

## PROCUREMENT SUMMARY

**FSP LIGHT DUTY TOWING-REGION 1 AND REGION 2  
FS58039000, FS58039001**

1.	<b>Contract Numbers: FS58039000, FS58039001</b>	
2.	<b>Recommended Vendors:</b> Kenny's Auto Service #II-Region 1 Platinum Tow and Transport-Region 2	
3.	<b>Type of Procurement (check one):</b> <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> December 13, 2018	
	<b>B. Advertised/Publicized:</b> December 14, 2018	
	<b>C. Pre-Proposal Conference:</b> December 20, 2018	
	<b>D. Proposals Due:</b> January 28, 2019	
	<b>E. Pre-Qualification Completed:</b> June 27, 2019	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> May 10, 2019	
	<b>G. Protest Period End Date:</b> July 29, 2019	
5.	<b>Solicitations Picked up/ Downloaded:</b> 36	<b>Proposals Received:</b> 10
6.	<b>Contract Administrator:</b> DeValory Donahue	<b>Telephone Number:</b> (213) 922-4726
7.	<b>Project Manager:</b> John Takahashi	<b>Telephone Number:</b> (213) 418-3271

**A. Procurement Background**

This Board Action is to award Contract No. FS58039000 to Kenny's Auto Service #II (Region 1) and Contract No. FS58039001 to Platinum Tow and Transport (Region 2), in support of FSP Light Duty Towing Services for highways in Los Angeles County. Board approval of contract awards are subject to the resolution of any properly submitted protest.

This Freeway Service Patrol Request for Proposal (RFP) to award two regional contracts was issued in accordance with Metro's Acquisition Policy. The RFP was issued with an SBE/DVBE goal of 10% (SBE 7% and DVBE 3%). The contract type is a firm fixed hourly rate. The RFP allowed firms to propose on Regions 1 and 2; however, a firm could only be awarded one Region contract.

The RFP was advertised as a medium-sized business enterprise preference for medium-size businesses whose proposals would be considered first. However, none of the firms that submitted a proposal designated themselves as a medium sized business enterprise.

Two amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on January 7, 2019, revised Exhibit B, Exhibit 1-Form 4, Exhibit 4, and Exhibit 11.1.

- Amendment No. 2, issued on January 10, 2019, revised Exhibit A and Exhibit H-1.1.

A pre-proposal conference was held on December 20, 2018, and was attended by 39 participants representing 24 companies. There were 21 questions asked and responses were released prior to the proposal due date.

A total of 36 firms downloaded the RFP and were included in the planholders' list. A total of ten proposals were received on January 28, 2019.

## **B. Evaluation of Proposals**

A Proposal Evaluation Team (PET), consisting of staff from Metro Highway Programs and California Highway Patrol, was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were evaluated based on the following evaluation criteria and weights:

- |                                      |            |
|--------------------------------------|------------|
| • Capability and Relevant Experience | 20 percent |
| • Business Plan                      | 20 percent |
| • Facility Visit                     | 10 percent |
| • Vehicle Inspection                 | 10 percent |
| • Price                              | 30 percent |
| • Partnering with Small Business     | 10 percent |

The evaluation criteria are appropriate and consistent with criteria developed for other, similar highway towing service procurements. Several factors were considered when developing these weights, giving the greatest importance to price.

From February 8, 2019 through April 18, 2019, the PET completed its independent evaluation of the proposals. Of the ten proposals received, four were considered responsive. The PET determined that one of the four responsive firms was outside the competitive range and therefore, not included for further consideration as it did not adequately address the requirements of the RFP. As part of the RFP requirements, firms were required to meet the established SBE/DVBE goal of 10%. Six firms did not achieve this goal and were considered non-responsive.

The firms within the competitive range for awards in both regions are listed below in alphabetical order:

1. Freeway Towing, Inc.
2. Kenny's Auto Service, #II
3. Platinum Tow and Transport, Inc.

### **Qualifications of Firms Within the Competitive Range**

#### **Kenny's Auto Service, #II**

Kenny's Auto Service conducted a towing pilot for FSP light duty towing Region 1 and are current providers of towing services. Their proposal and site visit demonstrated extensive knowledge in providing towing services for the region. They are a certified SBE and all vehicles designated for use in this region passed inspection. They proposed 20 drivers that would be dedicated to Metro towing with seven back-up drivers. Kenny's Auto Service will have the Director of Operations to serve as the Project Administrator along with the Deputy Administrator for the FSP program.

**Platinum Tow and Transport, Inc.**

Platinum Tow and Transport's proposal and site visit reflected the ability to execute the requirements for the Metro FSP towing program. They are a certified SBE. Their records management was organized and the towing yard was clean. All designated vehicles passed inspection and 37 drivers, along with four administrative personnel, will support the FSP project. Platinum Tow and Transport will provide three project managers to support the FSP Regional Towing contract.

**Freeway Towing, Inc.**

Freeway Towing is a current Metro FSP Big Rig Contractor. They have been in business for 31 years. Their proposal reflected good organization skills with a designated FSP manager and assistant manager. They proposed ten drivers designated for FSP only and they have been on the advisory committee for AAA Motor Club for 20 years.

**Following is a summary of the PET evaluations scores by region:**

**REGION 1**

	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
	<b>Kenny's Auto Service, #II</b>				
1	Capability and Relevant Experience	63.35	20.00%	12.67	
2	Business Plan	96.65	20.00%	19.33	
3	Facility Visit	93.30	10.00%	9.33	
4	Vehicle Inspection	100.00	10.00%	10.00	
5	Price	82.94	30.00%	24.88	
6	Partnering With Small Business	50.00	10.00%	5.00	
7	<b>Total</b>		<b>100.00%</b>	<b>81.21</b>	<b>1</b>
	<b>Platinum Tow and Transport, Inc.</b>				
8	Capability and Relevant Experience	64.45	20.00%	12.89	
9	Business Plan	90.00	20.00%	18.00	
10	Facility Visit	100.00	10.00%	10.00	
11	Vehicle Inspection	100.00	10.00%	10.00	

12	Price	70.37	30.00%	21.11	
13	Partnering With Small Business	50.00	10.00%	5.00	
14	<b>Total</b>		<b>100.00%</b>	<b>77.00</b>	<b>2</b>
<b>Freeway Towing Inc.</b>					
15	Capability and Relevant Experience	66.65	20.00%	13.33	
16	Business Plan	71.65	20.00%	14.33	
17	Facility Visit	96.70	10.00%	9.67	
18	Vehicle Inspection	100.00	10.00%	10.00	
19	Price	63.52	30.00%	19.06	
20	Partnering With Small Business	50.00	10.00%	5.00	
21	<b>Total</b>		<b>100.00%</b>	<b>71.39</b>	<b>3</b>

## **REGION 2**

	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
<b>Platinum Tow and Transport, Inc.</b>					
1	Capability and Relevant Experience	64.45	20.00%	12.89	
2	Business Plan	90.00	20.00%	18.00	
3	Facility Visit	100.00	10.00%	10.00	
4	Vehicle Inspection	100.00	10.00%	10.00	
5	Price	100.00	30.00%	30.00	
6	Partnering With Small Business	50.00	10.00%	5.00	
7	<b>Total</b>		<b>100.00%</b>	<b>85.89</b>	<b>1</b>
<b>Freeway Towing, Inc.</b>					
8	Capability and Relevant Experience	66.65	20.00%	13.33	
9	Business Plan	71.65	20.00%	14.33	
10	Facility Visit	96.70	10.00%	9.67	
11	Vehicle Inspection	100.00	10.00%	10.00	
12	Price	90.37	30.00%	27.11	
13	Partnering With Small Business	50.00	10.00%	5.00	
14	<b>Total</b>		<b>100.00%</b>	<b>79.44</b>	<b>2</b>

### **C. Price Analysis**

The recommended NTE amount has been determined to be fair and reasonable based upon an independent cost estimate (ICE), price analysis, technical analysis, and fact finding. The primary difference between the ICE and NTE amounts is future increases in vehicle insurance costs and fuel price fluctuations based on market conditions.

## **REGION 1**

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>NTE amount</b>
1.	Kenny's Auto Service, II	\$20,936,368.98	\$18,867,940	\$20,936,368.98
2.	Platinum Tow and Transport, Inc.	\$24,673,874.68	\$18,867,940	N/A
3.	Freeway Towing, Inc.	\$27,334,857.50	\$18,867,940	N/A

## **REGION 2**

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>NTE amount</b>
1.	Platinum Tow and Transport, Inc.	\$24,006,822.70	\$18,357,850	\$24,006,822.70
2.	Freeway Towing, Inc.	\$26,566,657.50	\$18,357,850	N/A

### **D. Background on Recommended Contractors**

#### **REGION 1**

##### **Kenny's Auto Service, #II**

Kenny's Auto Service has been conducting business in the Metropolitan area of Los Angeles since 1938. Metro FSP towing certified since 1994, they have a fleet of 24 trucks that service 6 patrol routes and 70 miles of freeway. In addition to the current towing contract with Metro, they are also contracted with the LA County Sheriff's Department, California Highway Patrol and the City of Bellflower. Kenny's has the ability to store 400 vehicles in their state-of-the-art facility and is a member of the Department of Motor Vehicles Pull Notice program.

#### **REGION 2**

##### **Platinum Tow and Transport, Inc.**

Platinum Tow and Transport, Inc. started the tow business in October 2001 with a single tow truck. They now have a fleet of 39 trucks and operate out of 3 locations in Westlake Village, Camarillo, and Oxnard, California. The fourth location in Canoga Park serves as the depot for the Metro FSP. Services include light, medium, and heavy-duty towing and they have been a continuous partner with Metro since 2004. Existing contracts are with Metro, the Auto Club of Southern California, Los Angeles World Airports, and the California Highway Patrol.