

RESOLUTION NO. 2020-6

AUTHORIZING CONTRACT NO. 2019-131 WITH BRINK'S, INC. TO PROVIDE REVENUE COLLECTION AND PROCESSING SERVICES (ARMORED TRANSPORTATION SERVICES) TO THE AUTHORITY, AS REQUIRED, FOR A PERIOD OF THREE YEARS IN AN AMOUNT NOT TO EXCEED \$1,116,236.70 FOR THE BASE THREE YEARS, AND IN AMOUNTS NOT TO EXCEED \$388,932.97 AND \$398,922.03 FOR THE TWO OPTION YEARS, RESPECTIVELY, FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$1,904,091.70 FOR THE FIVE YEAR PERIOD (GENERAL FUND, REVENUE DEPARTMENT BUDGET)

WHEREAS, the Authority requires revenue collection and processing services; and

WHEREAS, the proposal of Brink's, Inc., located at 1422 Superior Avenue, Cleveland, Ohio 44114, to provide revenue collection and processing services for a period of three years with two, one-year options, was received on November 21, 2019; and

WHEREAS, Brink's, Inc. has offered to provide the service at rates resulting in an amount not to exceed \$1,116,236.70 for the base three years, and in amounts not to exceed \$388,932.97 and \$398,922.03 for each option year, respectively, for a total contract amount not to exceed \$1,904,091.70 for the five year period; and

WHEREAS, the General Manager, Chief Executive Officer deems the offer of Brink's Inc. to be in the best interest of the Authority, price and 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 Brink's, Inc. to provide revenue collection and processing services, as required, for a period of three base years, with two, one-year options be and the same is hereby accepted.

Section 2. That the General Manager, Chief Executive Officer of the Authority be and she is hereby authorized to enter into a contract with Brink's, Inc. to provide revenue collection and processing services for a period of three years, with the right to exercise the two, one-year options.

Section 3. That said contract shall be payable from the General Fund, Revenue Department budget in an amount not to exceed \$1,116,236.70 for the base three years, and in amounts not to exceed \$388,932.97 and \$398,922.03 for the two option years, respectively, for a total contract amount not to exceed \$1,904,091.70 for the five year period.

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 in Resolution No. 2015-76; 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 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: January 21, 2020

  
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President

Attest:   
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Interim Secretary-Treasurer



<b>TITLE/DESCRIPTION:</b> <b>CONTRACT:</b> REVENUE COLLECTION AND PROCESSING SERVICES (ARMORED TRANSPORTATION SERVICES) FOR A PERIOD OF THREE YEARS WITH TWO, ONE-YEAR OPTIONS  <b>VENDOR:</b> BRINK'S, INC. <b>AMOUNT:</b> NTE \$1,116,236.70 FOR THE BASE THREE YEARS, AND IN AMOUNTS NTE \$388,932.97 AND \$398,922.03 FOR THE TWO OPTION YEARS, RESPECTIVELY, FOR A TOTAL CONTRACT AMOUNT NTE \$1,904,091.70 FOR THE FIVE YEAR PERIOD	<b>Resolution No.:</b> 2020-6
	<b>Date:</b> January 16, 2020
	<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 three-year contract, with two (2) one-year options, to obtain revenue collection and processing services, as required.
  
- 2.0 **DESCRIPTION/JUSTIFICATION:** The Revenue Department is responsible for the coordination and control of the contractor for pick-up, delivery, processing, and depositing of revenues collected at eight (8) locations throughout the Authority. This is a recurring contract and is necessary for the proper handling and audit tracking of this revenue.
  
- 3.0 **PROCUREMENT BACKGROUND:** The Request for Proposal (RFP) was posted on the GCRTA Procurement web site and advertised in the local newspapers. Twenty-five (25) prospective proposers reviewed the solicitation and a single proposal was received. After evaluation by a panel of Authority employees in accordance with established Procurement Department policies and procedures, and after negotiations, the proposal of Brink's, Inc. to provide revenue collection and processing services was selected as advantageous to the Authority.  
  
 A cost analysis was performed and the Procurement Department has determined the negotiated price of Brink's, Inc. to be 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 certified DBE firms.
  
- 5.0 **POLICY IMPACT:** Does not apply.
  
- 6.0 **ECONOMIC IMPACT:** The procurement will be funded through the General Fund, Revenue Department budget, in an amount not to exceed \$1,116,236.70 for the base three years, and in amounts not to exceed \$388,932.97 and \$398,922.03 for the two option years, respectively, for a total contract amount not to exceed \$1,904,091.70 for the five-year period. The contract price is approximately 6% below the cost estimate.
  
- 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 revenue.

- 8.0 RECOMMENDATION: This procurement was discussed at the January 7, 2020 Organizational Services & Performance Monitoring Committee meeting. It is recommended that the offer of Brink's, 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.

  
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General Manager, Chief Executive Officer