

Resolution #24-0159
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**RESOLUTION AUTHORIZING AN AGREEMENT WITH RATP DEV USA FOR
TRANSIT OPERATIONS AND MAINTENANCE SERVICES FOR THE
WINSTON-SALEM TRANSIT AUTHORITY**

WHEREAS, in August of 2010, the Winston-Salem Transit Authority (WSTA) of the City of Winston-Salem entered into a five-year term agreement with Veola Transportation Services Inc. for transit management services with the option to extend an additional five successive one-year terms; and

WHEREAS, from 2015 through 2020, per the original agreement, the City of Winston-Salem, exercised the five successive option years to extend the transit management agreement with Transdev Services Inc. formally known as Veola Transportation Services Inc.; and

WHEREAS, this agreement was amended in 2020 to extend the contract two additional years. Winston-Salem City Council approved the two-year extension on June 15, 2020. On June 21, 2022, the Winston-Salem City Council again approved an additional one-year extension to allow staff time to explore the possibility of shifting to a full transit operations contract; and

WHEREAS, in July of 2023, staff met with the Federal Transit Administration (FTA) and was notified of the City's noncompliance with FTA's procurement policy and was required to issue a request for proposal by November 26, 2023; and

WHEREAS, the City sought the support of HDR Inc. of the Carolinas (HDR) to help guide the City through a robust request for proposal and selection process; and

WHEREAS, HDR and Winston-Salem Department of Transportation (WSDOT) staff coordinated a two-day in-person workshop to establish the framework and guide the development of roles and responsibilities regarding transit service in the City of Winston-Salem; and

WHEREAS, the workshop further covered topics related to the benefit and cost comparison of an operations contract, as well as gather critical feedback on the City’s goals and objectives pertaining to a full operations contract; and

WHEREAS, the City Manager’s office, the City Attorney’s office, I.S. department, Property and Facility Management, the Finance department, Budget office, Risk Management, and WSDOT all participated in these work sessions; and

WHEREAS, HDR coordinated listening meetings with 3 peer municipalities (Phoenix, Raleigh, and Durham) that have previously transitioned from a management contract to an operations contract for their transit service; and

WHEREAS, staff reached the conclusion that it was in the best interest of the City and its citizens to change from labor-relations management to a comprehensive “turnkey” operations contract structure; and

WHEREAS, staff began the procurement process through which the City placed emphasis on creating a long-term partnership with the selected contractor to achieve best-in-class transit service for our community; and

WHEREAS, this service procurement processes formalized the City’s goal of restoring night service, improving the customer experience, streamlining data collection and reporting, assisting with FTA’s triennial review cycle, and providing the capacity to introduce and facilitate a micro transit pilot within the service area; and

WHEREAS, the City received responsive and responsible proposals on March 1, 2024 from WeDriveU and RATP Dev USA; and

WHEREAS, a selection committee consisting of city staff from various departments as well as from the City of Greensboro Transit Authority and from Piedmont Authority for

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APPROVED
May 6, 2024

Regional Transportation evaluated the proposals based on qualifications, key personnel, approach to services, safety, customer service, asset management, and transition; and

WHEREAS, both firms, following the evaluation of their proposal, participated in two interviews; and

WHEREAS, both firms were asked to provide a scope and fee that included a best-and-final-offer for the scope solicited in the request for proposal document; and

WHEREAS, upon initial evaluation, in-person contractor interviews, and final evaluation, the panel recommended RATP Dev USA for total contract award not to exceed \$218,602,832.69 which includes the initial five-year term and two subsequent option years.

NOW, THEREFORE, BE IT RESOLVED that the Mayor and the City Council of the City of Winston-Salem authorize the City Manager to enter into an agreement with RATP Dev USA to provide transit operation and maintenance services for the City of Winston-Salem for a total contract amount not to exceed \$218,602,832.69.