

Date: July 23, 2025

To: Board of Directors

From: Sam Desue, Jr.

Subject: **RESOLUTION NO. 25-07-44 OF THE TRI-COUNTY METROPOLITAN TRANSPORTATION DISTRICT OF OREGON (TRIMET) AUTHORIZING A CONTRACT WITH READY CREDIT CORPORATION FOR HOP FASTPASS® RETAIL NETWORK SERVICES**

1. **Purpose of Item**

This Resolution requests that the TriMet Board of Directors (Board) authorize the General Manager or his designee to execute a contract (Contract) with Ready Credit Corporation for Hop Fastpass® Retail Network Services.

2. **Type of Agenda Item**

- Initial Contract
- Contract Modification
- Other

3. **Type of Contract Procurement**

- Low Bid / Invitation to Bid (ITB)
- Request for Proposals (RFP) (inc. CM/GC)
- Request for Qualifications (RFQ) (Personal Services)
- Other (inc. sole source): Sole Source

4. **Reason for Board Action**

Board authorization is required for sole source contracts obligating TriMet to pay in excess of \$250,000.

5. **Type of Action**

- Resolution
- Ordinance 1st Reading
- Ordinance 2nd Reading
- Other

6. **Background**

In 2014, TriMet executed a Contract with Ready Credit Corporation (RCC) to implement and operate Hop Fastpass® Retail Network Services (Services). That Contract will expire on August 31, 2025. The Services are used to sell Adult, Honored Citizen, and Youth Hop cards, and add value to Hop cards at over 350 retailers across the Portland Metro area. RCC’s Services provide direct retail integration among four payment networks (Green Dot,

Western Union, InComm, and Blackhawk), RCC's own back-office system, and the Hop Fastpass® back-office system, for selling and loading Hop cards. RCC also provides a stand-alone point-of-sale system for independent retailers.

7. **Description of Procurement Process**

In 2014, TriMet conducted a competitive process for implementation and provision of the Services before awarding a contract to RCC. In anticipation of the Contract's expiration, TriMet staff conducted market research and found only one other potential competitor dabbling in this activity, and no other business that provides direct retail integration with the four major payment networks. The sole potential competitor to RCC does not work with some of the larger retailers or many of the independent retailers in our region. That potential competitor also does not accept cash payments, significantly reducing the ability of many TriMet customers to purchase fare cards.

Finally, TriMet could issue a solicitation to work directly with the four payment networks to provide the Services, this alternative is not preferred because it would present larger upfront development costs and much more expensive ongoing charges.

Given the lack of competition in the market, and the substantial costs associated with converting to a new system, TriMet staff recommends awarding a sole source Contract to RCC in an amount not-to-exceed \$600,000, allowing the continued provision of the Services for another two-year period. Notwithstanding that amount, payments actually made to RCC under the Contract are determined by the number of Hop cards sold.

In accordance with the revised TCRB Rules, sole source contracts may only be issued for a two-year period. If the Board approves this Resolution, a new, two-year, sole source Contract will become effective on September 1, 2025 and expire on August 31, 2027. During this period, TriMet will be re-assessing its ongoing needs for a retail network service provider.

8. **Disadvantaged & Small Business Utilization**

RCC will self-perform the work under the new Contract.

9. **Financial/Budget Impact**

The funds paid under the Contract are derived directly from RCC's retail sales of Hop cards. The Contract is administered by TriMet's Finance and Administrative Services Division.

10. **Impact if Not Approved**

If the Board does not approve this Resolution, TriMet could attempt to procure a different system on the open market. This is not recommended because this Contract will expire on August 31, 2025, and there do not appear to be any other financially reasonable alternatives.

RESOLUTION NO. 25-07-44

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TRANSPORTATION DISTRICT OF OREGON (TRIMET) AUTHORIZING A
CONTRACT WITH READY CREDIT CORPORATION FOR HOP FASTPASS®
RETAIL NETWORK SERVICES**

WHEREAS, TriMet has authority under ORS 267.200 to enter into a contract (Contract) with Ready Credit Corporation for Hop Fastpass® Retail Network Services; and

WHEREAS, by Resolution No. 25-06-29, dated June 25, 2025, the TriMet Board of Directors adopted a Statement of Policies requiring it to authorize sole source contracts obligating TriMet to pay in excess of \$250,000; and

WHEREAS, the total amount of the Contract exceeds \$250,000;

NOW, THEREFORE, BE IT RESOLVED:

1. That the Contract shall conform with applicable law.
2. That the General Manager or his designee is authorized to execute the Contract, effective September 1, 2025, in an amount not to exceed \$600,000, with a termination date of August 31, 2027.

Dated: July 23, 2025



Presiding Officer

Attest:



Recording Secretary

Approved as to Legal Sufficiency:



Legal Department