

<b>Vendor Name (&amp; Location):</b> Rapid Armored Corp Brooklyn, N.Y.		<b>Number:</b> RM-169218	
<b>Description:</b> Money Counting and Banking Services		<b>Total Amount:</b> \$ 3,084,168.00	
		<b>Budget Code:</b> Various	
		<b>Contract Term (Including Options, if any):</b> Three-year contract with the option to extend for two additional one-year terms at the discretion of the Authority and with the concurrence of the vendor.	
		<b>Funding Source:</b> <input checked="" type="checkbox"/> Operating	<input type="checkbox"/> Capital
FS	Funding subject to authorization through WRAF approval process.	F	Funds are available in the appropriate operating/capital budgets for the referenced procurements.
<input type="checkbox"/>		<input type="checkbox"/>	
FF	Future Funded	FP	Subject to funding availability at the time of ordering.
<input type="checkbox"/>		<input checked="" type="checkbox"/>	
<b>PROCUREMENT TYPE:</b>			
<input type="checkbox"/>	Competitive	<input type="checkbox"/>	Non-Competitive
<b>SOLICITATION TYPE:</b>			
<input type="checkbox"/>	Bid	<input type="checkbox"/>	RFP
<input type="checkbox"/>		<input type="checkbox"/>	State Contract
<input type="checkbox"/>	Sole Source	<input checked="" type="checkbox"/>	Other – Negotiation Exception Set Forth in NJSA 27:23-6.1
<b>Requesting Department:</b> Finance			
<b>Director/Manager:</b> Donna Manuelli			
Direct negotiation, pursuant to NJSA 27:23-6.1, after failure of two publicly advertised solicitations.			

Under this contract, Rapid Armored Corp. will provide Money Counting and Banking Services (through The Republic Bank of Chicago) essential to the collection of the Authority’s toll revenue from the Garden State Parkway and New Jersey Turnpike (“Roadways”). The contract consists of two primary services: 1) Money Counting Services; and 2) Banking Services related to the Authority’s cash and coin toll revenues from toll plaza collection on both Roadways. The contract term is three (3) years with the option to extend for two (2) additional one (1) year terms. The tentative effective date for services to commence under this contract will be no later than July 1, 2023.

The Authority advertised a Request for Bids twice, on July 13, 2022, and November 9, 2022, respectively, resulting in one non-responsive bid for both advertisements. Eighteen (18) vendors listed in the Authority’s database for the referenced services were notified of the procurement for each of the publicly advertised solicitations. A sole bid was received for both solicitations from the incumbent, Wells Fargo Bank, N.A. (“Wells Fargo”). Both times the bid was rejected and deemed non-responsive due to legally unacceptable material exceptions taken by Wells Fargo.

The Authority, thereafter, engaged in direct, separate negotiations with Wells Fargo and Rapid Armored Corp (“Rapid”), the Authority’s current Armored Car Service provider, in accordance with the Authority’s enabling legislation, specifically NJSA 27:23-6.1. Under the terms and conditions of the original publicly advertised solicitations, vendors were required to quote unit prices for both of the above stated primary services based on anticipated volume or frequency for money counting services and on miscellaneous banking services related to the depository accounts that the funds would be deposited into after counting.

Staff from the Finance, Procurement and Materials Management, Tolls, Law and Internal Audit Departments reviewed the proposals and exceptions from the original terms and conditions of the publicly advertised solicitations taken by both vendors during the negotiation phase. Rapid took minor exceptions to the bid specifications and reduced its pricing as a result of the negotiations. Wells Fargo's initial negotiation response took all of the same material exceptions as their first two (2) bid responses and offered no change in its pricing. During the negotiation process, however, Wells Fargo did rescind five (5) of the exceptions. The remaining exceptions taken by Wells Fargo were deemed material defects and unacceptable such as: indemnification, the seven-day work sequence, collector coin deposit processing, the ability to change subcontractors without Authority approval, as well as standard Authority contract language. The exceptions were reviewed by the Authority's Law Department and General Counsel and deemed material grounds for rejection. Accordingly, Rapid's final negotiation proposal was the sole proposal in compliance with the substantial terms and conditions of the original publicly advertised solicitations as required by the negotiation authorization of NJSA 27:23-6.1.

Negotiation pricing breakdown:

<u>Vendor</u>	<u>Money Counting Services</u>	<u>Banking Services</u>	<u>Total Price (Annual Amount)</u>	<u>Three-Year Total</u>
Wells Fargo Bank, N.A.	\$1,502,220.00	\$5,830.00	\$1,508,050.00	\$4,524,150.00
Rapid Armored Corp.	\$1,020,500.00	\$7,556.00	\$1,028,056.00	\$3,084,168.00

Departmental Estimate: \$6,000,000.00 (for five-year contract or \$1,200,000.00 per year)

This contract was procured and awarded in accordance with *N.J.S.A 27:23-6.1(a)* of the Authority's enabling legislation, *N.J.A.C. 19:9-2.2*, promulgated pursuant thereto, and Executive Order No. 37 (Corzine 2006). This vendor is in compliance with Public Law 2005, Chapter 51 and Executive Order No 117 (Corzine 2008).

Accordingly, authorization is requested to award a contract to Rapid Armored Corp. for a total amount not to exceed \$3,084,168.00 subject to funding availability at the time of service. Authorization is further requested for the Executive Director to approve each of the two, one-year extensions upon satisfactory performance by the vendor.