

To: Board of Directors

Date: February 8, 2016

From: Anne Muzzini, Director of Planning and Marketing

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**Subject: Waysine Solar Signage**

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**Background:**

Installing real time signage has several challenges. County Connection staff has been reluctant to implement a program because BART has a large project slated for the stations and we wanted to see how that went. In addition, there are concerns about maintenance cost and vandalism issues.

Real time signage depends on having a cell service at the site, and a real time feed. BART has indicated that they want to use the MTC 511 real time information feed, and currently County Connection is not on the 511 real time system. We have a grant to fund the writing of code to translate our API into the 511 flavor, and it is expected that Clever Devices will have the work finalized in February of 2016.

The Waysine product is unique in that it is solar powered and easily mounts on a bus stop pole. In addition, the company has responded to our concerns about maintenance and has offered a lease arrangement whereby maintenance, replacement, and repair is provided. A specification sheet is attached.

**Waysine Proposal:**

The cost for installing 20 signs, providing AVL integration, and set up would be \$22,000. The annual cost for a 5 year lease would be \$38,000 a year. Year One would cost \$58,000; Year Two through Five would cost \$38,000. The annual cost includes cell service, AVL updates, monitoring, repair and replacement for damage.

**Recommendation and Funding:**

In recent years MTC has allocated some federal funds for their TPI (transportation productivity improvement) projects – capital projects that improve productivity. In 2014 and 2015 County Connection was allocated approximately \$300,000 and we expect this program to continue. Funds were identified for the 511 real time conversion, bus stop access improvements, and Remix planning software.

A Waysine demonstration project of 20 signs over 5 years would be eligible for the existing bus stop access improvement funds as well as future TPI funds. In addition, \$255,000 Lifeline Prop 1 B funds in the last cycle were obtained for bus stop access improvements. The Waysine project could be funded from this existing source as well. Currently shelter replacements in Concord and Pleasant Hill are being funded from the Lifeline funding.

Bus Stop Access Funding

PTMISEA (Lifeline)	\$255,199
2014 TPI	\$180,000
<u>2015 TPI</u>	<u>\$285,000</u>
Total	\$720,199

Committed

Concord and Pleasant Hill shelter replacement      \$183,800

Remaining Available: \$536,399

Staff recommended to the O&S Committee that a lease agreement be executed with Waysine for 20 signs; the lease would not exceed \$58,000 in the first year and \$22,000 each of the next four years. Funding to pay for the first year will be taken from the State PTMISEA source. **The Committee supported the project and recommends that the Board authorize the General Manager to enter into a 5 year lease that will total \$146,000 over the term.** Funds from the PTMISEA and TPI funds will be used to pay for the system. If federal funds are used, it will be necessary to compose a sole source justification, which is easily done, given Waysine is the only pole mounted solar real time sign available on the market.

# WaySine Dynamic Message Solar Signs

## FEAURES & BENEFITS

- Solar powered with long-life battery backup
- Completely wireless – does not require power or data infrastructure
- ADA compliant annunciator supports up to 9 concurrent languages
- Communicates via 900 Mhz ISM radio, cellular or wifi for lowest data costs
- Easy to install in just minutes using simple hand-held tools.
- Available for emergency or PSA messages
- Vandalism & theft resistant with 3M graffiti tear-off sheets and GPS tracking
- Easily managed from a single administrative dashboard - WayManager.
- Low maintenance – designed to last up to ten years in severe weather
- Built-in diagnostics monitor power, display segments, temperature and other features to provide early failure detection.



WaySines are extremely affordable, lightweight LCD solar signs featuring a unique unibody design that is stronger & more efficient than traditional solar signs. Our signs feature front and back solar panels, front LED lighting to enhance night visibility, batteries and antenna - all built into a compact NEMA 4x compliant aluminum case to provide protection from the harshest environments.

WaySines display real-time arrival information via WayManager, our back office application that accepts files complying with Google's GTFS and GTFS- Real Time specifications.

## System Specifications

	2-Line Display	4-Line Display
Dimensions	16" H x 18" W x 6"D	20" H x 18" W x 6"D
Weight	9 lbs.	13 lbs.

**Operating Temperature:** -4 to 158 Fahrenheit  
**Humidity:** 10-100%

**Housing:** IP65, UV-proof, NEMA 4X compliant, extruded aluminum with silver/black finish

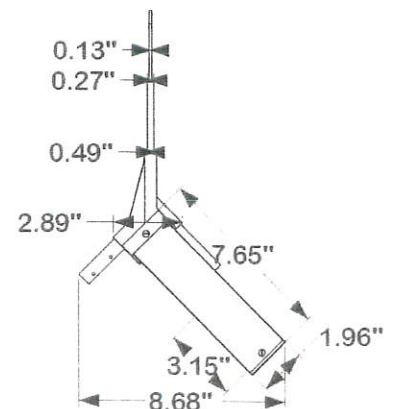
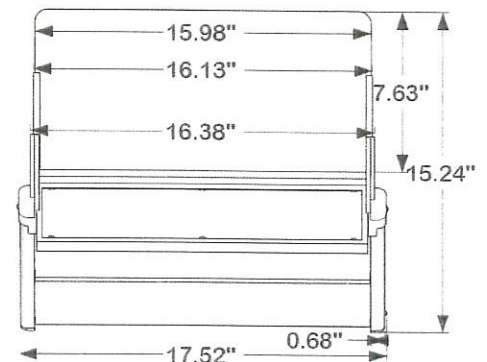
**Display:** LCD, 1 x 16 Characters per display line, 2" Character Height

**Communications Technology:** 900MHz ISM Radio, WiFi, Quad Band Cellular

**Solar Power:** 2 panels of 20 monocrystalline silicon cells, tempered glass, aluminum frame. Expose to direct sunlight for maximum charge.

**Solar panel dimensions:** 3.93" H x 15.75" W x 0.6" D

**Battery:** Lithium Iron Phosphate (LiFePO4); guaranteed minimum of 2000 full charge-discharge cycles. Estimated life of up to 10 years.



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