

RESOLUTION NO. 2020-86

AUTHORIZING CONTRACT NO. 2020-129 WITH ELECTRONIC DATA MAGNETICS, 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 \$552,987.00 FOR THE BASE TERM AND IN AN AMOUNT NOT TO EXCEED \$184,329.00 FOR EACH OPTION YEAR, FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$921,645.00 (GENERAL FUND, REVENUE DEPARTMENT BUDGET)

WHEREAS, the Greater Cleveland Regional Transit Authority requires a vendor to supply magnetic polyester non-thermal cards, paper thermal cards, and polyester thermal fare cards to dispense from the GFI electronic fareboxes; and

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

WHEREAS, a single bid was received from Electronic Data Magnetics, Inc. for this solicitation for both sections; and

WHEREAS, negotiations were then held with Electronic Data Magnetics, Inc.; and

WHEREAS, the bid of Electronic Data Magnetics, Inc. located at 210 Old Thomasville Rd, High Point, NC 27260, for the furnishing of magnetic fare media, was received on November 3, 2020, at unit prices resulting in an amount, after negotiations, not to exceed \$552,987.00 for the base years and in an amount not to exceed \$184,329.00 for each option year for a total contract amount not to exceed \$921,645.00; and

WHEREAS, the General Manager, Chief Executive Officer deems the bid of Electronic Data Magnetics, 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 Electronic Data Magnetics, 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 Manager, Chief Executive Officer be and she is hereby authorized to enter into a contract with Electronic Data Magnetics, 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.

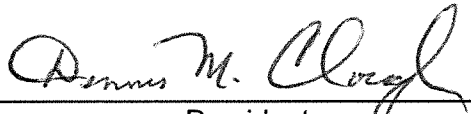
Section 3. That said contract shall be funded through the General Fund, Revenue Department budget, in an amount not to exceed \$552,987.00 for the three base years and an amount not to exceed \$184,329.00 for each option year for a total contract amount not to exceed \$921,645.00.

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 Electronic Data Magnetics, 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: November 17, 2020



President

Attest: 

Interim Secretary-Treasurer




TITLE/DESCRIPTION: CONTRACT: MAGNETIC FARE MEDIA VENDOR: ELECTRONIC DATA MAGNETICS, INC. AMOUNT: NTE \$552,987.00 FOR THE BASE THREE YEAR TERM, WITH TWO ADDITIONAL ONE-YEAR OPTIONS NOT TO EXCEED \$184,329.00 PER YEAR, FOR A TOTAL CONTRACT NOT TO EXCEED \$921,645.00	Resolution No.: 2020-86
	Date: November 12, 2020
	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 action will allow the Authority to enter into a contract with Electronic Data Magnetics, 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 using both paper and polyester cards that are encoded on the magnetic strip for use with the GFI Electronic fareboxes. Some cards require thermal printing while others require only press printing without thermal coating. This action includes magnetic plastic non-thermal cards, magnetic paper thermal cards, and magnetic plastic thermal cards.
- 3.0 **PROCUREMENT BACKGROUND:** The Invitation for Bid (IFB) was posted on the GCRTA Procurement web site and advertised in the local newspapers. Notifications were sent out to four prospective bidders and eleven interested parties accessed and/or downloaded the solicitation and one responsive bid was received. Electronic Data Magnetics, Inc. was determined to be a responsible bidder. A price analysis was performed, and after negotiations with the single bidder, the Procurement Department has determined the total price not to exceed \$552,987.00 for the base three-year term, with two additional one-year options not to exceed \$184,329.00 per year, for a total contract amount not to exceed \$921,645.00 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:** This procurement will be funded through the General Fund, Revenue Department budget, in an amount not to exceed \$552,987.00 for the base three-year contract, and in an amount not to exceed \$184,329.00 for each option year, for a total contract amount not to exceed \$921,645.00. This negotiated amount is within 1.3% of the independent cost estimate of \$910,000.00.
- 7.0 **ALTERNATIVES:** Reject this offer. Rejection of this offer would delay the 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 GFI Electronic fareboxes, faregates, and other related fare collection equipment.

- 8.0 RECOMMENDATION: It is recommended that the bid of Electronic Data Magnetics, 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