

Amendment – Cal-ITP Market Sounding

Issued by:

**Caltrans, on behalf of the California Integrated Travel Project (CalSTA,
Caltrans, CCJPA, regional and local partners)**

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Place, date:

Sacramento, August 23, 2019

Note from the Steering Committee

The Cal-ITP Steering Committee and the Cal-ITP partners are encouraged by the robust attendance at the Market Sounding Kick-off event, webinar and by the downloads of the Market Sounding Information Document from Caltrans’ website. Cal-ITP’s aim is to make travel simpler and cost-effective for all and to ensure statewide benefits from collaboration. The Cal-ITP partners seek information from small or start-up firms as well as established, and global companies in the marketplace.

Your welcome and valuable input will help us shape the direction of this project and find the optimal and effective travel payment solution – enabling a seamless public transportation experience for the residents, visitors, businesses and institutions of California. Your responses must be received no later than 3:00 p.m. (PST) on August 30th, 2019.

If you have any questions, please feel free to contact us at CAITPMarketSounding@dot.ca.gov.

Kind regards,

Chad Edison, Deputy Secretary for Transportation, California State Transportation Agency (CalSTA)

Joshua Shaw, Executive Director, California Transit Association

Gillian Gillett, Program Manager, California Integrated Mobility, Caltrans

Kyle Gradinger, Assistant Division Chief, Caltrans Division of Rail and Mass Transportation

James Allison, Manager of Planning, Capitol Corridor Joint Powers Authority

Cal-ITP Steering Committee

Section A – Amendments to Cal-ITP Market Sounding Information Document

Based on the feedback we received, amendments have been made in the Market Sounding Information Document on page 16, as follows:

5. What (realistic) actions, roles or initiatives of Cal-ITP would help your organization to contribute to the objectives of the program?

6. Does your organization recognize the roles described in Section 1.3? If not, please explain how your company approaches these roles.

In case your organization recognizes the roles, but has additional comments to add, please include in your answers.

Please note that you are not required to answer all questions. We ask you to give extended answers to those questions where you believe your expertise is most relevant.

For the updated Market Sounding Information Document and further information, please visit:

<https://dot.ca.gov/cal-itp-market-sounding>

Section B – Market Sounding Queries

Detailed hereafter are queries that have been received with respect to the Cal-ITP Market Sounding Document, together with the responses from Cal-ITP and its partners:

#	Query	Cal-ITP's Answer
1.	Given the scope and nature of the Cal-ITP Market Sounding Document, the vendor respectfully requests a 2 (Two) week extension in order to allow a more thorough analysis .	We will not extend the submission deadline. Respondents are reminded that they do not have to answer all questions. If there are any areas of specific interest, or where they feel they can contribute, respondents can focus their attention and analysis on the questions related to those areas.
2.	In section 1.6 Market Description, please include additional information about the transit operator landscape, payment systems in use and cost of collecting fares in California.	Respondents are encouraged to specify their information request in Part 8 of the Market Sounding Response Format.
3.	Open-loop payments are differentiated from payments for account-based ticketing: are these payments intended to be Mass Transit Transaction / UK Finance 'transit model 2' transactions?	Yes. Although there is no reason to exclude retail / UK Finance 'transit model 1' transactions for the purpose of this market sounding. Respondents are encouraged to share their views on this.

4.	What will be the revenue allocation basis (e.g. distance, zone, standard fare) for a journey comprised of multiple legs served by different transport mode or agency with travel products or contracts?	The revenue allocation basis is assumed to be the fare per leg of the trip unless integrated fares have been defined by and agreed between the modes and agencies. In the latter case, the revenue allocation basis will follow the revenue allocation agreed between the modes/agencies.
5.	What are the current thoughts on risk sharing on charge backs among different Cal-ITP participants in accepting open payments?	Respondents are invited to share their views on ways to minimize the collective charge-back risks through a risk-sharing model.
6.	The Market Sounding document states the annual ridership and fare revenue in California by transit mode. Can you disclose those numbers per operator to allow us better understand the scale and the potential of the project?	In this stage of the program, the Cal-ITP partners do not consider ridership and revenue numbers per operator to be relevant.
7.	This sounds like the beginning of a procurement process. Is that correct?	The purpose of this Market Sounding is to collect information about the knowledge and capabilities of various market players and industry professionals. The Cal-ITP Market Sounding is not the start of a market procurement.
8.	Should we form partnerships and submit a joint response?	We welcome responses, and particularly the clear vision of your organization.