

RESOLUTION 26-42 – AUTHORIZING AN AGREEMENT BETWEEN THE DELAWARE RIVER AND BAY AUTHORITY AND TRUFFLE SYSTEMS TO PROVIDE A NEW POINT-OF-SALE SYSTEM FOR CAPE MAY-LEWES FERRY VESSELS

WHEREAS, The Delaware River and Bay Authority (the “Authority”) is a bi-state Authority of the State of Delaware and the State of New Jersey, created by compact, that operates and maintains the Cape May-Lewes Ferry (“CMLF”); and

WHEREAS, the Authority seeks to purchase a modern, reliable and marine-grade food and beverage Point of Sale system (hereinafter, the “POS System”) to replace the outdated concession system that is currently being used on CMLF vessels; and

WHEREAS, the Authority publicly advertised a Request for Proposals (“RFP”) for the POS System in compliance with Resolution 24-17, as amended, which governs the Authority’s public solicitation and approval thresholds for all purchases; and

WHEREAS, the Authority received eight (8) responses to the RFP and performed a preliminary evaluation of each proposal and ranked each response in accordance with the advertised selection criteria and selected the top five (5) respondents to interview for further consideration; and

WHEREAS, following the interviews and a final evaluation of the top five (5) respondents, the proposal submitted by Truffle Systems (“Truffle”) was awarded the most favorable ranking, and the Authority conducted an analysis of the firm’s estimated fees to provide the POS System, the total of which is not to exceed Ninety-Two Thousand Four Hundred Dollars (\$92,400.00), and has determined such fees to be fair and reasonable; and

WHEREAS, with the consent of the Chairman and Vice-Chairman of the Board of Commissioners, the Authority desires to enter into a Contract with Truffle to provide the Ferry POS System; and

WHEREAS, the Projects Committee has reviewed this recommendation and concurs; and

THEREFORE, BE IT RESOLVED, that the Executive Director is hereby authorized to finalize the terms and conditions of a Contract with Truffle to provide the POS System to the Authority, and to have such Contract executed by the Executive Director or his assignee.

Resolution 26-42 Executive Summary Sheet

Resolution: Authorizes an agreement between the Authority and Truffle Systems to provide a new Point-of-Sale system for ferry vessels

Committee: Projects Committee

**Committee/
Board Date:** September 15, 2026

Purpose of Resolution:

The Authority seeks to purchase a modern, reliable and marine-grade food and beverage Point-of-Sale system to replace the outdated concession system that is currently being used on CMLF vessels.

Background for Resolution:

The following firms submitted a proposal in response to the RFP; Firms noted with an asterisk were short-listed:

Agilysys*
Anchor Operating System*
Cinchio Solutions
Common CENTS Solutions
DBS*
FSH Technologies
Toast*
Truffle Systems*

A Consultant Selection Committee performed an evaluation of each submission and utilized the advertised evaluation criteria to establish a ranked list and short-listed the top five submissions for interviews. Following interviews the top five firms were reevaluated and Truffle receiving the highest ranking. The Authority conducted an analysis of the firm's proposed fees for the Services and has determined them to be fair and reasonable.

The procedures leading to this Resolution followed the requirements of Resolution 24-17, which governs the Authority's solicitation and approval thresholds for all purchases.