

MUTD Board of Directors Meeting  
Staff Report

**Attachments**

1. 2/14/25 Swiftly Budgetary Quote

**To:** Board of Directors  
**From:** Garin Wally/Colin Woodrow  
**Meeting Date:** September 4, 2025

**Agenda Item:** 5.8 Automatic Passenger Count Contract Amendment

**Recommendation:** Authorize the CEO and general manager to sign a supplemental proposal with the vendor, Swiftly, in the amount of \$13,975, to conduct the automatic passenger count required by the National Transit Database.

**Discussion:** On March 26, 2025, the agency executed a 3-year contract with Vertosoft/Swiftly for implementing automatic passenger count software in the amount of \$87,815. This software was procured to replace the sunseting RideCheck Plus software by CleverDevices. While the software implementation process is ongoing, the agency has determined it will need additional services from Swiftly to complete the federally required triennial APC certification by October 31, 2025. These services will cover the preparation of a statistically valid sampling methodology overseen by a qualified statistician, manually counting passenger boardings and alightings and via reviewing videos, comparison with APC data, and submitting the packet to the NTD. As shown in the attached quote, Swiftly can complete the NTD certification process for an additional amount of \$13,975.

**Financial Impact:** \$13,975

**DBE Certified:** No

# Swiftly Budgetary Quote



<b>Quote Number</b>	Mou-45702
<b>Customer</b>	Mountain Line
<b>Customer Contact</b>	TBD
<b>Contract Number</b>	TBD
<b>Quote Date</b>	2/14/2025 — Pricing Valid for 30 Days
<b>Effective Date of Service</b>	3/17/2025
<b>Contract Term</b>	The exact service term (the 'Initial Term'): 36 Months (3/17/2025 - 3/16/2028).
<b>Billing Terms</b>	Annually in Advance
<b>Renewal Term Pricing</b>	The annual cost shall increase by up to 10% for each one year 'Renewal Term'.
<b>Marketing Terms</b>	Willingness to work with Swiftly to develop a case study, mutually agreeable press release, and ability to use your agency as a reference (website, presentations, etc.).

Annual Fees					
PRODUCT	PART NUMBER	QUANTITY	ESTIMATED ANNUAL UNIT COST	ESTIMATED ANNUAL COST	
Hopthru Cleanse	SWFT-HTC-24-2	29	\$634	\$18,386	
Hopthru Analyze	SWFT-HTA-24-2	29	\$412	\$11,948	
<b>TOTAL ESTIMATED ANNUAL COST</b>				<b>\$30,334</b>	
TOTAL ANNUAL INCREASE AFTER YEAR 1				7%	

One-Time Fees				
SERVICE / PRODUCT		QUANTITY	ESTIMATED COST PER VEHICLE	ESTIMATED TOTAL COST
Swiftly Implementation Services	SWFT-PS-IS-2	58	\$81	\$4,698
NTD Certification	SWFT-PS-PS-OT-AT	65	\$215	\$13,975
<b>TOTAL ONE-TIME COST</b>				<b>\$18,673</b>

Billing Table	Annual Term	Billing Date	Estimated Amount Due
	<b>YEAR 1 TOTAL Due</b>	<b>3/17/2025</b>	<b>\$49,007</b>
	<b>YEAR 2 TOTAL Due</b>	<b>3/18/2026</b>	<b>\$32,457</b>
	<b>YEAR 3 TOTAL Due</b>	<b>3/18/2027</b>	<b>\$34,729</b>



## Budgetary Quote Terms

**Payment Terms:** Due Net 30. Invoice sent separately. All fees are non-refundable and non-cancellable without Swiftly's written consent.

**SMS & Voice Limits:** Up to a combined 5,000 SMS and voice calls are included per month for US customers only. Each additional 5,000 combined SMS and voice calls per month costs \$125.

**Sales Tax:** If your agency is not tax exempt, sales tax may be added to this purchase order.

**Terms of Use:** By signing below, Customer agrees that this Order Form is subject to, and Customer is bound by, the Swiftly SaaS Terms of Service located at: <http://goswift.ly/saas-terms-of-service> (the "Swiftly Terms"). Unless otherwise specifically stated in an Addendum, in the event of a conflict between the Addendum and the Swiftly Terms, the Swiftly Terms shall govern.

## Order Details

- We use a Software as a Service (SaaS) model with annual subscriptions per product. There are no hosting or maintenance fees.
- Subscriptions include unlimited users within your agency.
- We believe in data access and availability. *As long as your agency is a paying customer, you will have easy access to download up to three years data from the modules you purchase.*
- Every time we update the platform or launch or a new feature, your agency will automatically have access to that feature so long as you have paid for that module. Since the system is cloud-based, you will never need to download or re-install new software. Simply login and you'll see the new feature!
- We pride ourselves on having the best support team in the industry. Always feel free to reach out with questions, comments, or suggestions on how we can better serve you. We typically respond to inquiries within 24 hours.

## Technical Requirements

### Swiftly's Dashboard:

- The core Swiftly dashboard is hosted in the cloud – you do not need to install or download any software.
- You can access the software from any computer, anywhere, anytime.
- Swiftly works on the latest version of any browser.

### Onboard App:

- The Onboard App is an Android app that must be installed on an Android device.
- Swiftly supports versions of Onboard App released within the last 3 months. Please enable auto-updates of this app.
- Please contact your Account Executive for a list of supported devices and mobile browsers for Onboard App.