

RESOLUTION NO. 2021-102

AUTHORIZING CONTRACT NO. 2021-103 WITH APPLIED GRAPHICS LTD. FOR THE PROCUREMENT OF BUS EXTERIOR GRAPHICS PRODUCTION AND INSTALLATION SERVICES OF UP TO 80 CNG COACHES OVER A FIVE (5) YEAR TERM, AND FOR FUNDING IN AN AMOUNT NOT TO EXCEED \$89,460.00 FOR THE FIRST 20 CNG COACHES (RTA DEVELOPMENT FUND, CURRENT AND FUTURE FUNDING, FLEET MANAGEMENT DEPARTMENT BUDGET)

WHEREAS, the Greater Cleveland Regional Transit Authority requires the procurement of bus exterior graphics production and installation services; and

WHEREAS, the proposal of Applied Graphics, Ltd., located at 1717 McCarrick Parkway Mansfield, Ohio 44903, for the procurement of bus exterior graphics production and installation services for up to 80 CNG coaches at unit prices of \$4,473.00.00 for year one, \$4,509.00 for year two, \$4,545.00 for year three, \$4,582.00 for year four, and \$4,619.00 for year five, for a total negotiated contract price not to exceed \$362,550.00 over the five (5) year term, was received on August 27, 2021; and

WHEREAS, Applied Graphics, Ltd has offered to provide bus exterior graphics production and installation services on the first 20 CNG coaches, at a unit price of \$4,473.00, for a total amount not to exceed \$89,460.00, with the remainder of 60 CNG coaches to be completed over the remaining five year term of the contract; and

WHEREAS, the General Manager, Chief Executive Officer deems the proposal of Applied Graphics, Ltd., to be the most advantageous proposal 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 proposal of Applied Graphics, Ltd. for the procurement of bus exterior graphics production and installation services over the five (5) year term of the contract be and the same is hereby accepted.

Section 2. That the General Manager, Chief Executive Officer be and she is hereby authorized to enter into a contract with Applied Graphics, Ltd., to provide bus exterior graphics production and installation services on up to 80 CNG coaches over the five (5) year term of the contract.

Section 3. That the General Manager, Chief Executive Officer be and she is hereby authorized to purchase bus exterior graphics production and installation services for the first 20 CNG coaches.

Section 4. That the General Manager, Chief Executive Officer of the Authority be and she is hereby authorized, based on available funding, to purchase bus exterior graphics production and installation services on up to the remaining 60 CNG coaches during the remainder of the five (5) year contract.

Section 5. This contract shall be payable from the RTA Development Fund, Fleet Management Department budget, including but not limited to, 100% Local funds at a unit price of \$4,473.00, for a total amount not to exceed \$89,460.00 for the first 20 CNG coaches. The remainder of said services shall be payable from the funding source to be determined based on funding available at that time. The proposal price is approximately 11% below the budget estimate.

Section 6. That the purchase of the balance of 60 bus exterior graphics production and installation services on CNG coaches during the remainder of the five (5) year contract shall be payable from a funding source to be determined based on the funding available at that time.

Section 7. That said contract shall be binding upon and an obligation of the Authority contingent upon funding for future years and 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 8. That the Greater Cleveland Regional Transit Authority's Board of Trustees expects that Applied Graphics, Ltd. will attempt to exceed the 12% minimum DBE goal assigned to this procurement.

Section 9. That this resolution shall become effective immediately upon its adoption.

Adopted: December 7, 2021

  
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President

Attest:   
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Secretary-Treasurer



<b>TITLE/DESCRIPTION:</b> <b>CONTRACT:</b> PROCUREMENT OF BUS EXTERIOR GRAPHICS PRODUCTION AND INSTALLATION SERVICES ON UP TO 80 CNG COACHES OVER A FIVE (5) YEAR TERM  <b>VENDOR:</b> APPLIED GRAPHICS, LTD.  <b>AMOUNT:</b> NTE \$89,460.00 FOR THE FIRST 20 COACHES	<b>Resolution No.:</b> 2021-102
	<b>Date:</b> December 2, 2021
	<b>Initiator:</b> Fleet Management Department
<b>ACTION REQUEST:</b> <input 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 procurement of bus exterior graphics production and installation services on up to 80 CNG coaches over a five (5) year term of the contract and to authorize funding for 20 coaches.
  
- 2.0 **DESCRIPTION/JUSTIFICATION:** Exterior graphics are utilized on GCRTA commercial/bus exteriors. The material is designed to maintain color and adhesion in the transit environment in Northeast Ohio. On March 23, 2021, the Board of Trustees authorized the purchase of new 40 ft. CNG coaches by Resolution No. 2021-22. These buses now require exterior graphics. Currently, financing has been identified for the first 20 coaches.
  
- 3.0 **PROCUREMENT BACKGROUND:** The Request for Proposals (“RFP”) was posted on the GCRTA Procurement web site and advertised in the local newspapers. Twenty interested parties downloaded the solicitation package. Three proposals were received. After evaluation by a panel of Authority employees in accordance with established Procurement policies and procedures and after negotiations, Applied Graphics, Ltd. was selected to provide bus exterior graphics production and installation services on up to 80 CNG coaches over a period of five years at unit prices of \$4,473.00 for year one, \$4,509.00 for year two, \$4,545.00 for year three, \$4,582.00 for year four and \$4,619.00 for year five, for a total negotiated contract price not to exceed \$362,550.00. Applied Graphics, Ltd. has successfully completed projects for GCRTA, and New Flyer Industries, among others.  
  
 The Procurement Department performed a price analysis and determined the proposed pricing to be fair and reasonable to the Authority.
  
- 4.0 **AFFIRMATIVE ACTION/DBE BACKGROUND:** All Affirmative Action requirements have been met. A 12% DBE goal was established for this procurement. Applied Graphics, Ltd. is a certified DBE firm (Female-owned), and will perform 100% of the contract utilizing its own workforce.
  
- 5.0 **POLICY IMPACT:** Does not apply.
  
- 6.0 **ECONOMIC IMPACT:** This contract shall be payable from the RTA Development Fund, Fleet Management Department budget, including but not limited to, 100% Local funds at a unit price of \$4,473.00, for a total amount not to exceed \$89,460.00 for the first 20 CNG coaches. The remainder of said services shall be payable from the funding source to be determined based on funding available at that time. The proposal price is approximately 11% below the budget estimate.
  
- 7.0 **ALTERNATIVES:** Reject this offer. Rejection of this offer would cause delays in the procurement of bus exterior graphics production and installation services and impact service quality.

- 8.0 RECOMMENDATION: This procurement was discussed by the Organizational, Services & Performance Monitoring Committee at the November 9, 2021 meeting. It is recommended that the offer of Applied Graphics, Ltd. 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