

Transportation Committee

For the Metropolitan Council meeting of December 12, 2018

Subject: Armored Transport Services Contract (Contract No. 18P327)

Proposed Action

That the Metropolitan Council approves the contract for Armored Transport Services with Star Security for an amount not to exceed \$2,960,000 for a five-year period from March 15, 2019 through March 14, 2024.

Summary of Committee Discussion/Questions

Dennis Dworshak presented this item. Chair Rodriguez stated she read about another peer system that surveyed their customers to ask why they paid cash – and top reason was they forgot their ‘go-to card’. Chair Rodriguez asked if Metro Transit has done anything similar, since it’s so expensive to move cash around. General Manager Brian Lamb answered that we haven’t surveyed our customers to date regarding that but there is a growing appetite towards cashless, which could be seen in the next fare policy with incentives to paying cashless.

Motion by Commers, seconded by Elkins. Motion carried. CONSENT to Council.

Transportation Committee

Meeting date: November 26, 2018

For the Metropolitan Council meeting of December 12, 2018

Subject:	Armored Transport Services Contract (Contract No. 18P327)
District(s), Member(s):	All Council Members
Policy/Legal Reference:	Council Policy 3-3 Expenditures – Procurement of Goods and Services over \$250,000
Staff Prepared/Presented:	Brian J. Lamb, General Manager (612) 349-7510 Edwin D. Petrie, Director Finance (612) 349-7624 Nick Eull, Senior Manager, Revenue Operations (612) 349-7364 Dennis Dworshak, Manager Revenue Processing (612) 349-7035
Division/Department:	Metro Transit

Proposed Action

That the Metropolitan Council approves the contract for Armored Transport Services with Star Security for an amount not to exceed \$2,960,000 for a five-year period from March 15, 2019 through March 14, 2024.

Background

The work of this project includes the transportation and delivery of cash and cash containers from the bus garages and rail stations to the Metro Transit Central Counting Facility, and delivery of the processed cash to the designated Metropolitan Council banking institution, currently Wells Fargo.

The cash fares are transported from the each of the five Metro Transit operating garages and designated rail and Bus Rapid Transit (BRT) stations daily. Metro Transit deposits about \$25 million annually in cash fares from bus and rail lines. This contract also includes armored security service for all rail and BRT expansion over the next five years.

After several armored security vendors attended an open forum bidders conference hosted by Metro Transit Revenue Operations, an invitation for bid was advertised in October of 2018. One responsive bid was submitted by Star Security, the current provider.

The current cost of this service has been provided at a significant discount based on market analysis and compared to previous bids. The cost under this contract will increase more in-line with standard market rates.

Staff recommends that the Regional Administrator authorize the proposed contract with Star Security.

Rationale

By creating a contract with an armored transport provider, the Metropolitan Council provides secure delivery of cash fares increasing the safety and security of Council employees and funds at a competitive price.

Thrive Lens Analysis

Low-income and underbanked customers are more likely to use cash as compared to other customers. By continuing to accept cash fare payments on buses and trains, Metro Transit continues to ensure all customers will continue to have flexibility in how they pay their fares.

Funding

Funding will come from operating funds. These funds are included in the 2019-2024 Metro Transit operating budgets.

Known Support / Opposition

There is no known opposition.