

Pricing Model

August 2009

TransportMAX provides a unique, flat fee, upfront pricing model for transit agencies and suppliers. Transit agencies need low, straightforward pricing that can be budgeted on an annual basis without unknown percentage charge-backs or estimated savings variables. Suppliers need flexible, flat fee plans that fit their individual business, do not erode profit margins and do not encourage pass-thru or up-charging of the transit agencies on every transaction.

Supplier Plans

Supplier plans include basic fees and optional services (if selected):

Basic Fees	Optional Services
Annual registration Fee (\$25) Waived for DBE/MBE etc...	Catalog Hosting Auctions
Free Services	
Storefront included with selection of any Usage Plan	

Suppliers pay an annual registration fee of \$25, and then pick one of ten flat fee usage plans that best suit their business. The Tier 1 Usage Plan provides up to \$2,500 in online sales and is available to any supplier once in a 12 month period. The Tier 1 Usage Plan is intended to encourage small, infrequent suppliers with low annual transit sales to register while also providing a LOW RISK entry point for any supplier. Larger plans include volume discounts. The supplier fee schedule is shown below.

Supplier Fee Schedule

Tier	Annual Registration Fee	Total Annual TransportMAX Sales (Plan Limit)	Base Rate Supplier Usage Plan Fees	Discounted APTA Supplier Usage Plan Fees	DBE/MBE/etc... Supplier Usage Plan Fees
1	\$25	\$2,500	FREE	FREE	FREE
2	\$25	\$10,000	\$100	N/A	\$50
3	\$25	\$50,000	\$400	N/A	\$200
4	\$25	\$100,000	\$667	N/A	\$334
5	\$25	\$250,000	\$1,333	N/A	\$667
6	\$25	\$500,000	\$2,333	N/A	\$1,167
7	\$25	\$1,000,000	\$4,000	N/A	\$2,000
8	\$25	\$2,500,000	\$8,333	N/A	\$4,167
9	\$25	\$5,000,000	\$13,333	N/A	\$6,667
10	\$25	\$10,000,000	\$20,000	N/A	\$10,000

Terms

General

- All suppliers are charged an annual \$25 Membership Fee (except DBE/MBE or other underutilized business entities as noted above) and are required to select a usage plan.
- Except as otherwise provided for in the User Agreement, all Usage Plans require an annual (12 month) contract, are non-refundable and do not guarantee receipt of any sale on the marketplace.
- Sales on the marketplace accrue against a supplier's usage plan based on the "online award"¹ of an RFQ, independent of a formal purchase order from the buying organization.
- Suppliers can change or terminate plans at any time provided their current contract is paid in full.
- Tier 1 Usage Plan provides suppliers with up to \$2,500 in sales on the marketplace free of charge and can be selected only once in a 12 month period.
- If a supplier exceeds the Tier 1 sales limit they are automatically renewed at Tier 2.
- Tier 2 through Tier 10 usage plans automatically renew (at the same tier) at the end of the contract period or when the plan limit is exceeded, whichever comes first.

Payment

- Annual membership fees must be paid in full by invoice.
- Tier 2 through Tier 4 plans must be paid in full by invoice.
- Tier 5 through Tier 10 can be paid in full or can be paid in quarterly installments in advance by invoice. In the case of quarterly installments, any outstanding usage plan fees are due and payable upon upgrading or termination of the usage plan.

Catalog Sales

- All suppliers have access to free catalog hosting on TransportMAX.
- Sales on the marketplace accrue against a supplier's usage plan based on the "online purchase"¹ of a catalog item, independent of a formal purchase order from the buying organization.

Transit Agency Plans

Transit agency plans include a single annual membership fee.

Annual Transit Agency User Membership Fee (Ranked by Annual Operating Expense for previous year)	Membership Fee
Tier 1 - OPEX over: \$100M	\$20,000
Tier 2 - OPEX between: \$50M - \$100M	\$13,333
Tier 3 - OPEX between: \$25M - \$50M	\$6,667
Tier 4 - OPEX between: \$10M - \$25M	\$3,333
Tier 5 - OPEX between: \$5M - \$10M	\$1,333
Tier 6 - OPEX under: \$5M	\$667

The first annual contract for any transit agency includes 13 months of service for the regular fee. Other services included in the Annual Membership Fee are:

- Jumpstart Program, including:
 - User Training
 - Administration Profile Check
 - Time-Saving Elements Package
 - Supplier Enablement Planning
 - Integration Planning Overview
- Access to customer care (8 am – 8 pm EST)

¹ “Online Award”, “Online Purchase” is defined as a transaction completed on the marketplace. TransportMAX is not responsible for differences between an “Online Award”, “Online Auction” and the final purchase order from the buyer.

² TransportMAX partners and affiliates are independent entities operating on their own behalf.