



**BOARD OF DIRECTORS**

**METROPOLITAN ATLANTA RAPID TRANSIT AUTHORITY**

**BUSINESS MANAGEMENT COMMITTEE**

**THURSDAY, NOVEMBER 17, 2022**

**ATLANTA, GEORGIA**

**MEETING MINUTES**

**1. CALL TO ORDER AND ROLL CALL**

Committee Chair Frierson called the meeting to order at 10:56 A.M.

**Board Members**

**Present:**

Al Pond  
Freda Hardage  
Jim Durrett  
Kathryn Powers  
Roderick Frierson  
Stacy Blakley  
Rita Scott  
William Floyd

**Board Members**

**Absent:**

Robert Ashe III  
Roberta Abdul-Salaam  
Russell McMurry  
Reginald Snyder  
Thomas Worthy  
Heather Aquino  
Roderick Mullice

**Staff Members Present:**

Collie Greenwood  
Luz Borrero  
Melissa Mullinax  
Rhonda Allen  
Raj Srinath  
Ralph McKinney  
Peter Andrews  
Manjeet Ranu  
Michael Kreher  
George Wright  
Josh Rowan

**Also in Attendance:**

Justice Leah Ward Sears of Smith, Gambrell & Russell, LLP, Paula Nash, Jacqueline Holland, Greg Patterson, Donna Jennings, Kirk Talbott, Tyrene Huff, Kenya Hammond, Phyllis Bryant, Nicci Golden, Melinda Fulks and Board Techs, Courtne Middlebrooks, Kareem Jackson, Kenyatta Marco and Abebe Girmay

**2. APPROVAL OF THE MINUTES**

**Minutes from October 27, 2022**

Approval of Minutes from October 27, 2022. On a motion by Board Member Durrett, seconded by Board Member Blakley, the motion passed by a vote of 8 to 0 with 8 members present.

**3. RESOLUTIONS**

**Resolution Authorizing the Renewal of MARTA'S Excess Property and Liability Insurance Programs for 2023**

Approval of Resolution Authorizing the Renewal of MARTA'S Excess Property and Liability Insurance Programs for 2023. On a motion by Board Member Hardage, seconded by Board Member Blakley, the resolution passed by a vote of 8 to 0 with 8 members present.

**Resolution Authorizing a Modification in Contractual Authorization for Professional Services for B2GNow Software Maintenance and Support, LOA, L45246**

Approval of Resolution Authorizing a Modification in Contractual Authorization for Professional Services for B2GNow Software Maintenance and Support, LOA, L45246. On a motion by Board Member Hardage, seconded by Board Member Durrett, the resolution passed by a vote of 8 to 0 with 8 members present.

**Resolution Authorizing a Modification in Contractual Authorization for Orbit Analytics Software Maintenance, RFPP P45361**

Approval of Resolution Authorizing a Modification in Contractual Authorization for Orbit Analytics Software Maintenance, RFPP P45361. On a motion by Board Member Hardage, seconded by Board Member Pond, the resolution passed by a vote of 8 to 0 with members present.

**4. OTHER MATTERS**

**Letter of Intent to Utilize the State of Georgia Contract to Procure Hewlett-Packard Enterprise Synergy Servers**

**Letter of Intent to Utilize the State of Georgia Contract to Procure VMware vRealize Operation and Site Recovery Manager Licenses**

**FY2023 October Financial Highlights and Financial Performance Indicators (Informational Only)**

**5. ADJOURNMENT**

The meeting adjourned at 11:27 A.M.

Respectfully submitted,



Tyrene L. Huff  
Assistant Secretary to the Board

YouTube link: <https://youtube.com/live/-gPi1N2Ti7M?feature=share>

# Resolution Authorizing Renewal of MARTA's Excess Operating Property and Liability Insurance Coverage for Calendar Year 2023

Business Management Committee

November 17, 2022





# PURPOSE

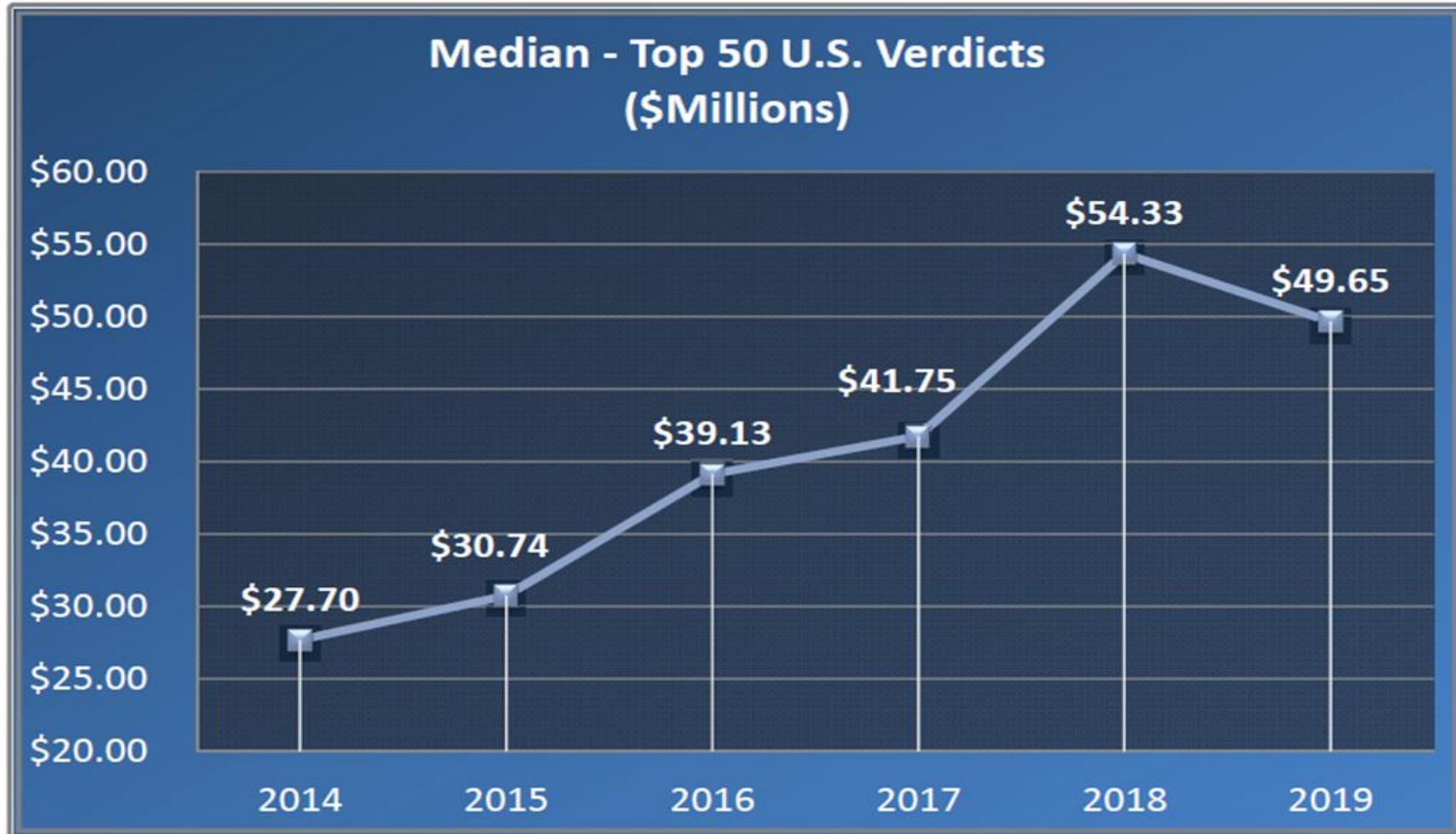
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- Discuss renewal of excess liability insurance coverage
- Discuss renewal of excess property insurance coverage
- Obtain Committee Approval

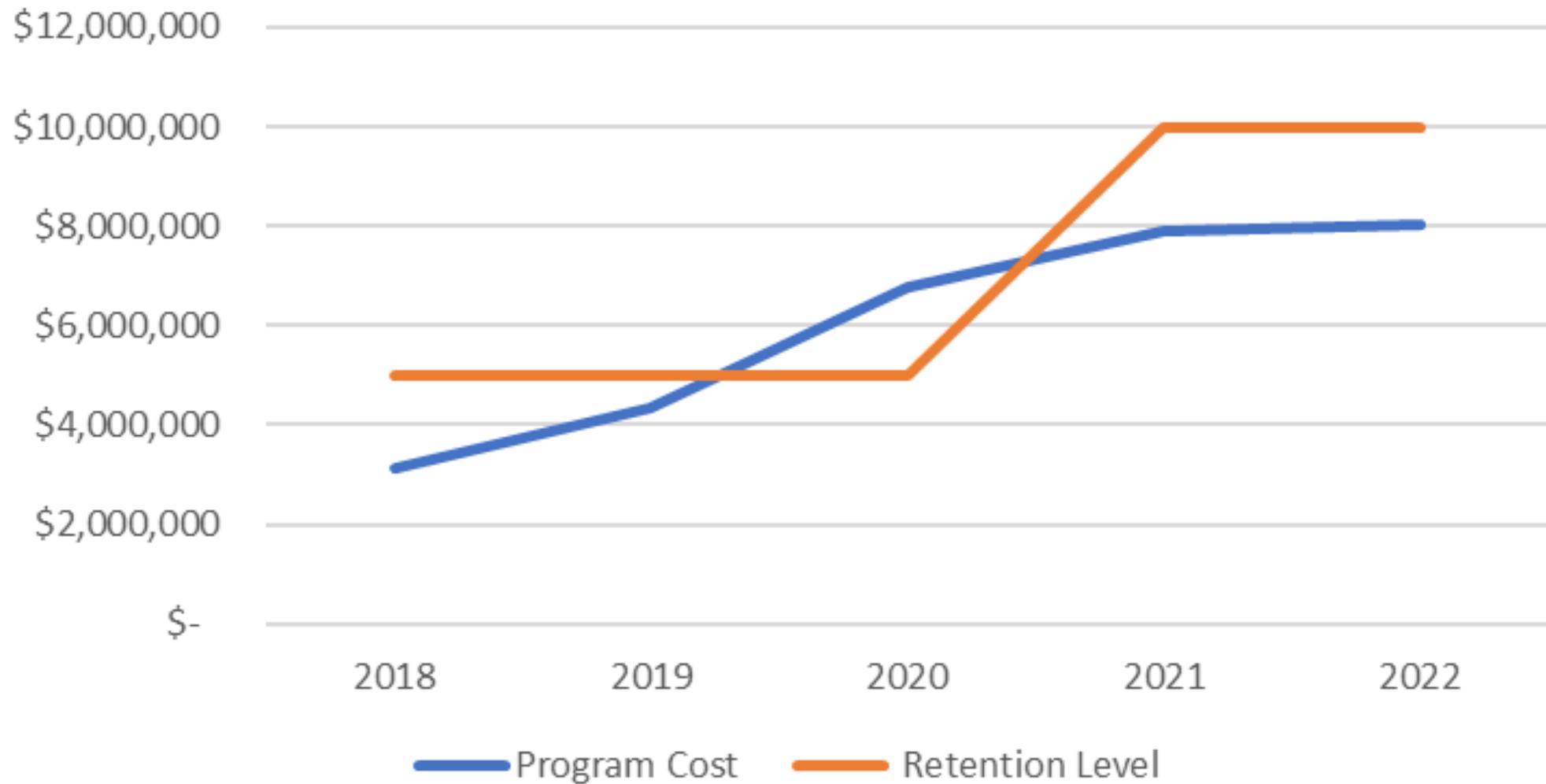
## **Liability Insurance Market Challenges**

- Dramatic increase in cost of automobile and excess liability claims over last 10 years
- Rising jury verdicts/ “social inflation”
- Insurers insulating themselves from risk by increasing retention levels
- Rising reinsurance costs

# Top 50 U.S. Verdicts 2014-2019



## Liability Insurance YOY Cost Increase 2018-2022



## 2023 Liability Program



### Layer Structure

\$ 10,000,000 Self Insured Retention

Layer 1 \$ 5,000,000

Layer 2 \$ 10,000,000

Layer 3 \$ 10,000,000

Layer 4 \$ 35,000,000

Layer 5 \$ 25,000,000

Layer 6 \$ 65,000,000

Total Limits \$ 150,000,000

## 2023 Excess Liability Coverage Cost

Annual Cost of policy = \$ 9.23M

Policy Term January 1 – December 31

YOY Increase= 15% or \$ 1.2 M



## Property Insurance Market Challenges

- Insured Natural Catastrophe losses for 2021 estimated at \$105 Billion to \$120 Billion, third highest loss year since 2011
- High inflation raising replacement cost values
- Four leading construction cost indices saw upswings for U. S. on average of +19%
- Hurricane Ian insured loss estimates of \$ 74B

# 2023 Property Program



## Layer Structure

\$ 5,000,000 Self Insured Retention

Layer 1 \$ 45,000,000

Layer 2 \$ 100,000,000

Layer 3 \$ 100,000,000

Layer 4 \$ 100,000,000

Total Limits \$ 350,000,000

## 2023 Excess Property Coverage Cost

Annual Cost of policy = \$ 2.37M

Policy Term January 1 – December 31

Increase limits from \$ 250 M to \$ 350M

YOY Increase= 26% or \$ 489,681



YOY Cost of Programs	2022 Actual	2023 NTE	% Chg
Excess Liability Program	\$ 8,028,800	\$ 9,233,120	15%
Excess Property Program	\$ 1,887,080	\$ 2,376,761	26%
Total Cost	\$ 9,915,880	\$11,609,881	17%



Thank You



**Resolution Authorizing a  
Modification in Contractual  
Authorization for Professional  
Services for B2Gnow  
Software Maintenance and  
Support, L45246**



Kirk Talbott, AGM

Department of Technology

## Resolution Authorizing a Modification in Contractual Authorization for B2Gnow Software Maintenance and Support, L45246

B2GNow is the leading supplier of diversity software. The software streamlines and automates data-gathering, tracking, reporting, vendor management, and administrative processes. The result is a significant reduction in staff time and cost – allowing the Diversity and Inclusion Department to focus on meeting diversity goals.

- MARTA’s current B2GNow Software maintenance and support is expiring on November 25, 2022.
- Requesting to modify, add three-years of maintenance support to the agreement and the needed funding.

### DBE Assignment

The Office of Diversity and Inclusion did not assign a DBE goal for this procurement modification.

### Cost Analysis

B2GNow Diversity Management System Software		
Fiscal Year	Cost	Percentage increase
2020	\$64,415.00	Fixed 3 Year Price
2021	\$64,415.00	Fixed 3 Year Price
2022	\$64,415.00	Fixed 3 Year Price
2023	\$84,470.00	31% (MARTA's increase usage of the software has resulted in higher price)
2024	\$88,694.00	5% Increase
2025	\$93,126.00	5% Increase



## **Resolution Authorizing a Modification in Contractual Authorization for B2Gnow Software Maintenance and Support, L45246**

### **Procurement and Financial Considerations**

Requesting to add funds in the amount of \$266,292.00 for 3 additional years of maintenance and support.

- Original Contract Value - 3 Years \$193, 245.00
- **Modification 1 - Request to Add Funds - 3 Years \$266,292.00**
- **Total Modified Contract Value \$459,537.00**

### **Funding**

The cost will be funded 100% from the Department of Technology's FY23-FY25 Local Operating Budgets.



Thank You





**Resolution Authorizing a  
Modification in Contractual  
Authorization for Orbit  
Analytics Software  
Maintenance, RFP P45361**

Kirk Talbott, AGM  
Department of Technology

## **Resolution Authorizing a Modification in Contractual Authorization for Orbit Analytics Software Maintenance, RFPP P45361**

Orbit Analytics is a business intelligence software that enables data to be extracted from Oracle Purchasing, Oracle Human Resource Management System (HRMS) and Oracle Financial modules to create real-time ad hoc reports.

MARTA’s Orbit Analytics Software maintenance agreement with Polaris Associates, Inc. is was originally executed for a 3 - year term and expire this fiscal year on February 13, 2023.

- Requesting to modify this agreement. Add one additional year of maintenance support and the needed contract funding.
- Orbit Analytics software will not be needed beyond FY24.
- The FY24 completion of the Oracle Cloud upgrade will enable module extraction reporting to be pulled using Power BI.

### **DBE Assignment**

The Office of Diversity and Inclusion did not assign a DBE goal for this contract modification procurement.

### **Cost Analysis**

<b>Orbit Analytics Maintenance Support FY20 – FY24</b>		
<b>Fiscal Year</b>	<b>Cost</b>	<b>% Price increase</b>
FY20	\$47,999.20	3-year Fixed Price
FY21	\$47,999.20	3-year Fixed Price
FY22	\$47,999.20	3-year Fixed Price
FY23 – Mod 1	\$51,359.14	7% Increase
FY24 – Mod 2	\$54,954.28	7% Increase



## **Resolution Authorizing a Modification in Contractual Authorization for Orbit Analytics Software Maintenance, RFPP P45361**

### **Procurement and Financial Considerations**

Requesting approval for additional funds in the amount of \$54,954.28 for 1 year of maintenance support.

- FY20 Original Procurement (Fixed 3-year price) \$143,997.60 (\$47,999.20 per year)
- FY23 Modification 1 (Expires 2/13/2023) \$51,359.14
- **FY24 Modification 2 (Additional 1 Year Funding Request) \$54,954.28**

**Total Modified Contract Value \$250,311.02**

### **Funding**

This modification will be funded 100% from the Department of Technology's FY24 Local Operating Budget.



Thank You

