

Greater Cleveland Regional Transit Authority



Summary of Proposed Award Revenue Collection & Processing Services

Presented to: Organizational, Services &
Performance Monitoring Committee

January 7, 2020



Revenue Collection & Processing Services

- Contractor hired to count currency and coin received from Fareboxes and Ticket Vending Machines (TVM)
- Money collected at each facility is emptied from the fareboxes each night and placed into revenue bins

Farebox and TVM Examples



Liftgate Example



Revenue Collection & Processing Services

Scope of Services:

- Bin pick up is daily
- Use armored vehicle with liftgate and the ability to accommodate up to 2,000 lb.
- Use armed personnel
- Transport to high security facility
- Sort and process all funds received same day

Revenue Collection & Processing Services

Scope of Services continued:

- Bank deposit guaranteed next day
- Revenue collected totals approximately \$15 million annually

RTA has a verification process

- Compares daily collection data from fareboxes
- Performs spot audits

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- RFP issued on October 7, 2019
- Proposals were solicited for a three year contract with two, one-year options
- Accessed on the GCRTA website by twenty-five interested parties
- One company proposed

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Evaluation Panel:

- Revenue
- Human Resources
- Fleet Management
- Office of Business Development
- Procurement

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Evaluation Criteria:

- Financial security of the Company
- Total Cost to the GCRTA
- Past experience with contracts of a similar nature and size
- Ability to start up in a reasonable period of time and for staff to process revenue, vehicles to transport, and a facility.

Revenue Collection & Processing Services

Recommended Company:

- Brink's Incorporated
 - Local Office: Cleveland, Ohio
- DBE Goal of 0% was established due to lack of certified DBE firms

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Company Experience:

- Been in business since 1895 and is the largest provider of Armored Truck Services in U.S
- GCRTA's revenue collection services contractor since 1995
- Worldwide organization with a local branch
- Experienced/qualified staff

Revenue Collection & Processing Services

Clients have included

- The Metro Transit Authority – Akron
- Port Authority of Allegheny County – Pittsburgh
- University Hospitals – Cleveland
- Valley Metro Rail, Inc. – Phoenix
- Georgia DOT - Atlanta



Revenue Collection & Processing Services

Recommendation:

- Staff requests that the Organizational, Services & Performance Monitoring Committee recommend to the Board of Trustees the award of a three year contract to Brinks, Inc. in an amount NTE \$1,116,236.70, with two, one-year options in an amount NTE \$388,932.97 for option year one, and in an amount NTE \$398,922.03 for option year two, for a total contract amount not to exceed \$1,904,091.70 for the five year period.

Questions?

