

OHIO TURNPIKE AND INFRASTRUCTURE COMMISSION

Resolution Authorizing Agreement with Swyft, Inc. for Automated Retail Vending Services at Select Service Plazas

WHEREAS, on March 21, 2022, in conformance with the requirements of Ohio Revised Code Section 5537.13, the Ohio Turnpike And Infrastructure Commission (“Commission”) published notice of its Request for Proposals (“RFP”) for Automated Retail Vending Services at Select Service Plazas, specifically the Blue Heron/Wyandot, Erie Islands/Commodore Perry, Middle Ridge/Vermillion Valley, Great Lakes/Towpath and Portage/Brady’s Leap Service Plazas; and

WHEREAS, on May 13, 2022, the Commission received two proposals for the operation of Automated Retail Vending Services from Prepango LLC, of Chula Vista, California, and Swyft, Inc., of San Francisco, California; and

WHEREAS, an Evaluation Team consisting of staff from the Service Plaza Operations Department reviewed the technical proposals submitted and concluded that the best technical proposal in terms of branding, financial and operational capabilities was submitted by Swyft, Inc. and further indicated in the evaluation summary that Swyft, Inc. has significant experience, expertise and resources in operating automated retail vending services; and

WHEREAS, revenue sharing proposals were then unsealed and scored and the Evaluation Team requested final and best offers from each Respondent; and

WHEREAS, after reviewing the best and final offers and finalizing the technical and revenue scoring, the Evaluation Team determined that Swyft, Inc. submitted the best proposal in terms of service and price with the overall proposal summarized as follows:

| WEIGHTED TECHNICAL & REVENUE PERFORMANCE INDEX (TRPI) | | | | | | | | | |
|---|-------------------------|-------------------------------------|---------------------|---------------------|---------------------------------|--|-------------------------------|-----------------------|------|
| BENEFICIAL | | | | | | | | NON-BENEFICIAL | TRPI |
| Bidder | (A) Weighted Tech Score | Pro-forma Sales in \$1,000's Year 1 | (B) Pro-forma Score | (C) % Revenue Score | (B) + (C) Pro-forma + Rev Score | (A)+(B)+(C) Combined Beneficial Scores | (D) CAM - OpEx Coverage Ratio | Final Score (A+B+C)*D | |
| Prepango | 41.88 | \$ 216 | 12.9 | 20.0 | 32.9 | 74.7 | 95% | 71.0 | |
| Swyft, Inc. | 56.40 | \$ 336 | 20.0 | 7.1 | 27.1 | 83.5 | 100% | 83.5 | |

The Swyft, Inc. proposal provides for 10% revenue sharing for nationally recognized retail automated vending and 11% for personal protective equipment automated vending; and

WHEREAS, the Commission’s Director of Contracts Administration has determined that the Swyft’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 all respondents, and the Commission may legally accept said company’s proposal; and

WHEREAS, the Office of Equity and Inclusion waived the SBE goal for this contract finding there to be a lack of opportunity for participation by certified firms; and

WHEREAS, the Executive Director has reviewed the recommendation of the Evaluation Team and, predicated upon their analysis, has made his recommendation to the Commission that Swyft, Inc. be awarded the contract for Automated Retail Vending Services at Select Service Plazas; and

WHEREAS, the Commission has duly considered such recommendations.

NOW, THEREFORE, BE IT

RESOLVED, that the Proposal submitted by Swyft, Inc., of San Francisco, California, for the performance of Automated Retail Vending Services at Select Service Plazas is hereby accepted as the best proposal in terms of service and price, and that the Executive Director and/or General

Counsel are directed to: 1) execute a contract with Swyft, Inc. for an initial term of three (3) years, 2) renew said contract for up to three (3) additional, two-year periods if determined by the Executive Director to be within the best interest of the Commission, and 3) take any and all action necessary to properly carry out the terms of said Agreement; and

(Resolution No. 51-2022 adopted June 21, 2022)