

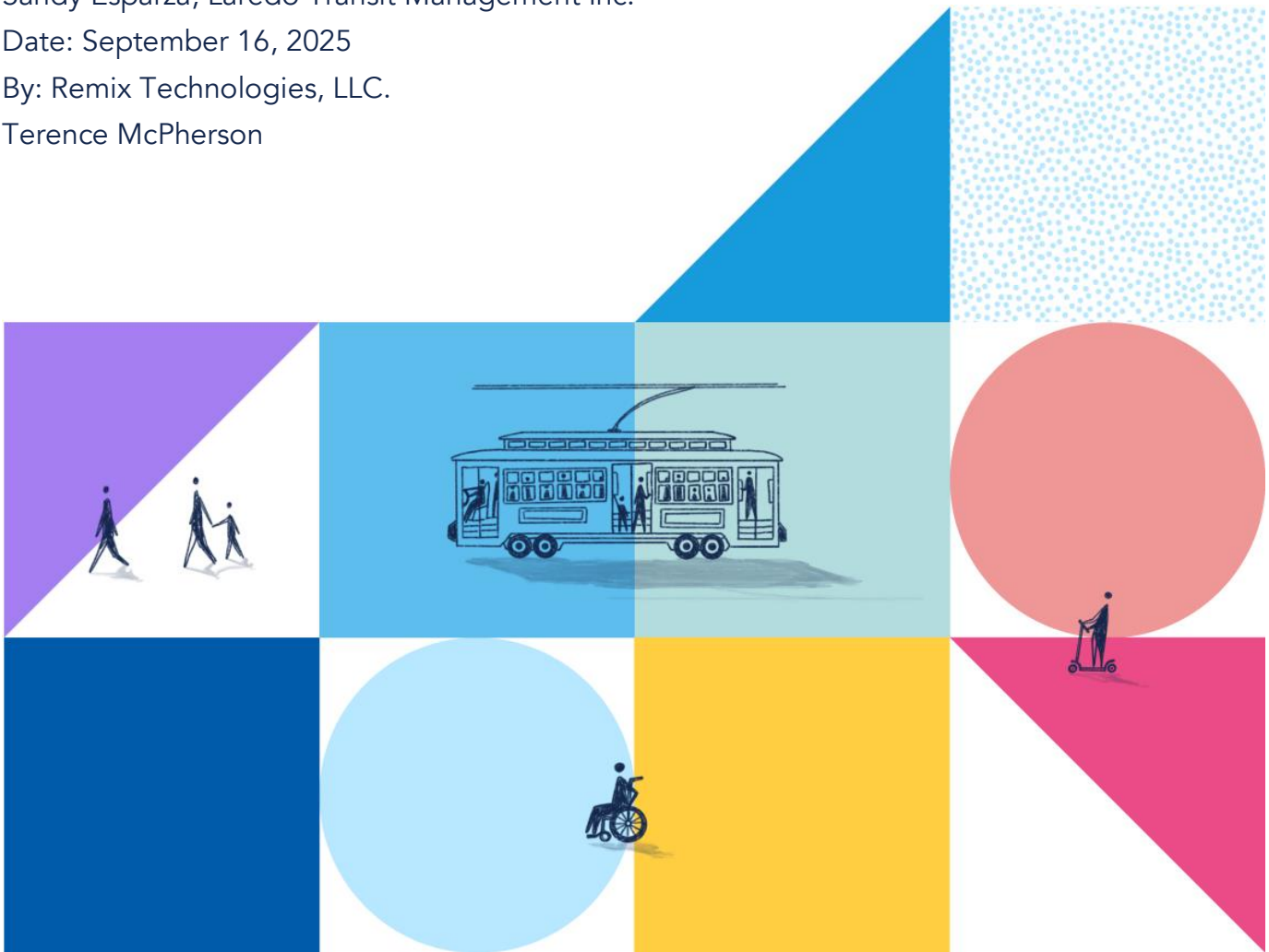
# Remix Proposal for Laredo Transit Management Inc.

Sandy Esparza, Laredo Transit Management Inc.

Date: September 16, 2025

By: Remix Technologies, LLC.

Terence McPherson



# About Remix

Our vision is to empower cities to manage all aspects of transportation and create equitable, safe, and accessible outcomes.

Remix is the only company that brings together the complete transportation picture in a single software platform. We build products that help cities develop the best transportation outcomes for their communities. The company was founded in 2014 out of Code for America, and has partnered exclusively with government agencies since its founding.

Our technology enables you to see your data in one place, plan a holistic network, and build consensus across stakeholders. Remix focuses on technology and expertise that enables transportation professionals to do their best work through easy-to-use, visual tools to analyze and design more livable cities, where multiple modes of transportation can thrive.

Over 375 governments around the world leverage Remix's transportation platform. We bring the unique expertise of working directly with over 11,000 transportation professionals to build a cloud-based software platform that helps local governments build more livable communities. In 2021, we joined the Via Transportation, Inc. family and now have a global community of over 600 customers around the world.

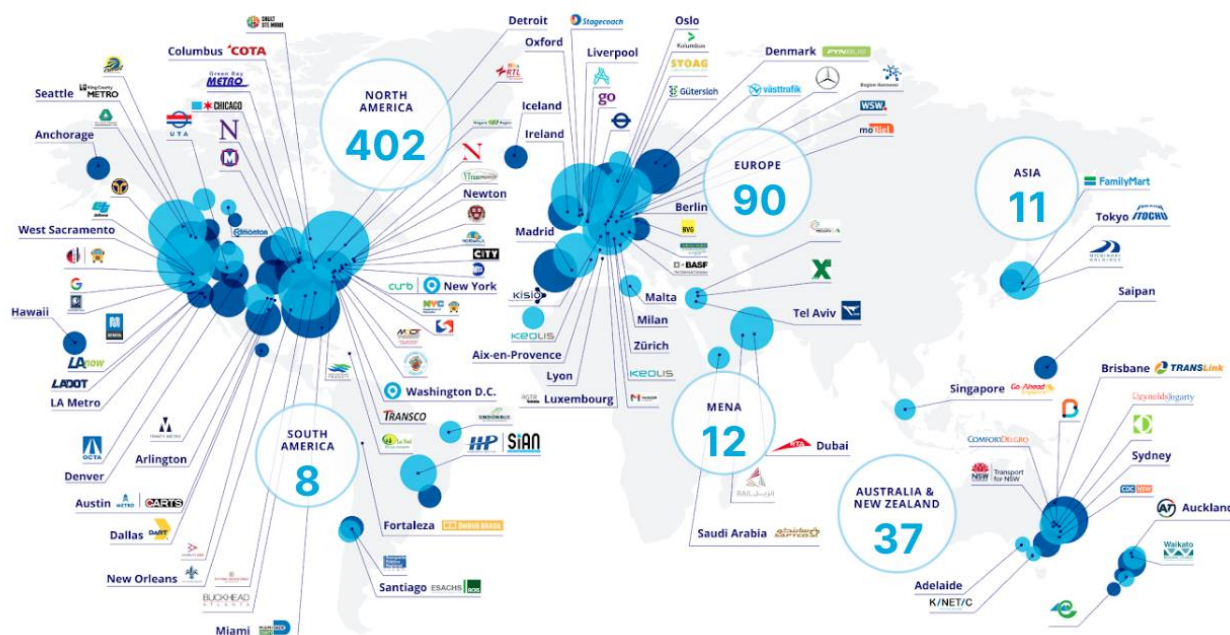
Our global footprint informs our impact

**600+ cities and agencies choose Via for delivering public mobility.**

**600+**  
Partners

**40**  
Countries

**500+**  
Engineers



## Product Overview

The core data platform enables three distinct workflows for transportation professionals and decision-makers, powered by open data and open source tools. By pulling data insights into the planning process, local governments can design better transportation networks, safer, more multimodal streets, and seamless integration between public and private transportation.



### EXPLORE

**Access and visualize all of your transportation data first**

Gather context and explore problems through quick insights for custom-drawn and existing geographical boundaries



## TRANSIT PLANNING + SCHEDULING

### Plan transit from vision through implementation

Design, evaluate, and collaborate all in one place - from a small detour to a full system redesign, and everything in between. Once your plan is set, take your vision through to blocking, runcutting, and rostering.



## STREET DESIGN

### Design streets for the multimodal city

Explore new street design concepts, use data to inform decisions, and move your ideas forward, faster.



## ON-DEMAND PLANNING

### Plan an integrated network across modes

Coordinate a multimodal transportation network that fit the diversity of your community, while understanding the impacts to operational constraints.

# Remix Planning Proposal for Laredo Transit Management Inc.

Prepared for Sandy Esparza, Laredo Transit Management Inc. By Terence McPherson, Remix (terence.mcpherson@ridewithvia.com).  
Date: September 16, 2025

## What do I get with a Remix Planning License?

A full transit planning platform for your entire agency. It's an annual subscription for unlimited users, and includes:

- Fast and accurate sketch planning using existing stop infrastructure
- Instant demographic impact analysis
- Instant cost estimates
- Customizable vehicle blocking for accurate cost estimates
- Unlimited exports (excel, shapefile, KML, frequency-based GTFS, high-resolution image)
- Unlimited custom data layers (polygon-based shapefiles)
- Unlimited GTFS uploads
- Public engagement and share features
- Travel-time isochrone visualizations
- Title VI Engine (US) - generate a service equity analysis in less than 10 minutes
- Timetables – generate and customize timepoints and segment-level runtimes
- Export timetables into excel
- Consistent and regular product improvements / feature launches
- Full Google ready GTFS creation and editing capabilities, including calendaring

## Customer support?

Our Success Team brings years of transit experience and works with you to develop a customized Success Plan. Each plan has three parts:

1. **Onboarding & Training (First 60 Days):** Immediate access to the Remix platform. Immediate access to written & visual guides on Remix's Help Site. Kickoff meeting with a dedicated Partner Success Manager to understand your agency's goals. Tailored, "Remix 101", virtual training. Access to recording of training.
2. **Plan (Months 2+):** Bring your plans to life with Remix. Ongoing support through Remix's Zendesk support portal. Product webinars, office hours, and specialized training sessions available online.
3. **Measure Results (Months 6+):** Check-in with your Partner Success Manager to measure ROI, review new features, and align on future goals to ensure Remix continues to deliver value.

## Technical requirements?

Remix is entirely web-based and software-as-a-service (SaaS).

- Everything is in the cloud -- no installations or downloads. Can access from anywhere.
- Every user gets a login + password
- Remix works on the latest version of Google Chrome, Microsoft Edge, and Firefox
- Agency-wide annual subscription -- no maintenance fees.

# Remix Scheduling Proposal for Laredo Transit Management Inc.

Prepared for Sandy Esparza, Laredo Transit Management Inc. By Terence McPherson, Remix (terence.mcpherson@ridewithvia.com).  
Date: September 16, 2025

## What do I get with a Remix Scheduling License?

**A full transit scheduling platform for your entire agency. It's an annual subscription for unlimited users, and includes:**

- Interactive blocking to finalize vehicle assignments
- Unlimited excel reports for daily vehicle assignments, driver assignments, and roster-style bidding
- Dynamic runcutting interface for multiple schedule generation
- Optimization for peak bus count, costs, overtime, straight runs, and/or crew count
- Operator and labor-friendly schedules
- Cafeteria/roster-style bidding with intuitive and informational bid sheets for operators
- Relief-vehicle logistics
- Easy to read, detailed printable paddles for operators
- Customizable timepoints to keep operators on schedule
- GTFS export for mobile rider applications
- Integration with a variety of AVL and farebox systems, including Syncromatics, AVAIL, Double Maps, and Transdev VDS

## Customer support?

Our Success Team brings years of transit experience and works with you to develop a customized Success Plan. Each plan has three parts:

1. Onboarding & Training (First 60 Days): Immediate access to the Remix platform. Immediate access to written & visual guides on Remix's Help Site. Kickoff meeting with a dedicated Partner Success Manager to understand your agency's goals. Labor rule and timetable review with dedicated Scheduling launch manager. Personalized training on all components of the Scheduling platform.
2. Schedule (Months 2+): Bring your bid to life with Remix. Ongoing support through Remix's Zendesk support portal. Product webinars, office hours, and specialized training sessions available online.
3. Measure Results (Months 6+): Check-in with your Partner Success Manager to measure ROI, review new features, and align on future goals to ensure Remix continues to deliver value.

## Technical requirements?

Remix is entirely web-based and software-as-a-service (SaaS).

- Everything is in the cloud -- no installations or downloads. Can access from anywhere.
- Every user gets a login + password
- Remix works on the latest version of any browser
- Agency-wide annual subscription -- no maintenance fees.

## Renewal #1 of the Remix Services Order

Remix Technologies LLC ("**Remix**") and Laredo Transit Management Inc ("**Customer**" and together with Remix, the "**Parties**") have entered into an agreement titled Remix Services Agreement (the "**Agreement**") dated as of October 25, 2022. Upon execution of this Renewal (the "**Renewal**"), the Parties agree to the following:

1. **Renewal.** With effect from November 1, 2025 (the "**Effective Date**") the Parties hereby agree to extend the duration of the Agreement beyond its original duration from the Effective date for a period of 3 years until October 31, 2028.
2. **Price.** The Parties hereby agree to the following price structure:

|                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|--------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Remix Transit Planning Platform License and Remix Scheduling Platform License</b> | <p><b>Total Contract Value: \$151,200 USD / 3 years based on a fixed route fleet of 29.</b></p> <ul style="list-style-type: none"> <li>➤ 2025 - 2026 <ul style="list-style-type: none"> <li>○ Planning: \$22,400 USD per year</li> <li>○ Scheduling: \$26,500 USD per year</li> </ul> </li> <li>➤ 2026 - 2027 <ul style="list-style-type: none"> <li>○ Planning: \$23,100 USD per year</li> <li>○ Scheduling: \$27,300 USD per year</li> </ul> </li> <li>➤ 2027 - 2028 <ul style="list-style-type: none"> <li>○ Planning: \$23,800 USD per year</li> <li>○ Scheduling: \$28,100 USD per year</li> </ul> </li> </ul> <p>Pricing valid if signed by October 31, 2025.</p> <p><b>Includes:</b></p> <ul style="list-style-type: none"> <li>● Remix licenses for an unlimited number of users within organization.</li> <li>● Software as a Service (SaaS): fully hosted, cloud-based web platform.</li> <li>● Platform functionality as described in the Agreement with continuous improvements released throughout the course of the contract</li> <li>● Dedicated Customer Success staff</li> <li>● Premium Enterprise Support: response to requests in 3 business days</li> </ul> |
| <b>Marketing Terms</b>                                                               | <p>Willingness to work with Remix to develop a case study, mutually agreeable press release, ability to use Customer as a reference.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>Additional Services</b>                                                           | <p>Customer acknowledges that additional services, such as access to Company's (including its affiliates) proprietary technology platform used to establish, monitor, operate and/or manage fixed-route and demand responsive transit networks, may be</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |

|                      |                                                                                           |
|----------------------|-------------------------------------------------------------------------------------------|
|                      | added to this Agreement at an additional cost during the Term.                            |
| <b>Payment Terms</b> | Fees invoiced annually in advance of access, payable in 30 days from the date of invoice. |

3. **Conflicts, Use of Terms, Governing Law.** Capitalized terms used but not defined herein have the meanings set forth in the Agreement. Except as expressly provided herein, the terms and conditions of the Agreement remain unchanged. This Renewal will be governed by the same law as the Agreement.

## REMIX TECHNOLOGIES LLC

## LAREDO TRANSIT MANAGEMENT INC

By:

By:

Name:

Name: Dr. Victor D. Treviño

Title:

Title: Mayor

Date:

Date: 10/20/2025

### Remix Billing Information

Attn

Accounts Receivable

Address

114 Fifth Avenue, Floor 17  
New York, NY 10011

Email

AR@ridewithvia.com

### Customer Billing Information

Attn

Sandy Esparza

Address

401 Scott St., Laredo, TX 78040

Email

sesparza@ci.laredo.tx.us

Phone

956-795-2288 ext. 130

ATTEST:

MARIO I. MALDONADO JR.  
CITY SECRETARY

APPROVED AS TO FORM:

BY  
DOANH "ZONE" T. NGUYEN  
CITY ATTORNEY