

RESOLUTION NO. 2025-12

AUTHORIZING CONTRACT NO. 2024-174 WITH WESTWARD SALES, INC. FOR THE PURCHASE OF MOBILE ROUTERS IN AN AMOUNT NOT TO EXCEED \$203,940.00 FOR 60 UNITS AND AN OPTION TO PURCHASE UP TO 60 ADDITIONAL UNITS AT AN AMOUNT NOT TO EXCEED \$203,940.00, FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$407,880.00 (RTA DEVELOPMENT FUND, INFORMATION TECHNOLOGY DEPARTMENT BUDGET)

WHEREAS, the Greater Cleveland Regional Transit Authority ("Authority") requires mobile routers as part of the required owner furnished equipment for the new railcar fleet being built by Siemens Mobility, Inc.; and

WHEREAS, the bid from Westward Sales, Inc., located at 29805 Highway 24, #186, Buena Vista, Colorado 81211, for the purchase of sixty mobile routers in an amount not to exceed \$203,940.00 with an option to purchase of sixty additional mobile routers in an amount not to exceed \$203,940.00 for a total contract amount not to exceed \$407,880.00 was received on November 27, 2024; and

WHEREAS, the General Manager, Chief Executive Officer deems the bid from Westward Sales, 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 from Westward Sales, Inc. for the purchase of mobile routers, as specified and as required, 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 Westward Sales, Inc. for the purchase of 60 mobile routers and an option for the purchase of an additional 60 units, with authority to exercise said option.

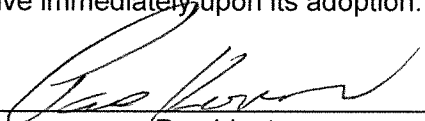
Section 3. That said contract shall be funded through the RTA Development Fund, Information Technology Department budget, including but not limited to 100% local funds, in an amount not to exceed \$203,940.00 for the 60 units, and in an amount not to exceed \$203,940.00 for up to 60 additional units, for a total contract amount not to exceed \$407,880.00.

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.

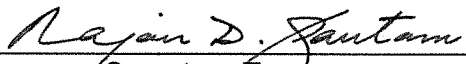
Section 5. That the Greater Cleveland Regional Transit Authority's Board of Trustees expects that Westward Sales, Inc. will attempt to exceed the 0% minimum DBE goal assigned to this procurement.

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

Adopted: January 21, 2025



President

Attest: 

Secretary/Treasurer



TITLE/DESCRIPTION: CONTRACT: RAILCAR OWNER FURNISHED EQUIPMENT – MOBILE ROUTERS VENDOR: WESTWARD SALES, INC. AMOUNT: IN AN AMOUNT NOT TO EXCEED \$203,940.00 FOR 60 UNITS AND AN OPTION FOR UP TO 60 ADDITIONAL UNITS AT AN AMOUNT NOT TO EXCEED \$203,940.00, FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$407,880.00.	Resolution No.: 2025-12
	Date: January 16, 2025
	Initiator: Information 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 Greater Cleveland Regional Transit Authority (“Authority”) to enter into a contract with Westward Sales, Inc. to purchase mobile routers for the new railcar fleet in a quantity of 60 units with an option for up to 60 additional units.
- 2.0 **DESCRIPTION/JUSTIFICATION:** The Authority entered into a contract to purchase new railcars from Siemens Mobility, Inc. (“Siemens”) to replace the current railcar fleet. The contract with Siemens requires the Authority to provide certain hardware and wiring for specific systems as owner furnished equipment (“OFE”), including two mobile routers per railcar.
- 3.0 **PROCUREMENT BACKGROUND:** The Invitation for Bids was posted on the Authority’s Procurement website and advertised in the local newspapers. Thirty-nine interested parties downloaded the solicitation. One responsive bid was received on November 27, 2024.

Supplier	Required Qty: 60	Option Qty: 60	Total Bid
Westward Sales, Inc.	\$203,940.00	\$203,940.00	\$407,880.00

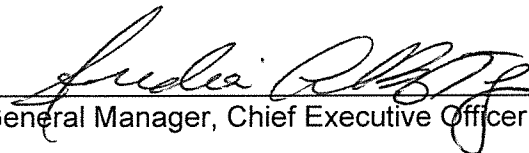
The bid from Westward Sales, Inc. has been determined by the Procurement Department to be the lowest responsive bid from a responsible bidder.

A cost analysis has been performed, and the Procurement Department has determined the price to be fair and reasonable to the Authority. The bid price is approximately 3.41% below the budget estimate.

- 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, Information Technology Department budget, including but not limited to 100% local funds, in an amount not to exceed \$203,940.00 for the required quantity of 60 units and an option to purchase up to 60 additional units at an amount not to exceed \$203,490.00, for a total contract amount not to exceed \$407,880.00.

- 7.0 ALTERNATIVES: Reject this bid. Rejection of this bid would impact the Authority's ability to provide the mobile routers for the new railcar fleet, putting the Authority at risk of a delay to the build-schedules and additional cost for the railcars.
- 8.0 RECOMMENDATION: It is recommended that the bid from Westward Sales, 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