

OHIO TURNPIKE AND INFRASTRUCTURE COMMISSION

Resolution Approving the Selection of Open Sky Concepts, LLC. dba Ohio ATM Sales & Service to Provide Automated Teller Machine Concession Operation Services at The Ohio Turnpike and Infrastructure Commission's Service Plazas

WHEREAS, on January 13, 2025, the Ohio Turnpike and Infrastructure Commission ("Commission") issued a Request for Proposals ("RFP") No. 3-2025 for Automated Teller Machine ("ATM") Operator Services at all fourteen (14) of the Ohio Turnpike and Infrastructure Commission's Service Plazas; and

WHEREAS, on March 10, 2025, the Commission received two (2) proposals in response to the RFP; and

WHEREAS, an Evaluation Team consisting of staff from the Service Plaza Operations Department and Accounting Department conducted a review of proposals submitted and after scoring the technical proposals, reviewed the fee proposals; and

WHEREAS, the Ohio ATM Sales & Service's proposal offers a 70% revenue sharing percentage on gross receipts and is expected to generate roughly \$950,000 in revenue to the Commission over the initial 3-year term; and

WHEREAS, as a result of the proposal review process, the Evaluation Team concluded that the proposal submitted by Ohio ATM Sales & Service's delivers the best value in terms of service and price (i.e., revenue generation) and recommends that a contract be entered into with Ohio ATM Sales & Service for these services for an initial term of three (3) years and the option to renew the contract for up to two (2) additional, two-year periods; and

WHEREAS, the Director of Contracts Administration has determined that Ohio ATM Sales & Service's proposal conforms to the requirements of Ohio Revised Code Sections 5537.07 and 5537.13, proposals were solicited on the basis of the same terms and conditions with respect to the respondents and potential respondents, and the Commission may legally accept said company's proposal; and

WHEREAS, the Office of Opportunity and Inclusion waived the program requirements for this contract due to a lack of subcontracting opportunities and the availability of certified firms; and

WHEREAS, the Executive Director has reviewed the recommendation of the Evaluation Team and concurs with the recommendation that the Commission should select Ohio ATM Sales & Service as its ATM Concession Operator for the Commission's fourteen (14) Service Plazas; and

WHEREAS, the Commission has duly considered such recommendations.

NOW, THEREFORE, BE IT

RESOLVED, by the Ohio Turnpike and Infrastructure Commission that the Proposal submitted by Open Sky Concepts, LLC (dba) Ohio ATM Sales and Service to provide ATM Concession Operator Services at the Commission's fourteen (14) Service Plazas is hereby accepted as the best proposal in terms of service and price (revenue generation) and the Executive Director is directed to: (1) sign a contract with Open Sky Concepts, LLC (dba) Ohio ATM Sales and Service for an initial term of three (3) years, (2) renew the contract for up to two (2) additional, two-year periods if determined by the Executive Director to be in the best interest of the Commission, and (3) take any and all actions necessary to properly carry out the terms of the contract.

(Resolution No. 71-2025 adopted May 19, 2025)