

OHIO TURNPIKE AND INFRASTRUCTURE COMMISSION

Resolution Approving the Selection of Innovative Vending Solutions, LLC for Massage Chair Concession Operations at the Commission’s 14 Service Plazas

WHEREAS, on February 13, 2023, 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 Massage Chair Concession Operations at the Commission’s 14 Service Plazas; and

WHEREAS, on March 31, 2023, the Commission received two (2) Proposals for the operation of Massage Chair Concession Operations from Innovative Vending Solutions, LLC, an Ohio domestic limited liability company, and Smarte Carte Inc., of White Bear Lake, Minnesota; and

WHEREAS, an Evaluation Team consisting of staff from the Service Plaza Operations Department reviewed the technical proposal submitted and concluded that the best proposal in terms of branding, financial and operational capabilities was submitted by Innovating Vending Solutions, LLC and further indicated in the evaluation summary that Innovative Vending Solutions, LLC has significant experience, expertise and resources in operating Massage Chair Concession Operations; and

WHEREAS, the Revenue Sharing Proposals were then unsealed; and

WHEREAS, Innovative Vending Solutions, LLC submitted the best proposal in terms of service and price, with the overall Proposal summarized as follows:

WEIGHTED SCORING - PERCENTAGE BASED TECHNICAL PERFORMANCE INDEX					
Bidder	Weighted Tech Score	%	Revenue Proposal Score	Total Score	Rank
Smarte Carte	55.20	20.00%	16.0	71.2	
IVS	58.04	50.00%	40.0	98.0	*1

The Innovative Vending Solutions, LLC proposal provides for 50% revenue sharing for Massage Chair Concession; and

WHEREAS, the Commission’s Director of Contracts Administration has determined that the Innovative Vending Solutions, LLC 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 Equity 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, predicated upon their analysis, has made his recommendation to the Commission that Innovative Vending Solutions, LLC be awarded the contract for Massage Chair Concession Operations at the Commission’s 14 Service Plazas; and

WHEREAS, the Commission has duly considered such recommendations.

NOW, THEREFORE, BE IT

RESOLVED, that the Proposal submitted by Innovative Vending Solutions, LLC, of Clayton, New Jersey, for the performance of Massage Chair Concession Operations at the Commission’s 14 Service Plazas is hereby accepted as the best proposal in terms of service and price, and the Executive Director and/or General Counsel are directed to: 1) execute a contract with Innovative Vending Solutions, LLC for an initial term of three (3) years, 2) renew said 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 action necessary to properly carry out the terms of said contract.

(Resolution No. 46-2023 adopted May 15, 2023)