Joint Board Meeting
May 9, 2022

Action: Approve ORCA Virtual Card Change Order with INIT / Tap to Pay Development

Purpose: An ORCA virtual card solution will allow customers to set up their smartphone or device as a virtual ORCA card and tap it to ORCA validators as a viable fare payment method, with no physical card required. The development of this solution will be a collaboration between the ORCA Regional Program Team (RPT), INIT and their subcontractors (including website, CRM, and customer and agency mobile apps), and the major mobile app platforms.

The solution provided by the mobile device manufactures changed between the time of proposal and today since this was such a new feature at the time of contract award. The solution provided by the Change Order is much more mature and in use at several agencies around the country.

This action is part one of two planned virtual card actions, covering both the capital project delivery and the operating costs for a ten-year period for INIT and their subcontractors. The ORCA Tap to Pay solutions are anticipated to launch beginning in 2023.

Capital Costs
This initial capital project will cost $984,000. The project delivery costs would be funded from capital project budget contingency.

	CT	ET	KCM	KT	PT	ST	WSF
Share	7.30%	0.80%	57.80%	2.10%	4.40%	26.90%	0.70%
Cost per agency	$71,832	$7,872	$568,752	$20,664	$43,296	$264,696	$6,888

Operating Costs
The annual operating cost of this initial engagement is $245,600 per year, for 10 years, which is budgeted in the 2023 ORCA Operating Budget and forecasted for all future years of operation. This amount will be split per the annual operating shares formula.

Recommendation: The ORCA Director, Regional Program Team, and the ORCA Steering Committee support the approval of this action to engage in the initial Tap to Pay development work.