



NEORide

CONNECT

Learn how NEORide has leveraged the buying power of transit across the country.

How NEORide Began...





Three Original Members

Established 2014



10 + years later...





11 States

38 Members





Our Achievements

38 Members

NEORide now represents
transit agencies in Ohio,
Kentucky, Michigan, Arkansas,
Iowa, Tennessee, Indiana, Iowa,
Kansas, Missouri and
Pennsylvania

\$20Million

Successfully applied for and
received \$20 million in state
and federal grants

13 Procurements

Competitively bid and awarded
1 joint procurements
leveraging buying power of
multiple agencies

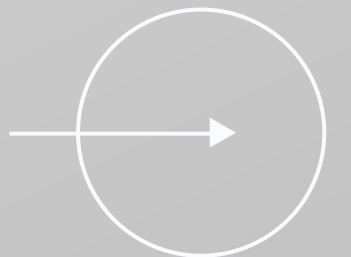
4 Awards

Received 4 national and
international industry awards



How Has NEORide Saved Transits Agencies Money?

Cooperative Procurements



The Cost of Procurements:

- 9-18 months for a procurement
- Legal Fees
- Technical Assistance
- \$300,000+

**Members on Average Save Over 25% -
50% from cooperative purchases**

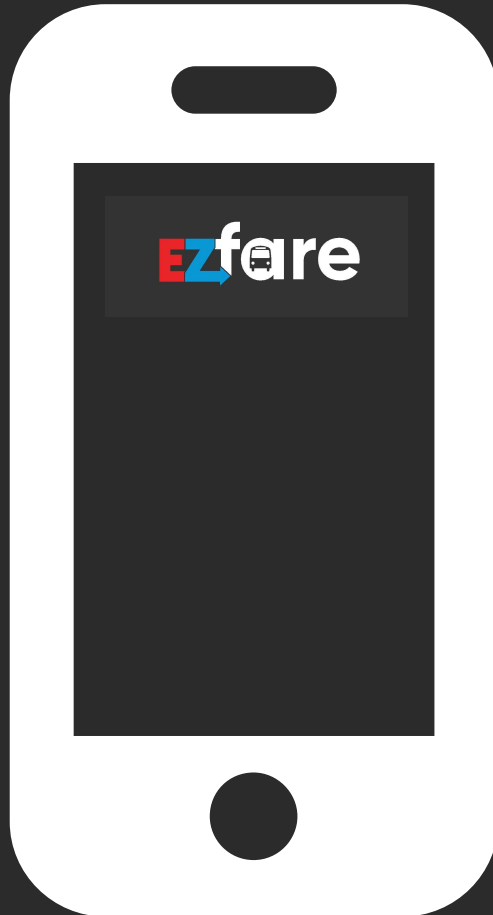
A woman with dark hair, wearing a beige cardigan over a white shirt, is seated and looking down at a smartphone in her hands. She is smiling slightly. In the background, other people are seated, some holding blue folders or tablets. The setting appears to be a modern office or meeting room with large windows in the background.

CASE STUDY



Buy Tickets Anytime, Anywhere

EZfare



Procurement

A single Procurement for all Participating NEORide Agencies



Goals

Develop Payment Platform that Work Across Multiple Agencies Seamlessly



Contract

One Contract was Developed that Applies to all Agencies



Discounted Pricing

Leverage Buying Power for Multiple Agencies

Contracting Process

- NEORide holds a Master Services Agreement
 - Federal Clauses
 - Pricing Terms (Tier Based)
 - 5-year contract
- Members sign Participation Agreements
 - Services being purchased and costs
 - Timeline
 - Accepts terms of MSA
 - Specific Needs of the Agency



Agencies Maintain Autonomy

- Level of service (visual validation, validators, ABT, EMV, etc.)
- Implementation Timeline
- Fare Types and Amounts
- Branding



Regional System

- Multiple Agencies: One System
- Reduces Customer Confusion
- Seamless Integration with Partners (Transit, Moovit, Uber, etc.)
- Shared Marketing Strategy
- Over \$18 million in sales last year!





VENDOR PARTNERS

ORACLE
NetSuite
for Government

NEORide Vendor Partners



Pending Contracts



Membership

- New members must pass a membership resolution accepting NEORide ByLaws
- All Members must be Governmental Agencies (COG Requirements)
- Subject to Membership Dues (tiers based on ridership)
- Each member becomes a voting member of NEORide with an alternate
- Option to join the Executive Board

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WEBSITE

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