

RESOLUTION NO. 2023-54

AUTHORIZING CONTRACT NO. 2023-65 WITH EDM TECHNOLOGY, INC. FOR THE PURCHASE OF MAGNETIC FARE MEDIA, AS REQUIRED, FOR A PERIOD OF THREE YEARS, WITH TWO ADDITIONAL ONE-YEAR OPTIONS, IN AN AMOUNT NOT TO EXCEED \$650,865.00 FOR THE BASE TERM AND IN AN AMOUNT NOT TO EXCEED \$226,573.50 FOR EACH OPTION YEAR, FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$1,104,012.00 (GENERAL FUND, REVENUE DEPARTMENT BUDGET)

WHEREAS, the Greater Cleveland Regional Transit Authority ("Authority") requires a vendor to supply magnetic polyester non-thermal cards, paper thermal cards, and polyester thermal fare cards to dispense from electronic fareboxes and ticket vending machines; and

WHEREAS, this procurement was divided into two sections and vendors were able to bid on one or both of the sections; and

WHEREAS, the total bid of EDM Technology, Inc., located at 210 Old Thomasville Rd, High Point, NC 27260, for the furnishing of magnetic fare media, was received on June 14, 2023, at unit prices resulting in an amount not to exceed \$650,865.00 for the base three years and in an amount not to exceed \$226,573.50 for each of two option years, for a total contract amount not to exceed \$1,104,012.00; and

WHEREAS, the General Manager, Chief Executive Officer deems the total bid of EDM Technology, Inc. to be the lowest responsive bid from a responsible bidder and recommends acceptance thereof by the Board of Trustees.

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of the Greater Cleveland Regional Transit Authority, Cuyahoga County, Ohio:

Section 1. That the bid of EDM Technology, Inc. for the furnishing of magnetic fare media, as specified and as required, be and the same is hereby accepted as the lowest responsive bid from a responsible bidder.

Section 2. That the General Manger, Chief Executive Officer be and she is hereby authorized to enter into a contract with EDM Technology, Inc. for the furnishing of magnetic fare media, as specified and as required, for a period of three years with the authority to exercise two, additional one-year options.


Section 3. That said contract shall be funded through the General Fund, Revenue Department budget, in an amount not to exceed \$650,865.00 for the three base years and in an amount not to exceed \$226,573.50 for each of two option years, for a total contract amount to exceed \$1,104,012.00.

Section 4. That said contract shall be binding upon and an obligation of the Authority contingent upon future funding, compliance by the contractor to the Specifications and Addenda, if any; the Affirmative Action Plan adopted by the Board of Trustees; bonding and insurance requirements and all applicable laws relating to contractual obligations of the Authority.

Section 5. That the Greater Cleveland Regional Transit Authority's Board of Trustees expects that EDM Technology, Inc. will attempt to exceed the 0% minimum DBE goal assigned to this procurement.

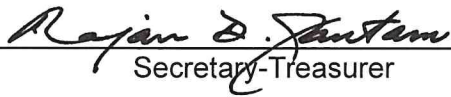
Section 6. That this resolution shall become effective immediately upon its adoption.

Adopted: July 25, 2023



President

Attest:



Secretary-Treasurer



TITLE/DESCRIPTION: CONTRACT: MAGNETIC FARE MEDIA	Resolution No.: 2023-54
VENDOR: EDM TECHNOLOGY INC.	Date: July 20, 2023
AMOUNT: NTE \$650,865.00 FOR THE BASE THREE YEAR TERM, WITH TWO ADDITIONAL ONE-YEAR OPTIONS NOT TO EXCEED \$226,573.50 PER YEAR, FOR A TOTAL CONTRACT NOT TO EXCEED \$1,104,012.00	Initiator: Revenue Department
ACTION REQUEST: <input checked="" type="checkbox"/> Approval <input type="checkbox"/> Review/Comment <input type="checkbox"/> Information Only <input type="checkbox"/> Other _____	

- 1.0 PURPOSE/SCOPE: This resolution will allow the Greater Cleveland Regional Transit Authority (“Authority”) to enter into a contract with EDM Technology, Inc. for the purchase of fare media cards, as required, for a period of three years, with two additional one-year options.
- 2.0 DESCRIPTION/JUSTIFICATION: The Authority requires fare media cards compatible with their fareboxes and ticket vending machines used for fare collection throughout the Authority. Cards require either thermal or non-thermal coating. This contract includes magnetic plastic non-thermal cards, magnetic paper thermal cards, and magnetic plastic thermal cards.
- 3.0 PROCUREMENT BACKGROUND: The Invitation for Bids (“IFB”) was posted on the Authority’s Procurement website and advertised in the local newspapers. Notifications were sent out to fourteen interested parties, and eight interested parties accessed and/or downloaded the solicitation. Two responsive bids were received on June 14, 2023 as follows:

Company	Section 1 Base 3 Years	Section 1 Two Option Years	Section 1 Total
EDM Technology, Inc.	\$142,500.00	\$100,000.00	\$242,500.00
Magnetic Ticket & Label	\$241,749.00	\$169,301.00	\$411,050.00

Company	Section 2 Base 3 Years	Section 2 Two Option Years	Section 2 Total
EDM Technology, Inc.	\$508,365.00	\$353,147.00	\$861,512.00
Magnetic Ticket & Label	No-Bid	No-Bid	No-Bid

EDM Technology, Inc. was determined to be a responsible bidder. The total bid amount not to exceed \$1,104,012.00 is 4.3% above the estimate.

- 4.0 AFFIRMATIVE ACTION/DBE BACKGROUND: All Affirmative Action requirements have been met. A 0% DBE goal was established for this procurement due to a lack of certified DBE firms.
- 5.0 POLICY IMPACT: Does not apply.
- 6.0 ECONOMIC IMPACT: This procurement will be funded through the General Fund, Revenue Department budget, in an amount not to exceed \$650,865.00 for the base three-year contract, and in an amount not to exceed \$226,573.50 for each of two option years, for a total contract amount not to exceed \$1,104,012.00.
- 7.0 ALTERNATIVES: Reject this bid. Rejection of this bid would delay product delivery and prevent the sale of various magnetic strip passes and farecards distributed at retail stores, by customer service, and online that are used with the electronic fareboxes and ticket vending machines.
- 8.0 RECOMMENDATION: This procurement was discussed by the Board of Trustees at the July 18, 2023 Organizational, Services & Performance Monitoring Committee meeting. It is recommended that the bid of EDM Technology, Inc. be accepted and the resolution passed authorizing the General Manager, Chief Executive Officer to enter into a contract.
- 9.0 ATTACHMENTS: None

Recommended and certified as appropriate to the availability of funds, legal form and conformance with the Procurement requirements.


General Manager, Chief Executive Officer