

Regional Capital Cost Comparison (in \$M)

<u>Category</u>	<u>Legacy ORCA</u>	<u>Legacy ORCA Cost</u> (in 2009 dollars)	<u>Legacy ORCA Cost</u> (in 2021 dollars)*	<u>next generation ORCA</u>	<u>next gen ORCA Estimate</u> (in 2021 dollars)
Vending Machines	Scheidt & Bachmann contract	\$ 12.91	\$ 18.41	INIT contract [^]	\$ 14.45
Other Equipment, Installation, Eng. Services & Software+	Vix contract: validators, control units, customer service terminals, handheld units, etc.	\$ 40.61	\$ 57.90	INIT contract [^] : validators, control units, customer service terminals, etc. Also includes separate Retail Network, Merchant Bank, and Data Contracts	\$ 38.12
Sales Tax	Tax rates vary across counties	\$ 1.31	\$ 1.87	Tax rates vary across counties	\$ 3.25
Startup/Transition	ORCA was a greenfield project; no transition costs	\$ -	\$ -	New transition costs which include costs paid to the Legacy vendor	\$ 3.76
Regional Staffing	2.5 FTEs; other staff time was not billed to the region and are not part of this estimate	\$ 2.94	\$ 4.44	Ranging from 2 to 7.5 FTEs at various points in the project, based on need	\$ 6.31
Consultant Support	Included technical consultant	\$ 1.24	\$ 1.77	Includes technical consultant, data consultant, and QA for the full program	\$ 5.62
Change Orders & Amendments	Issued between 2009 and 2018	\$ 4.20	\$ 5.02	To date, no change orders have been issued, but will come from contingency	\$ -
Contingency	Allocated into the above costs	\$ -	\$ -	20% contingency reserved, if needed	\$ 14.30
TOTAL		\$ 63.21	\$ 89.41		\$ 85.81

* Inflation rates used are 3.00% for general and Vix CPI, and 3.50% for payroll inflation, with a lower inflation rate used for change orders

[^] These costs do not factor in the near doubling of required equipment quantities between 2009 and 2021 (182%)

+ Some installation and other ORCA-dependent projects are not part of the regional cost, but factored into some agencies' own capital budgets

** These costs do not factor in the additional features that we're getting as part of next gen ORCA (mobile app, more retail locations, etc.)

Regional Operating Cost Comparison (Annual Cost Equivalent, in \$M)

<u>Category</u>	<u>Legacy ORCA</u>	<u>Legacy ORCA Cost</u> (in 2017 dollars)	<u>Legacy ORCA Cost</u> (in 2023 dollars)*	<u>next generation ORCA</u>	<u>next gen ORCA Estimate</u> (in 2023 dollars)
Staff/FTEs	12.75 FTEs: KCM & ST resources	\$ 1.46	\$ 1.79	15 FTEs: regional resources	\$ 2.28
System O&M	Includes all Vix and Scheidt & Bachmann O&M costs	\$ 3.92	\$ 4.68	Includes INIT O&M, back office hosting, data platform, escrow, licenses, etc.	\$ 3.98
Retail Network	Commission on retail sales	\$ 0.24	\$ 0.42	Contract mgmt, system mgmt, card distribution, commission on retail sales	\$ 1.00
Fare Media	Physical cards for customers	\$ 1.26	\$ 1.26	Physical cards and all retail packaging	\$ 0.63
TOTAL		\$ 6.88	\$ 8.16		\$ 7.89

* Inflation rates used are 3.00% for general and Vix CPI, and 3.50% for payroll inflation, with no inflation tied to fare media

** Merchant bank costs are not yet included, as the contract is not yet procured, though there are estimated to be equivalent costs between Legacy and next gen ORCA