

**CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM**



DEPARTMENT: Mass Transit- Sun Metro
Purchasing & Strategic Sourcing

AGENDA DATE: December 2, 2025

PUBLIC HEARING DATE: NA

CONTACT PERSON NAME: Anthony Dekeyzer, Director
Claudia A. Garcia, Director

PHONE NUMBER: (915) 212-3306

PHONE NUMBER: (915) 212-0043

DISTRICT(S) AFFECTED: All

SUBJECT:

Discussion and action on the request that the Director of Purchasing & Strategic Sourcing be authorized to issue Purchase Order(s) for solicitation 2025-0133 TVMs & Validators to Flowbird America, Inc., the sole authorized distributor and provider for FlowBird Axio validators, Strada Ticket Vending Machines, and Flowbird software support and maintenance for a term of three (3) years for an estimated amount of \$2,219,995.49. Supplier will be required to provide an updated sole source letter and affidavit each year.

BACKGROUND / DISCUSSION:

This contract will allow Sun Metro to obtain the goods and services needed to maintain the existing ticket vending systems and provide passengers with convenient, efficient, and accessible ways to purchase fare media.

COMMUNITY AND STAKEHOLDER OUTREACH:

N/A

SELECTION SUMMARY:

This is a non- competitive procurement exempt under general exemption under Local Government Code Section 252.022 Part 7 (D) captive replacement parts or components for equipment.

Flowbird America, Inc., is the Sole Source Distributor and provider for FlowBird Axio validators, Strada Ticket Vending Machines, and Flowbird software support and maintenance. The vendor will provide comprehensive warranty services, including upkeep, maintenance of parts and mechanisms, repairs, replacements, and ongoing service support.

CONTRACT VARIANCE:

The difference based in comparison to the previous contract is as follows: An increase of \$848,995.49 for the term, which represents a 61.93% increase due additional ticket vending machines, validators as well as price increases for goods and services provided under this contract.

PROTEST

No protest received for this requirement.

PRIOR COUNCIL ACTION:

NA

AMOUNT AND SOURCE OF FUNDING:

Amount: \$2,219,995.49

Funding Source: FTA Formula 5339

Account: 560-3215-580100-60050-P6018-P60FTA113-G60235339

REPORTING OF CONTRIBUTION OR DONATION TO CITY COUNCIL:

Report any contributions or donations to City Council of an accumulated total of \$500 or more. Report the name of the elected official and the amount.

NAME	AMOUNT (\$)
None	N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:

 Deputy Transit Officer for
Anthony Dekeyzer, Director


Claudia A. Garcia – Director of Purchasing & Strategic Sourcing

Project Form
Non-Competitive

*****Posting Language Below*****

Please place the following item on the Regular Agenda for the Mass Transit Board Meeting(s) of December 2, 2025

Award Summary:

Discussion and action on the request that the Director of Purchasing & Strategic Sourcing be authorized to issue Purchase Order(s) for solicitation 2025-0133 TVMs & Validators to Flowbird America, Inc., the sole authorized distributor and provider for FlowBird Axio validators, Strada Ticket Vending Machines, and Flowbird software support and maintenance for a term of three (3) years for an estimated amount of \$2,219,995.49. Supplier will be required to provide an updated sole source letter and affidavit each year.

Contract Variance:

The difference based in comparison to the previous contract is as follows: An increase of \$848,995.49 for the term, which represents a 61.93% increase due additional ticket vending machines, validators as well as price increases for goods and services provided under this contract.

Department:	Mass Transit- Sun Metro
Award to:	Flowbird America, Inc.
City & State:	Moorestown, NJ
Item(s):	all
Initial Term:	3 Years
Option Term:	NA
Total Contract Time:	3 Years
Annual Estimated Award:	\$2,219,995.49
Initial Term Estimated Award:	\$2,219,995.49
Option Term Estimated Award:	NA
Total Estimated Award:	\$2,219,995.49
Account(s):	560-3215-580100-60050-P6018-P60FTA113-G60235339
Funding Source(s):	FTA Formula 5339
District(s):	All

Non-Competitive Procurement under Local Government General Exemption: Section 252.022 - (7) a procurement of items that are available from only one source – (D) captive replacement parts or components for equipment.

The Purchasing & Strategic Sourcing and Sun Metro departments recommend award as indicated to Flowbird America, Inc., under the exemption listed above.

It is requested that the City Manager be authorized to establish the funding sources and make any necessary budget transfers and execute any and all documents necessary for execution of this award.



Flowbird America Inc
40 Twosome Drive, Suite 7
Moorestown, New Jersey 08057
P +1 856-234-8000
www.arrive.com

June 25,2025

Sent Via email to:JimenezDePrineNE@elpasotexas.gov

Norma E.Jimenez De Prine
Contract Compliance Manager
Sun Metro
10151 Montana Ave.
El Paso, Texas 79925

Dear Norma,

This letter will serve as confirmation that Flowbird America Inc. is the designer, manufacturer and only authorized supplier and repairer of the Axio on-board validator and the Strada and Astreo ticket vending machines.

Therefore, Flowbird is the sole-source supplier of this equipment.

Sincerely,

A handwritten signature in black ink, appearing to read "AR", followed by a horizontal line.

Arthur Rader
Senior Vice President Transit
Flowbird America Inc.



PURCHASING & STRATEGIC SOURCING DEPARTMENT

SOLE SOURCE AFFIDAVIT

THIS IS AN OFFICIAL PURCHASING DOCUMENT-RETAIN WITH PURCHASE ORDER FILE

Before me, the undersigned official, on this day, personally appeared a person known to me to be the person whose signature appears below, whom after being duly sworn upon his/her oath deposed and said:

1. My name is Arthur Rader. I am over the age of 18, have never been of a convicted crime and am competent to make this affidavit.
2. I am an authorized representative of the following company or firm: Flowbird America Inc
3. The above named company or firm is the sole source for the following item(s), product(s) or service(s):
Flowbird Axio Validators (including software), Flowbird Strada Ticket Vending Machines (including software),
Flowbird Astreo Vending Machines (including software)
4. Competition in providing the above named item(s) product(s), service(s) is precluded by the existence of a patent, copyright, secret process or monopoly as stated under Section 252.022, Subchapter A of the Local Governmental Code 7A or as provided for under 7B-F of the same section. Also, attached hereto is a sole source letter, which sets forth the reasons why this Vendor is a sole source provider (dated and signed).
5. There is/are no other like item(s) or product(s) available for purchase that would serve the same purpose or function.
6. Note: This Vendor understands that by providing false information on this Sole Source Affidavit, it may be considered a non-responsible Vendor on this and future purchases and may result in discontinuation of any/all business with the City of El Paso.

Signature

SUBSCRIBED AND SWORN to before me on this 26 day of JUNE, 2025

SEE ATTACHED FOR
NOTARIAL WORDING
& SEAL

NOTARY PUBLIC

PRINTED NAME

MY COMMISSION EXPIRES

COMPANY NAME: Flowbird America Inc

ADDRESS, CITY, STATE & ZIP CODE: 40 Twosome Drive, Suite 7, Moorestown, NJ08057

PHONE: 1 856-234-8000

FAX NUMBER: _____

CONTACT NAME AND TITLE: Arthur Rader Senior Vice President Transit

WEB ADDRESS: www.arrive.com

EMAIL: arthur.rader@arrive.com

FEDERAL TAX ID NUMBER: 01-0778174

TEXAS SALES TAX NUMBER: 1-01-0778174-1

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California
County of NEVADA

Subscribed and sworn to (or affirmed) before me on this 26
day of JUNE, 2025, by ARTHUR RADER

proved to me on the basis of satisfactory evidence to be the
person(s) who appeared before me.



(Seal)

Signature

A handwritten signature in blue ink, appearing to be "Arthur Rader", written over a horizontal line.