

# Greater Cleveland Regional Transit Authority

## **SUMMARY OF PROPOSED AWARD** **Printing Press**

Presented to: Organizational, Services & Performance  
Monitoring Committee  
September 11, 2018



# Project Overview

## Purpose:

- The purpose of this project is to provide our Print Shop with a working, reliable, and efficient offset press machine to meet the Authority's needs.
- The RTA Print Shop is responsible for the printing and distribution of all RTA timetables and other printed materials.
- Timetables are distributed two weeks prior to a Service Change. Without a functioning printing press it is necessary to outsource them. Outsourcing is more expensive and creates a challenge for scheduling and delivery of timetables to meet Service Change demands.

# Project Overview

## Current Status:

- The existing press is a 1997 ManRoland 305P 5-Color printing press. The machine is currently non-operational. A third party press repair company inspected the press and provided an estimate of repairs (parts and labor). That estimate was \$311,000.
- On the average, we spend \$30,000 per service change (or \$120,000 per year) to outsource timetables and other printed materials that we should be able to process in-house.
- The project manager prepared a cost benefit analysis and determined that purchasing a new printing press was in the best interest of the Authority.
- The useful life of a new printing press is 15 – 20 years.



# Project Overview

## Benefits:

- The new 4-color press machine will allow the Print Shop to produce the newly designed two/three color timetables and other printed materials in-house.
- The new machine can use up to 50% less electricity and provide the Authority with reliable equipment.
- The new machine will not require additional infrastructure or major electrical work.
- With this purchase we expect to eliminate all outsourcing costs associated with timetable printing.

# Project Overview

## Scope of Services include:

- If approved, the estimated delivery date is Spring/Summer 2019
- Installation & Training:
  - After the new press is installed the Print Shop employees will receive extensive operator training.

# Procurement Overview

- RFP issued June 4, 2018
- Accessed on the GCRTA website by five interested parties
- Two firms proposed



# Procurement Overview

## Evaluation Panel Members

- Support Services
- Print Shop
- Information Technology
- Marketing & Communications
- Office of Business Development
- Procurement

# Procurement Overview

## Evaluation Criteria

- Compliance with Requirements
- Vendor Experience
- Product Features & Performance
- Cost



# Procurement Overview

## Recommended Firm:

- Ohio Graphco, Inc., dba Graphco
  - Located in Solon, OH
- DBE Goal: 0% due to lack of certified DBE's

# Procurement Overview

## Experience

- Industry's leading provider of digital, offset and print finishing solutions
- Employs certified, factory-trained service technicians
- Locally based and able to promptly respond to requests for service
- Past performance with GCRTA has been favorable

# Procurement Overview

## Experience, continued:

- GCRTA has work with Graphco for past 25 years
- Other clients include, Cuyahoga County Printing Services in Cleveland, JoAnn Stores in Stow, Printing Concepts in Stow, Carbonless on Demand in Massillon, PrintDirectforLess.com in Columbia Station, Digital Room, Inc. in Brookpark and Cuyahoga Valley Career Center in Brecksville.

# Procurement Overview

## Recommendation:

Staff requests that the Organizational, Services & Performance Monitoring Committee recommend to the Board of Trustees the award of a contract to Ohio Graphco, Inc., dba Graphco in an amount not to exceed \$725,160.55.