



CITY COUNCIL MEMORANDUM

FROM: The Office of the City Manager **DATE:** October 13, 2025

SUBJECT: Consider a Professional Services Agreement for the Open Rewards Shop Local Program to Blutot Technologies, Inc. in an amount not to exceed \$104,740.

PRESENTER: Craig Hulse, Director of Economic Development

SUMMARY:

Year after year, citizen surveys consistently show that food service establishments, particularly restaurants—are the most desired type of business. We recognize that current economic conditions, especially inflation, have impacted both the food service industry and consumers' wallets. The purpose of this agenda item is to consider an agreement with Blutot Technologies, Inc. to provide their cloud-based software to support the second year of the City's popular Restaurant Rewards Program.

GENERAL DESCRIPTION:

Blutot's Open Rewards is a mobile application that tracks purchases within the community when users upload their receipts. Funded through the City's Promotional Fund, the program rewards a percentage of each customer's purchase via their preferred payout method (e.g., Venmo, PayPal, check, etc.).

This contract is necessary to support the Restaurant Rewards Program, which is scheduled to run from January 1 to April 30, 2026, offering 10% cash back on all purchases made at NRH food service establishments. No action is required from participating restaurants, as all administration is handled by Blutot.

The sole-source platform subscription is \$4,740, and the City will provide a rewards fund not to exceed \$100,000, which will be held in a Blutot account for distribution. Any unused funds at the end of the program will be returned to the City, with the option to extend the program until the funds are fully expended.

Open Rewards Subscription:	\$4,740
Rewards Fund:	<u>Not to Exceed \$100,000</u>
Total:	\$104,740



RECOMMENDATION:

Approve a Professional Services Agreement with Bludot Technologies, Inc. in an amount not to exceed \$104,740.