NRFP

## Section 3 – RFP Process Stages

	Stage 1 Intent to Bid	Stage 1.5 Additional Screening	Stage 2 Short List	Stage 3 Demonstration	Stage 4 Pricing Proposal	Stage 5 Negotiations
	Posting on MERX	Additional Screening Form <i>Optional stage at the City's discretion</i>	Interview / Written Response <i>Optional stage at the City's discretion</i>	Scripted Demo <i>Optional stage at the City's discretion</i>	Pricing Proposal	Negotiation
Documents to Post/Reference	- RFP Documents	Additional Screening Form	<ul style="list-style-type: none"> <li>- Detailed City Objectives and Requirements (sent to Proponents who have moved to Stage 2 in advance)</li> <li>- Any related questions (either as an Interview Script or Request for Written Response) or clarifications for Proponents (as written addenda or Q&amp;A responses on MERX)</li> </ul>	<ul style="list-style-type: none"> <li>- Demo Scripts (sent to Proponents who have moved to Stage 3 in advance)</li> </ul>	- RFP Documents	- Contractual Documents as determined by negotiation process
Proponent Deliverables	- Intent to Bid (Schedule C)	Questionnaire form to be completed by Proponents if more Proponents submit an Intent to Bid Form than are permitted to proceed to Stage 2 per Schedule A - Data Sheet	<ul style="list-style-type: none"> <li>- If using the Interview process: no written documents to submit, however Interview will be recorded</li> <li>- If using the Written Response process: provide a written response in the designated format</li> </ul>	<ul style="list-style-type: none"> <li>- No documents to submit</li> <li>- Provision of solution demo via video-conference</li> <li>- Demo will be recorded</li> </ul>	<ul style="list-style-type: none"> <li>- Pricing Form (including pricing model)</li> <li>- Pricing Proposal Submission Form</li> </ul>	- Contractual Documents as determined by negotiation process



# Non-Binding Process

- The process is non-binding, meaning no contract is formed at this stage. There is no Contract A created.
- Proponents may withdraw their submissions at any time during the process (RFP section 7.3).
- The purpose of the this NRFP process is to find a negotiations proponent (RFP section 1.1.4).

# NRFP

## Section 2 – The RFP Documents

# Schedule A – Data Sheet

## **A2.21- Confidentiality Agreement**

Proponents are required to execute a confidentiality agreement.

# Schedule A – Data Sheet

## A2.15 - Weighting for Components of Overall Score

- Best Overall Value: Selection will be based on a combination of technical merit, demonstrated capability, and cost.
- Overall Score Breakdown:
  - Technical Proposal (Stage 2): 35%
  - Live Demonstration (Stage 3): 25%
  - Pricing Proposal (Stage 4): 40%

# Schedule A – Data Sheet

## A3.01- Contract Term and Extensions

# Schedule B – High Level Business Goals

## General Scope

# Schedule B – High Level Business Goals

## General Scope

# Schedule B – High Level Business Goals

## City Objectives



# Schedule B – High Level Business Goals

## Conditions of Award

# Schedule B – High Level Business Goals

## Affordability Threshold

# Schedule B – High Level Business Goals

## Definition of terms referenced in RFP Documents

# Schedule C – Intent to Bid Form

# Schedule C – Intent to Bid Form

## C1 Intent to Bid

- C1.2 - We confirm that we are able to meet the City's Procurement Objectives as set out in the RFP (including Schedule B – High Level Business Goals and Schedule A – Data Sheet) to the RFP, including
  - (a)the City's objectives for the Goods and/or Services;
  - (b)the City's Conditions for Award; and
  - (c)the City's Affordability Threshold.

# Schedule C – Intent to Bid Form

## C2 Conflicts of Interest

- C2.1 - We confirm that neither the Proponent nor any Proponent Advisor have a perceived, potential or actual Conflict of Interest in respect of the RFP Process, except as disclosed below, which, to the best of our knowledge and after due inquiry represents a complete summary of perceived, potential or actual Conflicts of Interest:

# Schedule C – Intent to Bid Form

## C3 Indigenous Confirmation

### **C3** Indigenous Confirmation

**C3.1** The City is requesting that Proponents identify if their business is at least 51% owned by one or more Indigenous persons of Canada.

☐ YES, 51% or more Indigenous ownership

☐ NO, it is not

This information is being gathered for statistical purposes only and will not be used for purposes of evaluation.

# Schedule C – Intent to Bid Form

## Signature Page



# Schedule D – Pricing Form

## Overview

# Schedule E – Pricing Proposal Submission Form

**Not Required with this stage**

# Questions and Answers

# Request for Proposal RFP 965-2025

Nilanjan Maity, Project Leader

Email: [nmaity@winnipeg.ca](mailto:nmaity@winnipeg.ca)