Winnipeg Transit Fare Collection Project

May 5, 2026

Winnipeg

Where We Started - The peggo System

- Fare collection system in place since 2013
- Stored value, closed loop
- Special features allow online purchases
- Technology out of date, not meeting customer expectations
- Lack of flexibility to implement fare policy



Where We Are Going – Modern System

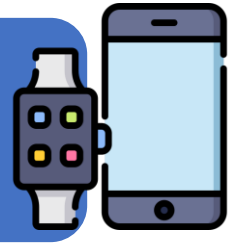
- A new system for digital payments
- The old system for cash and transfers
- More real time, meet expectations



Open (credit / debit) payments



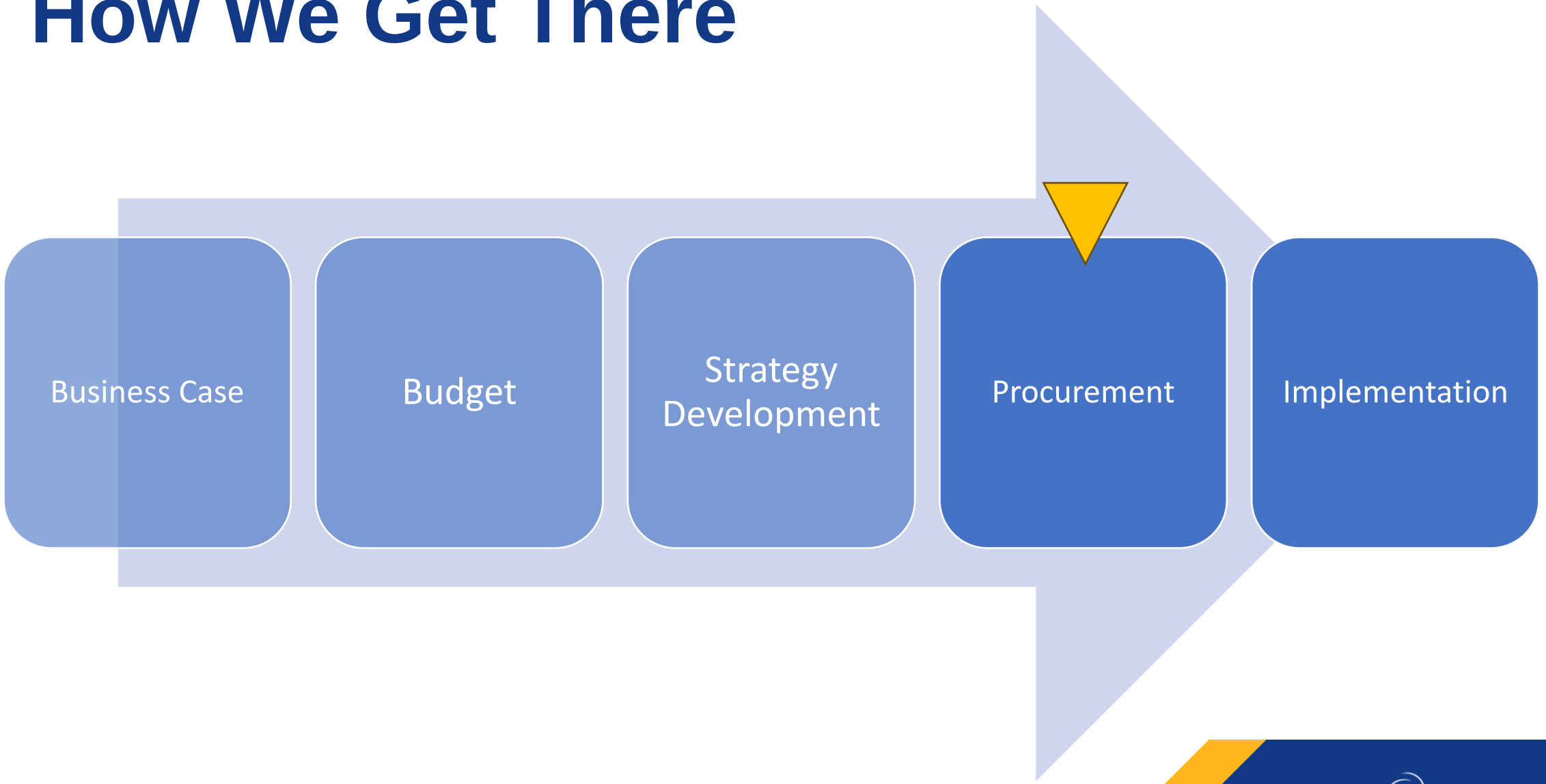
App-based payments



Fare optimization and capping



How We Get There



Procurement – Traditional RFP

- Referred to as “Binding” or “Contract A” RFP
- Designed for construction contracts

Procurement – Traditional RFP

- May not know everything about the market
  - Traditionally helped by RFI / RFQ
- Don’t allow City to negotiate more favourable terms
- Don’t allow City to adjust requirements / expectations
- Black-and-white requirements

Procurement – Negotiated RFP

- Multi-stage process
- Nothing is binding until negotiation
- Each stage:
  - Refines information gathered
  - Generally involves the elimination of one or more bidders
- End up with a short list at the end
- These are the proponents we negotiate with

Procurement – Negotiated RFP process

Stage	Stage 1	Stage 1.5	Stage 2	Stage 3	Stage 4	Stage 5
Name	**Posting on MERX**	**Additional Screening**	**Short List**	**Demonstration**	**Pricing Proposal**	**Negotiations**
Proponents Submit	Initial intent to bid document	Short-form proposal (25 pages)	Detailed written proposal (200 pages)	Detailed, scripted demonstration	Pricing proposal	Contract negotiations proceed
Maximum Remaining Proponents	Unlimited	8	4	3	3	

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Implementation

- In strategy, consultants estimated 12-18 months for implementation
- Starting from the date of award
- Preliminary proposals from bidders had project plans

Thank you

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