

RESOLUTION NO. 2021-45

AUTHORIZING THE EXERCISE OF OPTION YEAR TWO OF TWO UNDER CONTRACT 2016-140 WITH PASSPORT LABS, INC., fka PASSPORT PARKING, INC., FOR THE PURCHASE OF A MOBILE TICKETING SOLUTION IN AN AMOUNT NOT TO EXCEED \$96,000.00 (GENERAL FUND, INNOVATION & TECHNOLOGY DEPARTMENT BUDGET)

WHEREAS, the Authority has identified the need to continue providing its customers with mobile ticketing service; and

WHEREAS, Resolution 2017-008 authorized Contract No. 2016-140 with Passport Parking, Inc. for the purchase of a mobile ticketing solution for a base three-year period with two, one-year options; and

WHEREAS, Passport Parking, Inc. has since changed its name to Passport Labs, Inc.; and

WHEREAS, Resolution 2020-038 authorized the exercise of option year one of two to Contract No. 2016-140 to continue providing customers with a mobile ticketing solution; and

WHEREAS, Passport Labs, Inc., with offices located at 128 S. Tyron Street, Suite 2200, Charlotte, NC 28202, has offered to provide mobile ticketing solution services under option year two of two in a negotiated amount not to exceed \$96,000.00; and

WHEREAS, the General Manager, Chief Executive Officer deems the offer of Passport Labs, Inc., as negotiated, to be advantageous to the Authority, cost 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 Passport Labs, Inc., to provide mobile ticketing solution services under option year two of two, 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 exercise option year two of two under Contract No 2016-140 with Passport Labs, Inc. to provide funding for an additional year of mobile ticketing solution services.

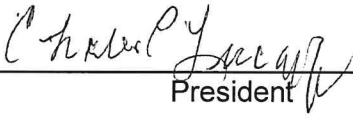
Section 3. That the contract option will be funded through the General Fund, Innovation & Technology Department budget, in an amount not to exceed \$96,000.00, for a total contract amount not to exceed \$605,500.00.

Section 4. That said contract shall be binding upon and an obligation of the Authority contingent upon compliance by the contractor with 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 all terms and conditions of the original contract remain unchanged.

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

Adopted: May 25, 2021



President

Attest: 

Secretary-Treasurer



TITLE/DESCRIPTION: CONTRACT: AUTHORIZING THE EXERCISE OF OPTION YEAR TWO OF TWO UNDER CONTRACT 2016-140 FOR THE PURCHASE OF A MOBILE TICKETING SOLUTION		Resolution No.: 2021-45
VENDOR: PASSPORT LABS, INC., fka PASSPORT PARKING, INC.		Date: May 20, 2021
AMOUNT: NTE \$96,000.00 FOR OPTION YEAR TWO OF TWO		Initiator: Innovation & Technology 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 exercise option year two of two for its mobile ticketing solution.

2.0 DESCRIPTION/JUSTIFICATION: The Authority has been utilizing a mobile ticketing solution since July 2016, beginning with a pilot program. After a competitive negotiated procurement, the Authority entered into an agreement for a base three-year period with two, one-year options exercisable after review and concurrence by the Board of Trustees. Exercising option year two of two will allow the Authority to continue providing customers with the benefit of a mobile ticketing solution.

3.0 PROCUREMENT BACKGROUND: On February 21, 2017, the Authority awarded Contract 2016-140 to Passport Parking, Inc. for a mobile ticketing solution for a base three-year period with two, one-year options. Resolution 2017-008 authorized the contract and funding of the initial base three-year period. It was requested that each of the option years be brought to the Board of Trustees for approval based off the success of the three-year base period. Ticket sales via the mobile ticketing solution have exceeded expectations throughout the base three-year period. During the three-year base term, Passport Parking, Inc. rebranded and changed their name to Passport Labs, Inc. Option year one of two was exercised by Resolution 2020-38 in May 2020.

This resolution will authorize the exercise and funding for option year two of two in order to continue providing a mobile ticketing solution. The not to exceed amount of \$96,000.00 was previously negotiated prior to the execution of the contract.

A cost analysis has been performed, and the Procurement Department has determined that the price is fair and reasonable to the Authority. Mobile ticketing sales have exceeded expectations. The negotiated not to exceed amount has benefited the Authority with mobile ticket sales consistently exceeding the capped billable amount since year one.

4.0 AFFIRMATIVE ACTION/DBE BACKGROUND: All Affirmative Action requirements have been met. A 5% DBE goal was established for this procurement February 2017. Passport Labs, Inc. had agreed to maintain the established DBE participation goal through the use of its existing DBE firms.

- 5.0 POLICY IMPACT: Does not apply.
- 6.0 ECONOMIC IMPACT: The contract option will be funded through the General Fund, Innovation & Technology Department budget, in an amount not to exceed \$96,000.00, for a total contract amount not to exceed \$605,500.00 over the five (5) year term.
- 7.0 ALTERNATIVES: Reject this offer. Rejection of this offer would result in the possibility of a temporary gap or the complete loss in the ability for the Authority to provide mobile ticketing to its customers.
- 8.0 RECOMMENDATION: This contract option was discussed by the Board of Trustees at the May 11, 2021 Organizational, Services & Performance Monitoring Committee meeting. It is recommended that the negotiated offer of Passport Labs, Inc. be accepted and the resolution passed authorizing the General Manager, Chief Executive Officer to exercise option year two to this 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