New York State Joint Legislative Budget Hearing on Transportation
January 24, 2024

TESTIMONY OF DAVID BASIL
PRESIDENT & CEO OF TERRAGO TECHNOLOGIES

Senator Krueger, Assemblymember Weinstein and members of the Legislature, I thank you for holding this important public hearing to discuss the proposed fiscal year 2025 (FY 2025) Executive Budget for Transportation.

TerraGo Technologies is a software company with a strategic focus on local and state government infrastructure and the provider of the world's leading Smart Cities application platform. Today, our software manages over 7 million streetlights, traffic signals, video cameras, air quality sensors, electric vehicle chargers and more. TerraGo has received numerous industry awards for improving infrastructure maintenance, reducing energy costs, and lowering the carbon footprint for leading global cities including Chicago, London, Baltimore, Glasgow, Philadelphia, Vancouver and many more. While our platform flexibly scales to support the largest cities, TerraGo improves the efficiency of infrastructure maintenance for cities of all sizes. For example, in the State of New York, TerraGo has already helped the cities of Troy and Cohoes, and the towns of Clifton Park and Cortlandville, reduce their streetlight energy costs by over 70%.

Today's testimony will focus on the impacts of the Executive Budget proposal on the need to deploy a new modern, cloud-based Repair Management System (RMS) in New York City to better maintain traffic signals and streetlights, providing improved services for these safety-critical assets, massive budgetary savings and environmental benefits. This software will benefit the New York State Department of Transportation (NYSDOT) as well as the transportation infrastructure maintenance of municipalities throughout the State of New York by realizing approximately $100 million in savings for the City of New York and surrounding municipalities that adopt RMS. Without this system, NYCDOT will lag other leading smart cities and continue throwing money away keeping the legacy TERMS system "on life support."

Please be advised that in August of 2022, NYCDOT released a very comprehensive Request for Proposal (RFP) (reference 84122P0014: Traffic Signals and Street Lighting Repair Management System). This RFP asked bidders to provide a complete repair management software system for the traffic signals and streetlights in the City of New York. As the clear world leader in this market, TerraGo provided a robust response that met and exceeded the stated requirements while providing clear, measurable, and massive budgetary savings. Following the submission of vendor proposals, but prior to the award of this RFP, we received a notice that the procurement was *cancelled* in July of 2023, also stating that the NYCDOT planned to release a revised solicitation in the following months.

New York City must be provided the resources required to realize a modern, mobile system to manage the critical infrastructure of NYC traffic signals and streetlights. Failure to do so will result in New York State having to sink hundreds of millions of dollars more into New York City, rather than taking a proactive step to save $100 million that New York State can allocate to other important matters statewide.

TerraGo is unmatched and unchallenged as the undisputed market leader in this space. TerraGo is the right choice. There are simply no firms that can match TerraGo in this domain based on any objective evaluation of company experience, software capability, technical solution or pricing.   Nobody else can do what we do at the price we do it for, which is confirmed by our successful, satisfied, 100% referenceable customers around the world.

TerraGo will deliver massive, measurable savings for NYCDOT. We estimate TerraGo will deliver over **$100 million in cost savings in the first 5 years**. We will do so at a far lower price than any custom software developers, system integrators, or enterprise platforms.   NYC will realize over $20 million in savings starting in year one, delivering cost benefits far sooner with the rapid deployment of TerraGo's no-code platform than possible with other traditional vendors.   NYC can then reinvest cost savings enabled by TerraGo for allocation to other programs, thus relying less on New York State funds, and freeing up investment to improve other city services and creating more jobs for NYC.

Moreover, TerraGo's system fully expands opportunities for minority and women entrepreneurs. TerraGo will create new high-paying, high-tech, future-proof, six-figure NYC jobs with TerraGo staff positions. TerraGo will also generate opportunities for our NYC-based partners to fill even more high-paying jobs with sought after tech skills and generous benefit packages.

Thank you again for this opportunity to provide testimony on this subject that is so critical for the State of New York. Please let me know if you have any questions or would like further information.

DAVID BASIL
President & CEO.