

To: Marketing, Planning, & Legislative Committee

Date: July 30, 2015

From: Anne Muzzini

Reviewed by:

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### **SUBJECT: Clipper Marketing Update**

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#### **Summary of Issues:**

County Connection staff has been meeting with the MTC Clipper marketing team in anticipation of the launch of Clipper on the East Bay bus systems. Following is a description of the activities planned.

#### **Soft Launch Activities/Materials:** Revenue ready through mid-January 2016

##### Outreach

- MTC marketing teams will assist agency staff in outreach and education activities that include in-person presence at key transit stops and hub locations such as BART stations, Park 'n Ride lots, and transit centers to educate existing riders that Clipper is now available on their buses
- MTC will distribute regional news releases and PR stories
- Clipper launch will be promoted on social media by MTC and agencies
- Agency micro-sites on clippercard.com will go live, with links to each agency's website
- Each agency will be provided with 500 adult Clipper Cards for promotional use

##### Print Materials

- "Clipper in the East Bay" brochures provided to agencies for distribution
- "Getting Started with Clipper" take-ones provided to agencies for distribution
- Clipper card sleeves provided to agencies for distribution with promotional cards as well as cards sold through ticket offices

##### Signage

- Interior Bus Cards will be produced and provided to all agencies
- Decals for bus windows and ticket offices
- Transit Information Displays at BART stations will be updated to include participation of East Bay operators in the Clipper program

#### **Hard Launch Activities/Materials:** Mid-January through mid-March 2016

##### Paid Advertising

- Radio Campaign (broadcast and digital)
- Social Media Campaign – Facebook, Twitter, Instagram

- Other channels to be determined
- BART Advertising – number of ads is yet to be determined

**Co-Op Advertising:**

- Exterior Bus Advertising – Projected available space on the four agency fleets committed by Lamar Transit Advertising include: 6 King ads, 21 Queen ads, and 12 tail ads. MTC will possibly supplement with paid advertising
- BART Advertising – MTC will negotiate with BART to have some free station advertising in conjunction with a planned media contract. The numbers are yet to be determined.

**Customer Service Training**

MTC will conduct training sessions with each agency's customer service staff in two phases. The first phase will include basic training on the different Clipper cards, how they work, and account management. The second phase will include training for ticket sales staff to include how to properly register the cards, add value, check the status of account values, and when to refer cardholders or callers to the Clipper customer service staff.

**Recommendation:**

For information only

**Financial Implications:**

Most of the above costs will be covered by MTC. Any other activities that County Connection chooses to employ will be taken from the Promotions budget.