



**City of Rialto, CA**

**RFP NO. 21-026  
Parking Meters**



## ••• Company Background



# Flowbird by the Numbers

**5000**

Customers

75 countries

**\$350M**

Revenue

1300

Employees

**\$25M**

Innovation

\$2B+ payment  
processed / year

**320,000**

devices

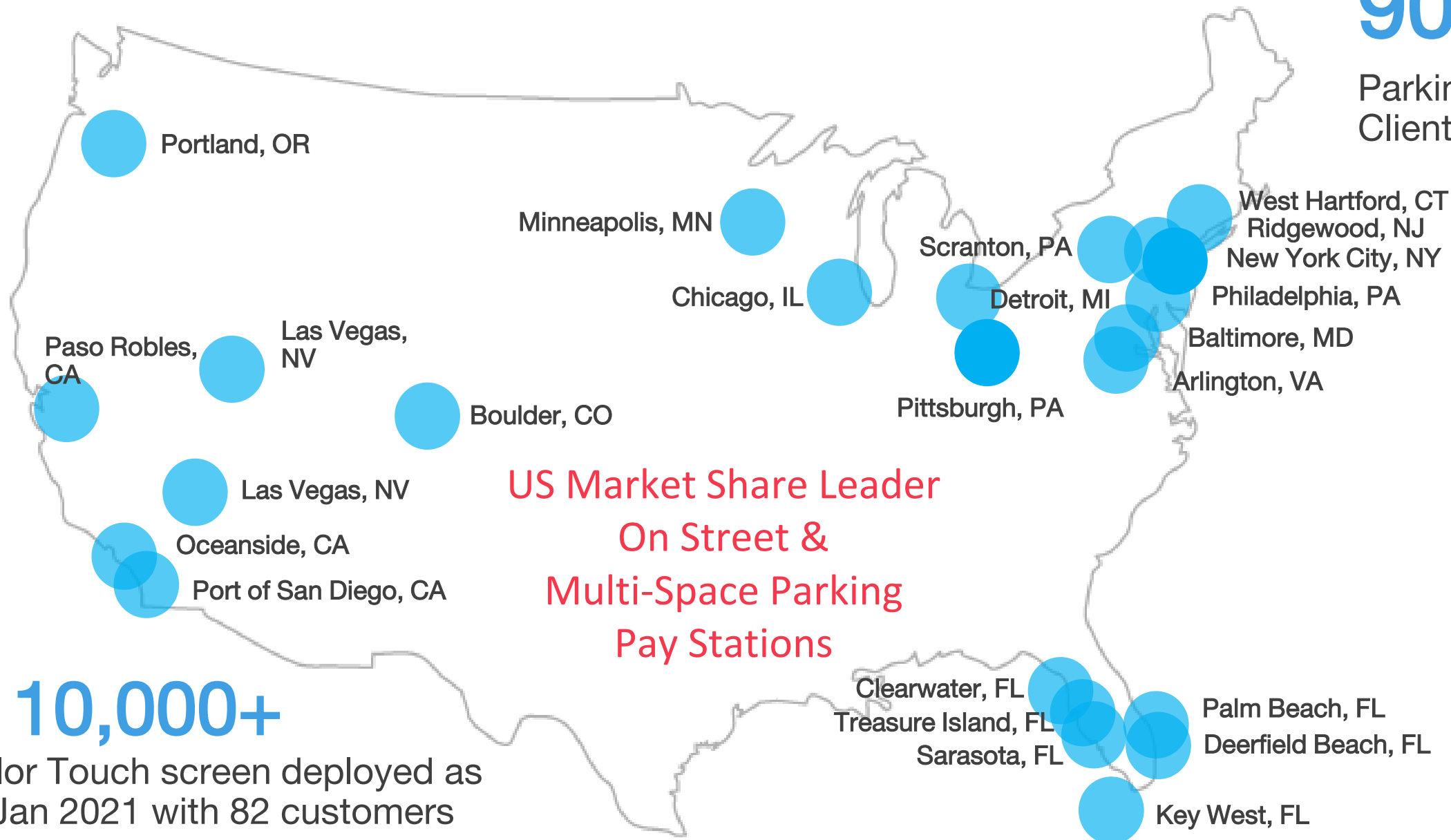
600+ MPP  
Customers



# Unique Solar Color Touch Screen Provider

900+

Parking and Transit  
Clients in the US



> 10,000+

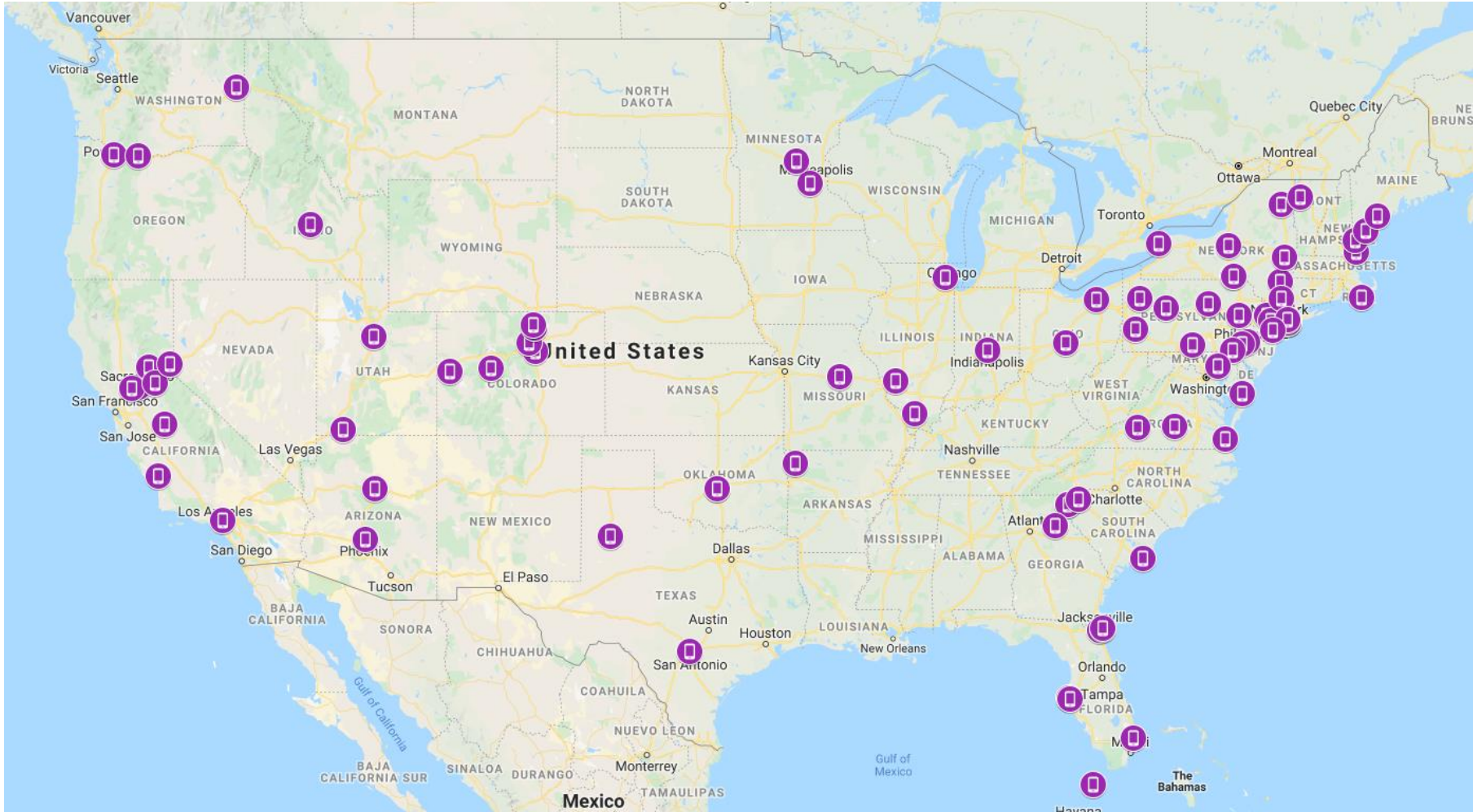
Color Touch screen deployed as  
of Jan 2021 with 82 customers



# Mobile App Clients In The United States

100

mobile  
deployments







## ••• Solution Overview

# FLOWBIRD PRODUCT FEATURES

- Highly efficient **solar charging system**
- **4G LTE modem**
- **Flexible user interface** for various parking modes – **Pay by Plate, Pay by Space, Pay & Display**
- **Multiple payment options** including **Coins, Bills, Credit/Debit, Contactless/NFC**
- **Certified EMV configurations**
- **Steel, all weather design**
- **Separately keyed** maintenance and collection compartments
- **Double security vault access** and optional **Electronic locks**





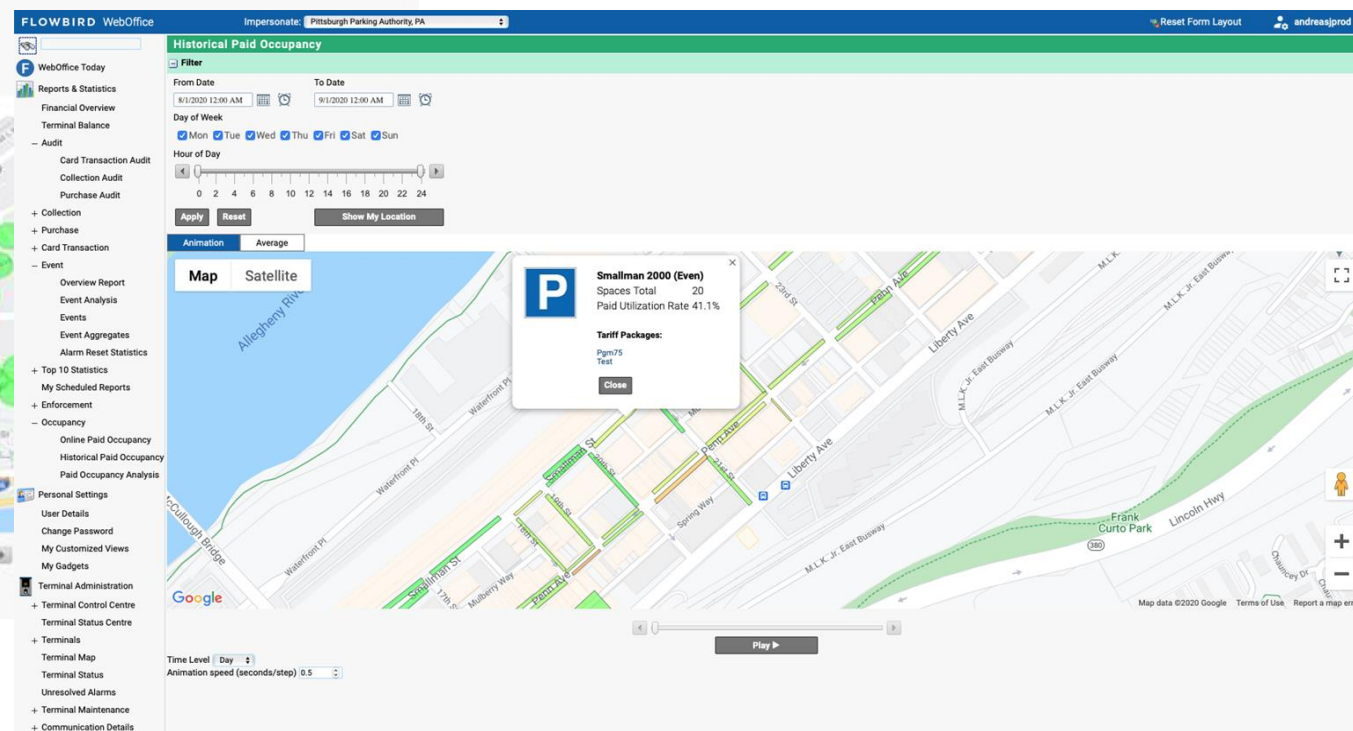
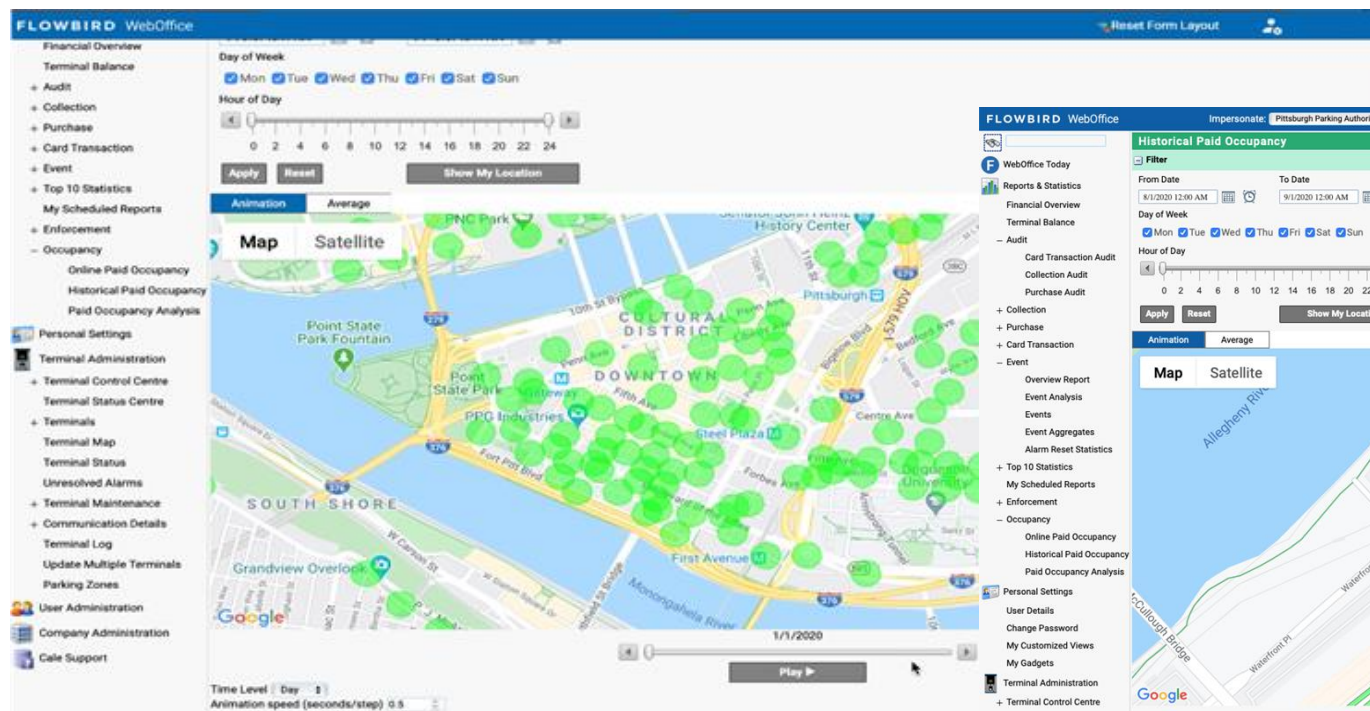
# BENEFITS OF MULTI-SPACE METERS

- **Data driven** parking management (real-time data)
- **Solid Mobile Phone App Integration**
- **Customer friendly** – large color screens and many ways to pay
- **Revenue increase (30% to 40%)** due to:
  - More payment methods leads to more payments
  - Higher average payment with credit card
  - No piggybacking on time with multi-space meters
  - More parking spaces per block
  - Higher uptime – longer battery life
  - No per transaction fees
- **Easier/faster to maintain**
  - Each kiosk replaces 8-10 single space meters
  - Little to no risk of kiosks being stolen

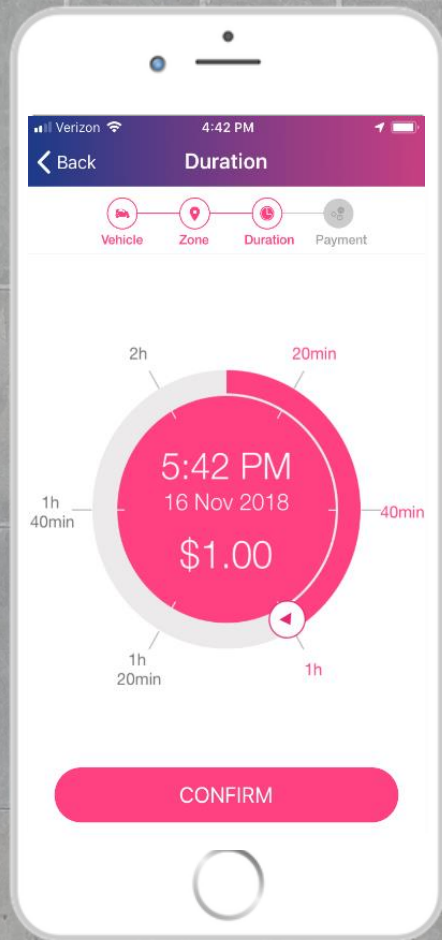


# MANAGEMENT PORTAL

## Current Paid and Historical Occupancy







## KEY FEATURES

- Pay with iOS app, Android app or website
- Customizable time expiration reminders
- Extend payment up to MAX time limit
- GPS based – no zone code entry needed
- Touch/Face ID means no password to remember
- Find my car feature
- Integrated with Flowbird back-office system
- Integrated with 3<sup>rd</sup> party enforcement systems
- White label option

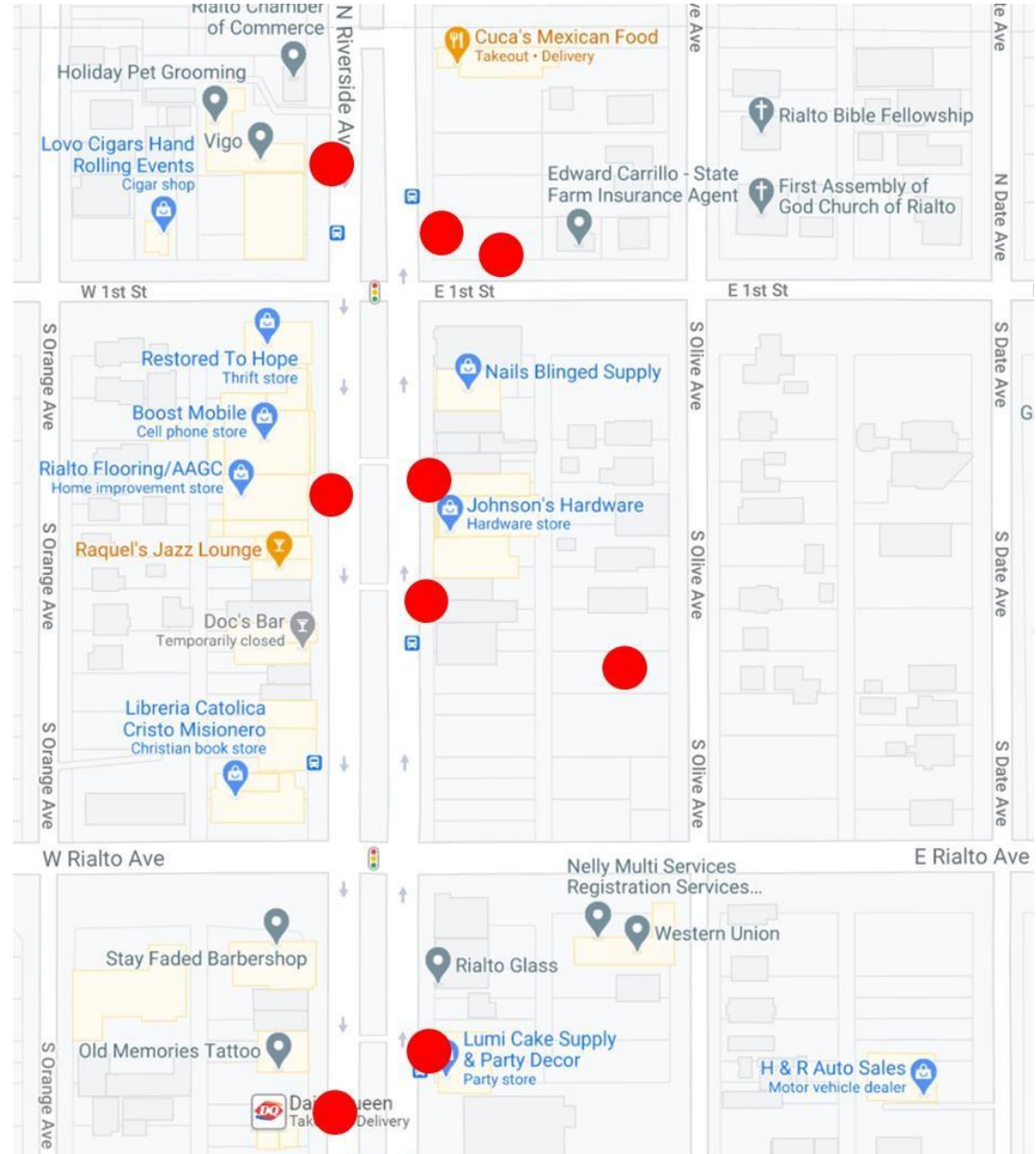




## ••• Paystation Placement and Staffing



# PAYSTATION PLACEMENT

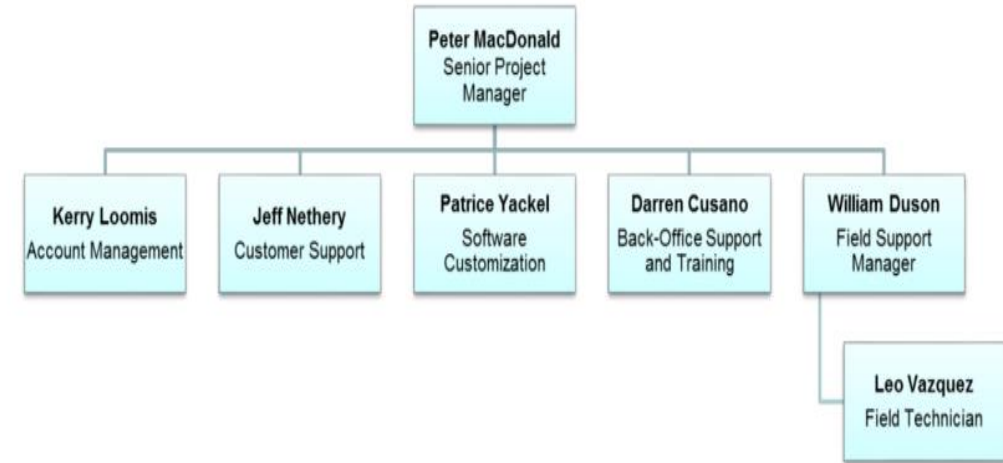




## Sample Project Implementation Timelines

The below schedule is based on an estimated notice to proceed date of May 3, 2021. Actual project implementation schedule will be delivered once contract is awarded. Our schedule can be accelerated if necessary to accommodate the City's needs.

<b>Notice to proceed</b>	<b>May 3, 2021</b>
<b>Project Initiation</b> <ul style="list-style-type: none"> <li>- Kickoff meeting scheduled</li> <li>- Software configuration confirmed</li> <li>- Fee structure and enforcement rules defined</li> <li>- Pay Station/Meter locations determined</li> <li>- Timeline confirmed</li> <li>- Marketing Plan defined</li> <li>- Schedule roll out and training with identified key operational team members</li> </ul>	<b>May 5 through May 14, 2021</b>
<b>Software build and internal testing</b> <ul style="list-style-type: none"> <li>- Pay Station software</li> <li>- Meter software</li> <li>- Mobile app setup</li> <li>- Banking setup</li> <li>- Integration and Back-Office Reporting Setup</li> </ul>	<b>May 17 through June 4, 2021</b>



# PROJECT TEAM & ORGANIZATION



## ••• Pricing Matrix



# FLOWBIRD'S PRICING PROPOSAL



Option #1 Strada Pay Station Monochrome display with full color screen option	Option #2 CWT Touch 9.7" Full Color Touch Screen
\$5,450 per unit	\$6,350 per unit
<b>Hardware options</b> <ul style="list-style-type: none"><li>• Additional coin canisters \$277/unit</li><li>• Contactless payment option \$525/unit</li><li>• Extended hardware warranty \$375/unit</li><li>• 7" full color display option \$450/unit</li><li>• Spare Parts Package (includes main board, coin selector, card reader, printer, display screen) \$5,000</li></ul>	<b>Hardware options</b> <ul style="list-style-type: none"><li>• Additional coin canisters \$277/unit</li><li>• Contactless payment option \$525/unit</li><li>• Extended hardware warranty \$375/unit</li><li>• Spare Parts Package (includes main board, coin selector, card reader, printer, display screen) \$5,000</li></ul>

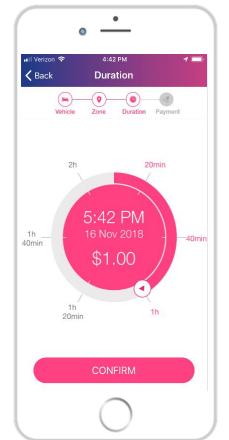


# FLOWBIRD'S PRICING PROPOSAL cont....



- Flowbird Mobile Enforcement
  - No cost for visual enforcement application
- Weekly and Quarterly Maintenance
  - \$24,000 Annually
    - Preventative and Ongoing weekly maintenance provided by Flowbird

- Flowbird Mobile Payment
  - \$0.35 per transaction charged to end user
  - Flowbird will provide signs and stickers
  - No cost to Rialto







THANK YOU!  
ANY QUESTIONS?