

PROCUREMENT SUMMARY

GATEWAY HEADQUARTERS BUILDING AND UNION STATION EAST ELEVATOR
AND ESCALATOR MAINTENANCE / OP1680130003367

1.	Contract Number: OP1680130003367	
2.	Recommended Vendor: Elevators Etc. LP	
3.	Type of Procurement (check one): <input checked="" type="checkbox"/> RFP <input type="checkbox"/> IFB <input type="checkbox"/> IFB-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	Procurement Dates:	
	A. Issued: May 28, 2020	
	B. Advertised/Publicized: May 28, 2020	
	C. Pre-proposal/Pre-Bid Conference: June 11, 2020	
	D. Proposals/Bids Due: June 30, 2020	
	E. Pre-Qualification Completed: September 15, 2020	
	F. Conflict of Interest Form Submitted to Ethics: September 4, 2020	
	G. Protest Period End Date: October 19, 2020	
5.	Solicitations Picked up/Downloaded: 12	Proposals Received: 4
6.	Contract Administrator: Rommel Hilario	Telephone Number: (213) 922-4654
7.	Project Manager: Maral Minasian	Telephone Number: (213) 922-6762

A. Procurement Background

This Board Action is to approve the award of Contract OP1680130003367 to Elevators Etc. LP to provide comprehensive preventative maintenance, servicing, repairs, cleaning, inspections and tests for the elevators, escalators and their associated systems and equipment for the Gateway Headquarters Building high-rise tower building and the adjacent Union Station East Portal. Board approval of contract awards are subject to resolution of any properly submitted protest.

On May 28, 2020, Request for Proposal (RFP) No. OP70077 was issued as a competitive procurement in accordance with Metro's Acquisition Policy. The proposed contract type is firm fixed unit rate.

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

- Amendment No. 1, issued on June 16, 2020, invited potential proposers to a site visit of elevators and escalators at the Union Station and extended the final date to submit questions;
- Amendment No. 2, issued on June 19, 2020, provided revised insurance requirements, prevailing wage information and copy of the sign-in sheet of the site visit.

A virtual Pre-Proposal Conference was held on June 11, 2020. The site visit was conducted on June 18, 2020 and was attended by seven participants representing four firms. There were 12 questions received and responses were provided prior to the proposal due date.

A total of four (4) proposals were received on June 30, 2020, and are listed below in alphabetical order:

1. Amtech Elevators Services
2. Elevators Etc. LP
3. Mitsubishi Electric US, Inc.
4. Schindler Elevators

B. Evaluation of Proposals

The Proposal Evaluation Team (PET), consisting of staff from General Services and Facility Maintenance departments, was convened and conducted a comprehensive evaluation of the proposals received.

Proposals were evaluated based on the following evaluation criteria stated in the RFP:

Evaluation Pass/Fail Criteria: The evaluation focused on the experience of the Prime Contractor and the project management team on preventative maintenance, service, repair, inspection, and testing of elevator and escalators of comparable diversity, age, capacity etc. Further, state issued licenses and certifications were validated.

The PET reconvened and determined that all four proposals met the Evaluation Pass/Fail Criteria and were further evaluated in accordance with the following evaluation criteria and associated weights which are consistent with criteria developed for similar elevator and escalator procurements:

- | | |
|----------------|-----|
| • Cost & Price | 35% |
| • Work Plan | 35% |
| • Experience | 30% |

Based on evaluation scores, the two highest rated firms were invited to make oral presentations and are listed below in alphabetical order:

- 1, Elevators Etc. LP
2. Mitsubishi Electric US, Inc.

On August 6, 2020, virtual oral presentations were held and the firms' project managers and key team members had an opportunity to present each team's qualifications and respond to the PET's questions.

In general, each team’s presentation described the composition of the team and the roles and responsibilities of each team member; and explained the proposed staffing in relation to Statement of Work requirements. Further, the teams were asked to discuss their plan in sourcing obsolete parts, preventive maintenance and scheduling, response plan for callbacks and trouble calls and its familiarity in the use of “LiftNet” for reporting and monitoring real-time status of elevator and escalator systems.

Summary of Firms within the Competitive Range

Elevators Etc. LP

Elevators Etc. LP (Elevators Etc.) is an International Union of Elevator Constructors (IUEC) Local 18, independent elevator and escalator company. It was established in 2012 and has been providing preventive maintenance, repair, inspection, testing and modernization of elevators and escalators throughout greater Los Angeles. Government clients include the Los Angeles World Airport (LAWA), Hollywood Burbank Airport, Ontario International Airport Authority, Los Angeles Unified School District and Orange County Superior Courts. Elevators Etc. has been certified by Metro as Small Business Enterprise (SBE) since 2014. The firm is currently the subcontractor to Mitsubishi Electric US, Inc. under Metro Contract No. OP4939100, systemwide maintenance and repair service of elevators and escalators (excluding Gateway Headquarters Building and Union Station East Portal).

Mitsubishi Electric US, Inc.

Mitsubishi Electric US, Inc. (MEUS), headquartered in Cypress California, is one of the five divisions of Mitsubishi Electric in the US. It has been serving the vertical transportation needs of buildings of all types and sizes in the United States since 1985. It is a full-service elevator company that offers elevator and escalator maintenance, repair and modernization services for both Mitsubishi and other manufacturer’s equipment. Clients include the Orange County Transportation Authority, Los Angeles Department of Water and Power, Pasadena Courthouse, Circa LA, Sunset Bronson Studios and Metro.

The following is a summary of the final scores:

1	FIRM	Average Score	Factor Weight	Weighted Average Score	Rank
2	ELEVATORS ETC. LP				
3	Cost & Price	100.0	35%	35.0	
4	Work Plan	89.4	35%	31.3	
5	Experience	92.3	30%	27.7	

6	Total		100.00%	94.0	1
7	MITSUBISHI ELECTRIC US, INC.				
8	Cost & Price	85.7	35%	30.0	
9	Work Plan	97.4	35%	34.1	
10	Experience	93.3	30%	28.0	
11	Total		100.00%	92.1	2

C. Cost/Price Analysis

The recommended price has been determined to be fair and reasonable based on adequate competition, price analysis, technical evaluation, and fact finding. The recommended price is higher than the independent cost estimate (ICE) by \$3,520,640 or 29% because the ICE did not account for economic price adjustment.

BIDDER	AMOUNT	METRO ICE	AWARD AMOUNT
Elevators Etc. LP	\$4,539,115.00	\$3,520,640.00	\$4,539,115.00
Mitsubishi Electric US	\$5,334,585.85		

D. Background on Recommended Contractor

Elevators Etc. LP is a full service Certified Qualified Conveyance Company (CQCC) by the State of California, City of Los Angeles and other local public entities. It is headquartered in Los Angeles, CA and has been providing maintenance, repair and modernization and new construction of elevators and escalators throughout the greater Los Angeles area since 2012.

Elevators Etc. is a Metro certified Small Business Enterprise (SBE). Its team includes a DVBE subcontractor, Elevators Etc. GS, Inc. which will provide elevator and escalator repairs and provide required construction and modernization.

The proposed Project Manager is a Certified Competent Conveyance Mechanic (CCCM) and has worked in the elevator/escalator industry for over 30 years. He has significant experience working on elevators and escalators at Metro B line, Union Station and Hollywood and Highland stations.