

**CITY OF EL PASO, TEXAS  
AGENDA ITEM  
DEPARTMENT HEAD'S SUMMARY FORM**

**AGENDA DATE:** August 1, 2023

**PUBLIC HEARING DATE:** Not Applicable

**CONTACT PERSON(S) NAME AND PHONE NUMBER:**

Anthony R. Dekeyzer, Director of Mass Transit, (915) 212-3306  
K. Nicole Cote, Managing Director, (915) 212-1092

**DISTRICT(S) AFFECTED:** All

**STRATEGIC GOAL:** No. 7 – Enhance and Sustain El Paso's Infrastructure Network

**SUBGOAL:** 7.3 – Enhance a regional comprehensive transportation system

**SUBJECT:**

Discussion and action on the award of solicitation 2023-0528 Printed Bus Passes (Re-Bid) to EDM Technology, Inc. for an initial term of three (3) years for an estimated amount of \$437,550.00. The award also includes a two (2) year option for an estimated amount of \$291,700.00. The total amount of the contract, including the initial term plus the option for a total of five (5) years, is for an estimated amount of \$729,250.00.

**BACKGROUND / DISCUSSION:**

This contract will provide Sun Metro with printed bus passes for passengers to use as fare for transportation needs.

**SELECTION SUMMARY:**

Solicitation was advertised on May 23, 2023 and May 30, 2023. The solicitation was posted on City website on May 23, 2023. There were a total of thirty-five (35) viewers online; two (2) bids were received; neither being from local suppliers. An Inadequate Competition Survey was conducted.

**CONTRACT VARIANCE:**

The difference based in comparison to the previous contract is as follows: An increase of \$131,898.00 for the initial term, which represents a 43.15% increase due to price increases.

**PROTEST**

N/A

**PRIOR COUNCIL ACTION:**

N/A

**AMOUNT AND SOURCE OF FUNDING:**

Amount: \$437,550.00

Funding Source: Sun Metro Operation Fund

Account: 560 – 3200 – 522090 – 60000 – P6003

HAVE ALL AFFECTED DEPARTMENTS BEEN NOTIFIED? ☒ YES ☐ NO

PRIMARY DEPARTMENT: Mass Transit (Sun Metro)  
SECONDARY DEPARTMENT: Purchasing & Strategic Sourcing

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\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

DEPARTMENT HEAD:

*Anthony R. DeKeyser*

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Anthony R. Dekeyzer, Director of Mass Transit

**COUNCIL PROJECT FORM  
(LOW BID)**

\*\*\*\*\***POSTING LANGUAGE BELOW**\*\*\*\*\*

Please place the following item on the **REGULAR** agenda for the Mass Transit Board Meeting of **August 1, 2023.**

**Strategic Goal 7: Enhance and Sustain El Paso's Infrastructure Network**

The linkage to the strategic plan is subsection 7.3 – Enhance a regional comprehensive transportation system

**Award Summary:**

Discussion and action on the award of solicitation 2023-0528 Printed Bus Passes (Re-Bid) to EDM Technology, Inc. for an initial term of three (3) years for an estimated amount of \$437,550.00. The award also includes a two (2) year option for an estimated amount of \$291,700.00. The total amount of the contract, including the initial term plus the option for a total of five (5) years, is for an estimated amount of \$729,250.00. This contract will provide Sun Metro with printed bus passes for passengers to use as fare for transportation needs.

**Contract Variance:**

The difference based in comparison to the previous contract is as follows: An increase of \$131,898.00 for the initial term, which represents a 43.15% increase due to price increases.

Department:	Mass Transit (Sun Metro)
Vendor:	EDM Technology, Inc. High Point, NC
Item(s):	All
Initial Term:	3 Years
Option to Extend:	2 Years
Annual Estimated Award:	\$145,850.00
Initial Estimated Award:	\$437,550.00 (3 Years)
Total Estimated Award:	\$729,250.00 (5 Years)
Account No.:	560 – 3200 – 522090 – 60000 – P6003
Funding Source:	Sun Metro Operation Fund
District(s):	All

This is a Low Bid procurement, unit price contract

The Purchasing & Strategic Sourcing Department and Mass Transit (Sun Metro) Department recommend award as indicated to EDM Technology, Inc. the lowest responsive and responsible bidder.

\*\*\*\*\***ADDITIONAL INFO BELOW**\*\*\*\*\*



# CITY OF EL PASO

## BID TABULATION FORM



**BID TITLE: PRINTED BUS PASSES (RE-BID)** **BID NO: 2023-0528**  
**BID DATE: JUNE 21, 2023** **DEPARTMENT: MASS TRANSIT - SUN METRO**

	EDM Technology, Inc. High Point, NC Bidder 1 of 2	Magnetic Ticket & Label Corp. Dallas, TX Bidder 2 of 2
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**Group I - Standard Monthly Pass, Senior / Disabled Pass, Student Pass, Military Pass & Disabled Veterans Monthly Pass**

Item No.	Description	Unit of Measure	Minimum Approximate Quantities	Maximum Approximate Quantities (A)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)
1	Standard Monthly Pass	Each	2000	7000	\$ 0.55	\$ 3,850.00	\$ 11,550.00	\$ 625.27	\$ 4,376,890.00	\$ 13,130,670.00
2	Standard Weekly Pass	Each	2000	10000	\$ 0.55	\$ 5,500.00	\$ 16,500.00	\$ 625.27	\$ 6,252,700.00	\$ 18,758,100.00
3	Disability Monthly Pass	Each	2000	7000	\$ 0.55	\$ 3,850.00	\$ 11,550.00	\$ 625.27	\$ 4,376,890.00	\$ 13,130,670.00
4	Disability Weekly Pass	Each	2000	10000	\$ 0.55	\$ 5,500.00	\$ 16,500.00	\$ 625.27	\$ 6,252,700.00	\$ 18,758,100.00
5	Senior Monthly Pass	Each	2000	7000	\$ 0.55	\$ 3,850.00	\$ 11,550.00	\$ 625.27	\$ 4,376,890.00	\$ 13,130,670.00
6	Senior Weekly Pass	Each	2000	10000	\$ 0.55	\$ 5,500.00	\$ 16,500.00	\$ 625.27	\$ 6,252,700.00	\$ 18,758,100.00
7	Student Monthly Pass	Each	2000	7000	\$ 0.55	\$ 3,850.00	\$ 11,550.00	\$ 625.27	\$ 4,376,890.00	\$ 13,130,670.00
8	Student Weekly Pass	Each	2000	20000	\$ 0.55	\$ 11,000.00	\$ 33,000.00	\$ 625.27	\$ 12,505,400.00	\$ 37,516,200.00
9	Military Monthly Pass	Each	500	1000	\$ 1.15	\$ 1,150.00	\$ 3,450.00	\$ 2,328.64	\$ 2,328,640.00	\$ 6,985,920.00
10	Military Weekly Pass	Each	500	1000	\$ 1.15	\$ 1,150.00	\$ 3,450.00	\$ 2,328.64	\$ 2,328,640.00	\$ 6,985,920.00

Approved by X            /s/.  
Date Approved 6/27/2023



# CITY OF EL PASO

## BID TABULATION FORM



<b>BID TITLE: PRINTED BUS PASSES (RE-BID)</b> <b>BID DATE: JUNE 21, 2023</b>								<b>BID NO: 2023-0528</b> <b>DEPARTMENT: MASS TRANSIT - SUN METRO</b>		
					<b>EDM Technology, Inc.</b> High Point, NC Bidder 1 of 2			<b>Magnetic Ticket &amp; Label Corp.</b> Dallas, TX Bidder 2 of 2		
Item No.	Description	Unit of Measure	Minimum Approximate Quantities	Maximum Approximate Quantities (A)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)
11	Veterans Monthly Pass	Each	1000	3000	\$ 0.55	\$ 1,650.00	\$ 4,950.00	\$ 2,328.64	\$ 6,985,920.00	\$ 20,957,760.00
<b>Group I Total</b>						<b>\$ 46,850.00</b>	<b>\$ 140,550.00</b>		<b>\$ 60,414,260.00</b>	<b>\$ 181,242,780.00</b>
<b>Group II - Black and White Transfer Passes</b>										
Item No.	Description	Unit of Measure	Minimum Approximate Quantities	Maximum Approximate Quantities (A)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)
1	Black and White Transfer Passes (2.125"x3.375" in size, 10 mil thick and have a 45 degree corner cut and contain magnetic stripe with .375" positioned .25" from the bottom, Must be GFI compatible.	Each	1,000,000	6,000,000.00	\$ 0.0165	\$ 99,000.00	\$ 297,000.00	\$ 41.34	\$ 248,040,000.00	\$ 744,120,000.00
<b>Group II Total</b>						<b>\$ 99,000.00</b>	<b>\$ 297,000.00</b>		<b>\$ 248,040,000.00</b>	<b>\$ 744,120,000.00</b>
<b>(Group I + Group II) 3 Year Total</b>						<b>\$437,550.00</b>			<b>\$925,362,780.00</b>	

Approved by X\_\_\_\_\_/s/\_\_\_\_\_  
 Date Approved 6/27/2023



# CITY OF EL PASO

## BID TABULATION FORM



BID TITLE: PRINTED BUS PASSES (RE-BID)		BID NO: 2023-0528
BID DATE: JUNE 21, 2023		DEPARTMENT: MASS TRANSIT - SUN METRO
	EDM Technology, Inc. High Point, NC Bidder 1 of 2	Magnetic Ticket & Label Corp. Dallas, TX Bidder 2 of 2
<p><u>OPTION TO EXTEND THE TERM OF THE AGREEMENT</u></p> <p>THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS. THE TERM OF THIS CONTRACT SHALL BE BASED ON ONE OF THE SELECTIONS BELOW AND UNDER THE SAME TERMS AND CONDITIONS. THE CITY MANAGER OR DESIGNEE MAY EXTEND THE OPTION TO EXTEND.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:</p>		
TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S)	<input checked="checked" type="checkbox"/>	<input type="checkbox"/>
NO OPTION OFFERED	<input type="checkbox"/>	<input checked="checked" type="checkbox"/>
AMENDMENTS ACKNOWLEDGED:	N/A	N/A
BIDS SOLICITED: 962    LOCAL BIDS SOLICITED: 285    BIDS RECEIVED: 2    LOCAL BIDS RECEIVED: 0    NO BID: 9		
NOTE: The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.		

Approved by X\_\_\_\_/s/  
Date Approved \_\_\_\_ 6/27/2023 \_\_\_\_

ONLINE VIEWS 2023-0528 PRINTED BUS PASSES (RE-BID)			
<u>NO.</u>	<u>PARTICIPANT NAME</u>	<u>CITY</u>	<u>STATE</u>
1	Magnetic Ticket & Label Corp	Dallas	TX
2	EDM TECHNOLOGY INC.	High Point	NC
3	Paso-Tex Industries LLC	El Paso	TX
4	Eleven Four Enterprises, LLC	El Paso	TX
5	CTI-USA, Inc. (Globe Ticket Company)	Carol Stream	IL
6	Textbook Warehouse (Textbook Warehouse, LLC)	Alpharetta	GA
7	3-C TECHNOLOGY, LLC	LANCASTER	TX
8	Hypertec USA Inc, (Hypertec Direct)	tempe	AZ
9	ESGI, LLC	Elkhart	IN
10	Group Travel Consultants, Inc	Orlando	FL
11	Regency Printing, Inc.	El Paso	TX
12	Unipak Corp.	West Long Branch	NJ
13	Olden Lighting (We Get Lit LLC)	Austin	TX
14	AGAS MFG Inc.	Philadelphia	PA
15	Blink Marketing Inc	Cleveland	OH
16	Code 10 Gear	El Paso	TX
17	Confidential Drug Testing (Confidential Drug Testing)	El Paso	TX
18	Contract Associates of El Paso	El Paso	TX
19	Daw's Home Furnishings	El Paso	TX
20	Diamond Business Services, Inc ASI# 550053	Amarillo	TX
21	El Paso Inc. (Investor Publications, Inc.)	El Paso	TX
22	EL PASO LITHO PLATE CO.,INC.	El Paso	TX
23	EL PASO OFFICE PRODUCTS, LLC	EL PASO	TX
24	Elevated Horizons Mental Health, PLLC	El paso	TX
25	Howard Technology Solutions (Howard Industries Inc.)	Laurel	MS
26	HPI International	BROOKLYN	NY
27	linde gas and equipment inc.	El Paso	TX
28	Longhorn Distributing (Loren Hodges & Son's Inc.)	El Paso	TX
29	Meltwater	Irwindale	CO
30	Servin, LLC	El Paso	TX
31	Team Sports Alliance (Team Alliance Sports LLC)	El Paso	TX
32	Travis Association for the Blind - Austin, TX	Austin	TX
33	UebelKorp industries	El Paso	TX
34	WAV Audio & Visual LLC	Irving	TX
35	WOFFORD TRUCK PARTS (TE EL PASO,LLC)	EL PASO	TX