



File #: 2025-0870, File Type: Contract

Agenda Number: 41.

### OPERATIONS, SAFETY, AND CUSTOMER EXPERIENCE COMMITTEE JANUARY 15, 2026

**SUBJECT: DIGITAL PRINTING PRESS**

**ACTION: APPROVE CONTRACT**

#### **RECOMMENDATION**

AUTHORIZE the Chief Executive Officer to:

- A. AWARD a non-competitive firm fixed price Contract No. PS134472000 to Konica Minolta Business Solutions U.S.A, Inc. for the purchase of a large format digital printing press in support of Metro's Print Shop in the amount of \$1,268,105; and
- B. FINDING that there is only a single source of procurement for the item(s) set forth in recommendation A above and that the purchase is for the sole purpose of duplicating or replacing supply, equipment, or material already in use, as defined under Public Utilities Code Section 130237.

(REQUIRES TWO-THIRDS VOTE OF THE FULL BOARD)

#### **ISSUE**

Metro's Print Shop's (the "Print Shop") current printing press is more than 45 years old; the typical lifespan of this equipment is 15-20 years. The age of the press makes it prone to frequent breakdowns. This jeopardizes Metro's ability to meet customer information demands, including during shake ups and other time-sensitive printing needs.

The purchase of a Konica Minolta Accurio Jet KM-1e LED UV Inkjet Press (KM-1) is recommended to replace the Print Shop's old printing press, which is already obsolete. This will improve the Print Shop's printing capabilities and modernize the digital equipment at the Print Shop.

#### **BACKGROUND**

The Print Shop was established in 1977 for the purpose of producing customer information and communications materials and is equipped with digital and offset printing machinery that produces a variety of agency materials, including decals and vinyl banners. On average, the Print Shop completes roughly 14 million printed pieces per year, which saves the agency an average of

---

\$450,000 annually on printing services and needs. It also produces most of Metro's marketing materials, such as flyers, brochures, posters, system maps, bus car cards, stationery forms, as well as a large variety of other materials.

The Print Shop's current web press, utilized principally for producing timetables, has now been used continuously for more than 45 years. The existing press has far exceeded its normal life expectancy, and frequent breakdowns and scarcity of repair parts jeopardize Metro's ability to meet customer demand for timetables and other critical materials during shake ups and other Metro events. A new large format digital press will enable the print shop to better meet Metro's print requirements and increase the shop's capabilities, speed, reliability and quality of work. It will also enable Metro to keep about 65% more print work in-house and save nearly \$500,000 per year, as opposed to contracting outside vendors, which is much more costly.

Equipment purchase for the Print Shop is a capital project that was approved in the Marketing Department's 10-year plan in 2018. Part 1 of this capital project, which was the purchase of smaller digital presses, was completed last fiscal year. Part 2, the final purchase in this capital project, is the replacement of Metro's aging web press with the KM-1 large format digital press.

## **DISCUSSION**

In fiscal year 2025, the Print Shop produced over five million brochures, direct mailers and applications for programs, such as TAP and LIFE. Over one million brochures were printed for the Fare Capping program alone. It also produced over 65,000 car cards for Metro's buses, plus thousands of promotional items, such as pin card holders, as well as posters and coupons for bike share and Micro Transit.

The Print Shop produced materials for the openings of the A Line Extension and LAX/ Metro Transit Center. Those materials included items such as system maps, station directories, rider guides and much more. The Print Shop also produced over 11 million timetables and forms for Metro's Stationery department.

The Print Shop has kept this pace for FY26, and the shop is projecting to exceed the previous fiscal year production due to the openings of the PLE sections, as well as upcoming large-scale events, such as 2026 FIFA World Cup, Super Bowl 2027 and the 2028 Games. The purchase of a new press is required to meet the demand of delivering marketing materials and customer information on time, while reducing overall production costs.

## **Considerations**

Other digital presses were researched and considered for the replacement of the current web press. However, many of the presses did not meet the print sheet requirements and/or too large for the Print Shop. With large scale events on the horizon, which will require production of more customer information materials than we currently produce, the KM-1 is the appropriate machine to meet those needs. In addition, no physical modifications to the Print Shop would be required to install the new printing press, with the possible exception of adjustments to electrical wiring.

The designated working area for the digital press is 180" width x 384" length x 106" tall. Metro's sheet size requirement is 23" x 29". The maximum weight for a press is 19,000 lbs. Managing the weight of the new machine is critical due to the print shop being located on the P-2 level of the Gateway parking structure. A press that is too heavy will compromise the integrity of the floor and damage or even possibly collapse through the floor. The weight of the current press is 19,000 lbs. and it is used as a guide, as it has been in that specific location without any issues since the print shop was relocated to the Gateway Building in 1995.

Brand	Other Digital Printing Presses Considered			
	Sheet Size	Physical Size	Weight	Comments
Ricoh Z75	23" x 29"	480" x 156" x 92"	29,762 lbs	This digital press is much too large for the shop's existing space.
HP Indigo 120k	20.8125" x 29.5"	374" x 189" x 94"	27,557 lbs	This digital press is much too large for the shop's existing space, and the maximum sheet size does not meet Metro's requirement.
Xerox IGen 5	14.33" x 26"	290" x 72" x 96"	8,889 lbs	Maximum sheet size does not meet Metro's requirement.
Fuji J Press750 HS	23" x 29.5"	289" x 104" x 80"	N/A	This press does not print on both sides of a sheet, which is not sustainable or equitable. It would require double the labor to print on both sides.
Konica-Minolta KM-1	23" x 29".5"	211.25" x 116" x 91.5"	17,857 lbs	This machine meets Metro's needs and specifications.

## DETERMINATION OF SAFETY IMPACT

Contract award will ensure printing press availability, delivery schedule, setup, installation, and readiness to produce customer information, such as safety messaging, service alerts, rail posters, advisories, and agency information, for the riding public. Konica Minolta Business Solutions U.S.A, Inc. has surveyed the print shop to ensure the KM-1 can be installed safely and is compatible with the current configuration of the Print Shop. No physical alterations will be required.

## FINANCIAL IMPACT

Funding for this contract in the amount of \$1,268,105 will be covered by the Print Shop Press and Cutter Project's approved Life-of-Project Budget in Cost Center 7140, Customer Communications, under Project Number 290007.

### Impact to Budget

---

The source of funding is Transportation Development Act Article 4 (TDA), which is eligible for bus and rail operating and capital expenses.

## **EQUITY PLATFORM**

The new printing press will increase Metro's ability to produce and distribute a greater amount of customer information in multiple languages to Metro riders and non-riders, including to those located in Equity Focus Communities (EFCs), , and especially for those that do not have the ability to access the internet and various digital platforms. Currently, Metro uses direct mail service, onboard distribution, door to door delivery services and Metro customer centers to distribute this information to their customers and non-customers alike.

This action will also place Metro in compliance with Title VI and Title VI Equity Policies by enabling Metro to source materials to produce mandated customer information, transit information, intake forms and agency policies to meet Title VI and LEP requirements; mandated information, including but not limited to, systemwide service standards and policies, travel information, fare information, customer feedback forms and customer engagement forms.

## **VEHICLE MILES TRAVELED OUTCOME**

VMT and VMT per capita in Los Angeles County are lower than national averages, the lowest in the SCAG region, and on the lower end of VMT per capita statewide, with these declining VMT trends due in part to Metro's significant investment in rail and bus transit.\* Metro's Board-adopted VMT reduction targets align with California's statewide climate goals, including achieving carbon neutrality by 2045. To ensure continued progress, all Board items are assessed for their potential impact on VMT.

This item supports Metro's systemwide strategy to reduce VMT through investment in an equipment purchase to help enhance the customer experience activities that will improve and benefit and further encourage transit ridership, ridesharing and active transportation. Metro's Board-adopted VMT reduction targets were designed to build on the success of existing investments, and this item aligns with those objectives.

\*Based on population estimates from the United States Census and VMT estimates from Caltrans' Highway Performance Monitoring System (HPMS) data between 2001-2019.

## **IMPLEMENTATION OF STRATEGIC PLAN GOALS**

Approving the purchase of a new printer aligns with Metro's strategic goals by ensuring that the print shop can produce materials for riders, which will result in providing access to updated and accurate customer information, including maps, on metro.net and on the bus and rail system.

1. Provide high-quality mobility options that enable people to spend less time traveling. Customer information materials are essential for riders to efficiently plan their journeys and be aware of Metro's programs initiatives.
2. Deliver outstanding trip experiences for all users of the transportation system.

---

Accurate and reliable customer information, especially maps, enhances the overall rider experience by offering a seamless trip planning experience.

3. Enhance the communities and lives of Metro's ridership and non-riders alike by informing them of the opportunities and offers provided by Metro. Accurate and reliable maps are a gateway to mobility and opportunity for communities throughout Los Angeles, and printed materials ensure that the riding public, including low-income and minority populations, are aware of all that Metro has to offer.

### **ALTERNATIVES CONSIDERED**

The alternative is to purchase another smaller digital printing press, which is not recommended. This smaller equipment would limit the Print Shop's ability to increase production, expand capabilities, and would cause Metro to continue to outsource print work, spending hundreds of thousands of dollars per year in the process.

### **NEXT STEPS**

Upon approval by the Board, staff will execute Contract No. PS134472000 with Konica Minolta Business Solutions U.S.A, Inc. for the purchase of a large format digital printing press.

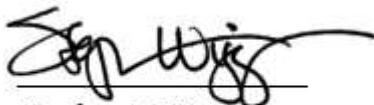
### **ATTACHMENTS**

Attachment A - Procurement Summary

Attachment B - DEOD Summary

Prepared by: Robert Hartert, Printing Services Supervisor, (213) 418-3206  
Antwaun Boykin, Contract Administrator, (213) 922-1056  
Bernadette Mindiola, Deputy Executive Officer, Marketing & Design (213) 922-5646  
Monica Bouldin, Deputy Chief Customer Experience Officer, (213) 922-4081  
Zoe Ziegler, Executive Officer, Marketing, (213) 922-5661  
Carolina Coppolo, Deputy Chief Vendor/Contract Management Officer, (213) 922-4471

Reviewed by: Jennifer Vides, Chief Customer Experience Officer, (213) 922-4060



---

Stephanie Wiggins  
Chief Executive Officer

**PROCUREMENT SUMMARY**  
**DIGITAL PRINTING PRESS / PS134472000**

1.	<b>Contract Number:</b> PS134472000	
2.	<b>Recommended Vendor:</b> Konica Minolta Business Solutions U.S.A., Inc.	
3.	<b>Type of Procurement (check one):</b> <input type="checkbox"/> IFB <input type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input checked="" type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	<b>Procurement Dates:</b>	
	A. Issued: September 1, 2025	
	B. Advertised/Publicized: N/A	
	C. Pre-Proposal Conference: N/A	
	D. Proposals Due: September 22, 2025	
	E. Pre-Qualification Completed: Pending	
	F. Ethics Declaration Forms submitted to Ethics: September 23, 2025	
	G. Protest Period End Date: January 20, 2026	
5.	Solicitations Downloaded: 1	Proposals Received: 1
6.	Contract Administrator: Antwaun Boykin	Telephone Number: (213) 922-1056
7.	Project Manager: Robert Hartert	Telephone Number: (213) 418-3206

**A. Procurement Background**

This Board Action is to approve Contract No. PS134472000 to Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta) for the purchase of a large format digital printing press in support of Metro's Print Shop.

This is a non-competitive procurement issued in accordance with Metro's Acquisition Policy and the contract type is firm fixed price. The Diversity & Economic Opportunity Department did not recommend a Disadvantaged Business Enterprise (DBE) goal due to a lack of subcontracting opportunities.

Metro's in-house Print Shop produces all bus and rail timetables, maps, customer communications brochures, bus car cards, posters and other printed transit materials. The Shop's current printing press is more than 45 years old, exceeding the expected 15-20-year lifespan for this equipment and is prone to frequent breakdowns.

To effectively continue producing customer information and communications materials, the current printing press must be replaced with similar, modern digital equipment. This equipment must be compatible with the technical/electrical requirements, as well as the floor plan configuration of the Print Shop. Furthermore, the new digital printing press must be compatible with the existing equipment used in the Print Shop. This will minimize training time needed and eliminate compatibility issues.

## **B. Evaluation of Proposal**

The proposal submitted by Konica Minolta was found to be responsive to the requirements of the scope of services.

The AccurioJet KM-1e LED UV Inkjet Production digital press (KM-1) is manufactured, sold and serviced solely by Konica Minolta. Its electrical specifications are compatible with the electrical requirements of the existing equipment at the Print Shop and with Prinect, the pre-flight software currently being used in the Print Shop. Further, KM-1's footprint fits within the current floor plan configuration of the Print Shop.

## **C. Price Analysis**

The recommended price has been determined to be fair and reasonable based on the Independent Cost Estimate (ICE), price analysis and technical analysis. Konica-Minolta's pricing reflects a 43% government discount off its published pricing.

<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>Recommended Amount</b>
Konica Minolta Business Solutions U.S.A., Inc.	\$1,268,105	\$1,118,950	\$1,268,105

The variance between the ICE and the recommended amount is due to the ICE not accounting for sales tax and delivery charges.

## **D. Background on Recommended Contractor**

Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta), founded in 1873, is headquartered in Ramsey, New Jersey. It offers a wide range of services, including IT services, enterprise content management (ECM), managed print services, and industrial and commercial printing solutions. The company focuses on digital transformation and AI-driven solutions to help businesses streamline operations and enhance productivity.

Konica Minolta has been providing goods and services to Metro since 1996, and performance has been satisfactory.

**DEOD SUMMARY  
DIGITAL PRINTING PRESS /PS134472000**

**A. Small Business Participation**

The Diversity & Economic Opportunity Department (DEOD) did not establish a Small Business Enterprise (SBE) and Disabled Veteran Business Enterprise (DVBE) goal for this procurement due to a lack of subcontracting opportunities. It is expected that Konica Minolta Business Solutions U.S.A., Inc. will perform the services with its own workforce.

**B. Living Wage and Service Contract Worker Retention Policy Applicability**

The Living Wage and Service Contract Worker Retention Policy is not applicable to this contract

**C. Prevailing Wage Applicability**

Prevailing wage is not applicable to this contract.

**D. Project Labor Agreement/Construction Careers Policy**

Project Labor Agreement/Construction Careers Policy is not applicable to this Contract. PLA/CCP is applicable only to construction contracts that have a construction related value in excess of \$2.5 million.

**E. Manufacturing Careers Policy**

The Manufacturing Careers Policy (MCP) does not apply to this contract. The MCP is required on Metro's Rolling Stock RFPs, with an Independent Cost Estimate of at least \$50 million.



Digital Printing Press  
Operations, Safety, and Customer Experience Committee  
January 15, 2026



**Metro®**

# Background

- The Metro Print Shop was established in 1977 for the purpose of producing customer information and communications materials. On average, the print shop completes over 1k printing jobs a year, which equates to an average of 14 million printed pieces. Producing printed materials in-house saves the agency an average of \$450k a year.
- The print shop is equipped with digital and offset printing machinery, and they are responsible for producing most of the agency's customer information materials, such as bus and rail timetables, flyers, brochures, posters, system maps, bus car cards, forms, applications, folders and banners, as well as other materials.



# Discussion

The Metro Print Shop's role is crucial to the efforts of informing riders about service and Metro-related initiatives by producing various communication materials. The typical lifespan of a printing press is 15-20 years. The print shop's existing press is more than 45 years old. It has far exceeded the normal life expectancy, and frequent breakdowns and scarcity of parts jeopardizes Metro's ability to meet customer demand for critical materials required for Shake Ups, rail openings and other agency initiatives.

Purchasing a new digital press will enable the print shop to expand its capabilities and produce materials more quickly and efficiently for posting and/or distributing systemwide, saving Metro thousands of dollars in outside printing and production costs. A greater number of materials will be needed for upcoming large-scale events, including the World Cup, Super Bowl and the Games. Therefore, it is essential to purchase and install the machine now to be ready to meet those needs in a timely fashion.

# Alternatives Considered

The alternative is to purchase a smaller digital printing press, which would not enable the print shop to increase production and expand capabilities. This would force Metro to outsource printing & production and incur costs of more than \$2 million over the next 20 years.

The designated working area for the digital press is 180" width x 384" length x 106" tall. Metro's sheet size requirement is 23" x 29". The maximum weight for a press is 19,000 lbs. Managing the weight of the new machine is critical due to the print shop being located on the P-2 level of the Gateway parking structure. A press that is too heavy will compromise the integrity of the floor and damage or even possibly collapse through the floor. The weight of the current press is 19,000 lbs. and it is used as a guide, as it has been in that specific location without any issues since the print shop was relocated to the Gateway Building in 1995. Therefore, other printers researched, such as the Ricoh Z75, HP Indigo 120k, Xerox IGen5 and Fuji J Press 750HS, were deemed too large or heavy and cannot be considered for purchase.

# Recommendation

AUTHORIZE the Chief Executive Officer to:

- A. AWARD a non-competitive firm fixed price Contract No. PS134472000 to Konica Minolta Business Solutions U.S.A, Inc. for the purchase of a large format digital printing press in support of Metro's Print Shop in the amount of \$1,268,105, and;
- B. FINDING that there is only a single source of procurement for the item(s) set forth in recommendation A above and that the purchase is for the sole purpose of duplicating or replacing supply, equipment, or material already in use, as defined under Public Utilities Code Section 130237.

(REQUIRES TWO-THIRDS VOTE OF THE FULL BOARD)