

RESOLUTION NO. 2025-4

AUTHORIZING CONTRACT NO. 2024-146 WITH CONNECTPOINT, INC. FOR THE PURCHASE OF ELECTRONIC SIGNAGE FOR LIGHT RAIL SHELTER REPLACEMENT IN AN AMOUNT NOT TO EXCEED \$380,055.00 WITH AN OPTION FOR THE PURCHASE OF UP TO FORTY-THREE PUSH-TO-TALK BUTTONS IN AN AMOUNT NOT TO EXCEED \$97,610.00, FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$477,665.00 (RTA DEVELOPMENT FUND, PROGRAMMING & PLANNING DEPARTMENT BUDGET)

WHEREAS, the Greater Cleveland Regional Transit Authority ("Authority") has taken steps to improve the customer experience for light rail customers; and

WHEREAS, the Authority has identified a need for updated shelters and amenities, including electronic signage with real-time information, along the Blue and Green Lines; and

WHEREAS, the proposal from Connectpoint, Inc., located at 175 Cremona Drive, Suite 160, Goleta, California 93117, to provide electronic signage with real-time information and a five-year service agreement was received on December 23, 2024; and

WHEREAS, the General Manager, Chief Executive Officer deems the offer from Connectpoint, Inc., as negotiated, to provide electronic signage and a five-year service package for an amount not to exceed \$380,055.00 with an option to purchase up to forty-three push-to-talk buttons in an amount not to exceed \$97,610.00, for a total amount not to exceed \$477,665.00, to be in the best interest of the Authority 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 from Connectpoint, Inc. to provide Electronic Signage for Light Rail Shelter Replacement 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 Connectpoint, Inc. to provide electronic signage and a five-year service package, and she is also authorized to exercise the option to purchase push-to-talk buttons.

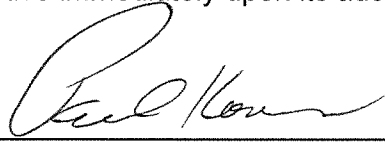
Section 3. That said contract will be funded through the RTA Development Fund, Programming & Planning Department budget, including but not limit to Capital Grants OH-2023-042-307 in an amount not to exceed \$300,000.00 and OH-2024-011-307 in an amount not to exceed \$80,055.00, for a total contract amount not to exceed \$380,055.00 with an option to purchase up to forty-three push-to-talk buttons, including but not limited to Capital Grant OH-2024-011-307 in an amount not to exceed \$97,610.00, for a total amount not to exceed \$477,665.00 (\$382,132.00 in federal funds which represents 80% of the total cost).

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.

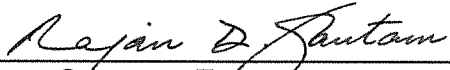
Section 5. That the Authority's Board of Trustees expects that Connectpoint, Inc. will attempt to exceed the 0% DBE goal assigned to this procurement.

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

Adopted: January 21, 2025



President

Attest: 

Secretary-Treasurer



TITLE/DESCRIPTION: CONTRACT: ELECTRONIC SIGNAGE FOR LIGHT RAIL SHELTER REPLACEMENT VENDOR: CONNECTPOINT, INC. AMOUNT: NOT TO EXCEED \$380,055.00 FOR THE BASE CONTRACT WITH AN OPTION FOR UP TO FORTY-THREE (43) PUSH-TO-TALK BUTTONS IN AN AMOUNT NOT TO EXCEED \$97,610.00, FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$477,665.00	Resolution No.: 2025-4
	Date: January 16, 2025
	Initiator: Programming & Planning 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 Greater Cleveland Regional Transit Authority ("Authority") to enter into a contract to provide electronic signage to be installed at light rail stations and connecting bus stops.

- 2.0 **DESCRIPTION/JUSTIFICATION:** The Authority's primary focus for the Electronic Signage for Light Rail Shelter Replacement Project ("Project") is to increase ridership by improving comfort, convenience, and service image through new shelters, lighting, informational signage, seating, bicycle parking, and enhanced landscaping. This contract will include forty-two electronic paper ("e-paper") signs displaying real-time arrival estimates and route information and alerts, as well as a five-year service package. The contract also includes an option to purchase up to forty-three push-to-talk buttons to be installed at light rail stations and connecting bus stops along the Blue and Green Lines. Two additional procurements, for replacement shelters and general construction, will support the Project.

- 3.0 **PROCUREMENT BACKGROUND:** The Request for Proposals was posted on the Authority's Procurement website and advertised in local newspapers. Fifteen interested parties, including potential subcontractors, downloaded the solicitation package. Two proposals were received on November 1, 2024. After an initial evaluation by a panel of Authority employees, both proposers were selected to be interviewed.

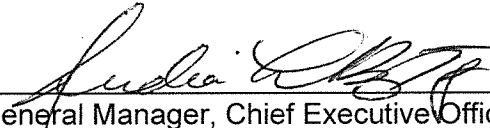
 Each proposer was asked to submit a best and final offer following their interview. Best and final offers were reviewed by a panel of Authority employees in accordance with established Procurement Department policies and procedures. After negotiations, the proposal from Connectpoint, Inc. in a total contract amount not to exceed \$380,055.00 with an option to purchase up to forty-three push-to-talk buttons in an amount not to exceed \$97,610.00, for a total contract amount not to exceed \$477,665.00, was determined to be the most advantageous proposal to the Authority with price and all other factors considered.

- 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 RTA Development Fund, Programming & Planning Department budget, including but not limit to Capital Grants OH-2023-042-307 in an amount not to exceed \$300,000.00 and OH-2024-011-307 in an amount not to exceed \$80,055.00, for a total contract amount not to exceed \$380,055.00 with an option for the purchase of up to forty-three push-to-talk buttons, including but not limited to Capital Grant OH-2024-011-307 in an amount not to exceed \$97,610.00, for a total contract amount not to exceed \$477,665.00 (\$382,132.00 in federal funds which represents 80% of the total cost).
- 7.0 **ALTERNATIVES:** Reject this offer. Rejection of this offer would delay the Authority's ability to improve the customer experience by providing real-time arrival signage at stops along the Blue and Green Lines.
- 8.0 **RECOMMENDATION:** This procurement was discussed by the Board of Trustees at the January 7, 2025 Operational, Planning and Infrastructure Committee meeting. It is recommended that the offer from Connectpoint, Inc. be accepted and the resolution adopted 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