

RESOLUTION 2004- 70

**AUTHORIZING CONTRACT 2004-008 WITH BRINKS, INC. TO PROVIDE REVENUE COLLECTION SERVICES FOR A PERIOD OF THREE YEARS WITH TWO ONE-YEAR OPTIONS, IN AN AMOUNT NOT TO EXCEED \$1,460,368.00 FOR THE BASE TERM AND AN AMOUNT NOT TO EXCEED \$506,616.00 FOR THE FIRST OPTION YEAR AND AN AMOUNT NOT TO EXCEED \$514,183.00 FOR THE SECOND OPTION YEAR (GENERAL FUND – REVENUE DEPARTMENT BUDGET)**

WHEREAS, the Authority requires the services of a revenue collection company; and

WHEREAS, the proposal of Brinks, Inc., located at 1607 St. Clair Avenue, Cleveland, Ohio 44114 to provide revenue collection services for a period of three years with two one-year options was received March 15, 2004; and

WHEREAS, after negotiations, Brinks, Inc., has offered to provide such service at rates resulting in an amount not to exceed one million, four hundred sixty thousand, three hundred sixty-eight & 00/100 dollars (\$1,460,368.00) for the base three years and an amount not to exceed five hundred six thousand, six hundred sixteen & 00/100 dollars (\$506,616.00) for the first option year and an amount not to exceed five hundred fourteen thousand, one hundred eighty three & 00/100 dollars (\$514,183.00) for the second option year; and

WHEREAS, the General Manager/Secretary-Treasurer deems the negotiated offer of Brinks, Inc., to be in the best interest of the Authority, price and all other factors considered, 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 offer of Brinks, Inc., as negotiated, to provide revenue collection services, as required, for a period of three years with two one-year options be and the same is hereby accepted.

Section 2. That the General Manager/Secretary-Treasurer of the Authority be and he is hereby authorized to enter into a contract with Brinks, Inc. to provide revenue collection services, as required, for a period of three years with the right to exercise the option for two (2) additional one (1) year periods.

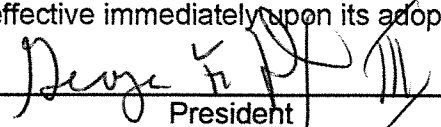
Section 3. That said contract shall be payable out of the General Fund, Revenue Department budget, in an amount not to exceed one million, four hundred sixty thousand, three hundred, sixty-eight & 00/100 dollars (\$1,460,368.00) for the base three years.

Section 4. That said contract shall be binding upon and an obligation of the Authority contingent upon appropriation of funds for future years; compliance by the contractor to the Specifications and Addenda thereto, if any, the Affirmative Action Plan adopted by the Board of Trustees in Resolution 2003-107; 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 expect Brink's 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: May 18, 2004

  
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President

Attest:   
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CEO/General Manager/Secretary-Treasurer



<b>TITLE/DESCRIPTION:</b> AUTHORIZING CONTRACT 2004-008 WITH BRINKS, INC. TO PROVIDE REVENUE COLLECTION SERVICES FOR A PERIOD OF THREE YEARS WITH TWO ONE-YEAR OPTIONS, IN AN AMOUNT NOT TO EXCEED \$1,460,368.00 FOR THE BASE TERM AND AN AMOUNT NOT TO EXCEED \$506,616.00 FOR THE FIRST OPTION YEAR AND AN AMOUNT NOT TO EXCEED \$514,183.00 FOR THE SECOND OPTION YEAR (GENERAL FUND – REVENUE DEPARTMENT BUDGET)	<b>Resolution No.:</b> 2004- 70
	<b>Date:</b> May 13, 2004
	<b>Initiator:</b> Revenue Department
<b>ACTION REQUEST:</b> <input checked="" type="checkbox"/> Approval <input type="checkbox"/> Review/Comment <input type="checkbox"/> Information Only <input type="checkbox"/> Other _____	

- 1.0 **PURPOSE/SCOPE:** This action will allow the Authority to enter into a contract for the furnishing of revenue collection services, as required, for a period of three years with two one-year options for renewal.
- 2.0 **DESCRIPTION/JUSTIFICATION:** The Revenue Department is responsible for the coordination and control of the contractor for the pickup, delivery, processing and depositing of revenues collected throughout the Authority. The contract is necessary for the proper handling and audit tracking of these revenues.
- 3.0 **PROCUREMENT BACKGROUND:** Requests for Proposals were sent to four potential vendors. On March 15, 2004, two proposals were received. After evaluation by a panel of Authority employees in accordance with established Procurement policies and procedures, and after negotiations, the proposal of Brinks, Inc. was selected as the most advantageous to the Authority. Negotiations with this proposer resulted in a not to exceed amount that is 2% less than their original proposal and 1% below the current cost. Brinks, Inc. has also committed to provide service for the two one-year options with a 1.5% increase per year. Brinks, Inc. is the incumbent and has satisfactorily performed revenue collection services for the Authority. Brinks, Inc. is the oldest and largest provider of Armored Car Services operating in 47 countries. In Northern Ohio, they provide Armored Transportation and vaulting services, ATM services, Currency Processing services and Coin Processing services, among others.  
  
 A cost analysis has been performed and the Procurement Department has determined that the pricing of Brinks, Inc. is fair and reasonable to the Authority.
- 4.0 **AFFIRMATIVE ACTION/DBE BACKGROUND:** All Affirmative Action requirements have been met. A 0% DBE goal was established for this procurement due to the lack of subcontracting opportunities
- 5.0 **POLICY IMPACT:** Does not apply.
- 6.0 **ECONOMIC IMPACT:** This contract will be funded through the General Fund, Revenue Department budget, in an amount not to exceed one million, four hundred sixty thousand, three hundred sixty-eight & 00/100 dollars (\$1,460,368.00) for the base three years. This negotiated price is approximately 7% below the amount budgeted for this project. Should the General Manager/Secretary-Treasurer exercise the options, funding authorization for the option terms will be through the Board approved budget for the appropriate years.
- 7.0 **ALTERNATIVES:** Reject this offer. Rejection of this offer will leave the Authority without critical revenue collection services causing delays in the daily collection of monies.

8.0 RECOMMENDATION: It is recommended that the offer of Brinks, Inc. be accepted and the resolution passed authorizing the General Manager/Secretary-Treasurer 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.

  
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CEO, General Manager/Secretary-Treasurer