

## PROCUREMENT SUMMARY

## Contracted Transportation Services / PS76258000 and PS76258001

1.	<b>Contract Number:</b> A. PS76258000 (East Region) B. PS76258001 (South Region)	
2.	<b>Recommended Vendor:</b> A. Southland Transit, Inc. (East Region) B. MV Transportation, Inc. (South Region)	
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>	
	A. <b>Issued:</b> June 28, 2021	
	B. <b>Advertised/Publicized:</b> June 28, 2021	
	C. <b>Pre-Proposal Conference:</b> July 8, 2021	
	D. <b>Proposals Due:</b> August 26, 2021	
	E. <b>Pre-Qualification Completed:</b> November 17, 2021	
	F. <b>Conflict of Interest Form Submitted to Ethics:</b> October 22, 2021	
	G. <b>Protest Period End Date:</b> February 21, 2022	
5.	<b>Solicitations Picked up/Downloaded:</b> 49	<b>Bids/Proposals Received:</b> East Region: 3 proposals South Region: 2 proposals
6.	<b>Contract Administrator:</b> Antonio Monreal	<b>Telephone Number:</b> 213-922-4679
7.	<b>Project Manager:</b> Carlos Guevara Romero	<b>Telephone Number:</b> 213-922-5234

**A. Procurement Background**

This Board action is to approve the award of Contract No. PS76258000 (East Region) to Southland Transit, Inc., and Contract No. PS76258001 (South Region) to MV Transportation, Inc., to operate local transit lines in the East and South regions, of Los Angeles County. Contractors shall provide coordination, management, revenue collection, supervision, fueling, maintenance and other services, personnel and equipment related to the operation of local transit lines. They may also be required to perform as-needed services such as the Dodger Stadium Express and bus bridges. Board approval of contract awards are subject to resolution of any properly submitted protest(s).

On June 28, 2021, Request for Proposal (RFP) No. PS76258 was issued as a competitive procurement in accordance with Metro's Acquisition Policy. The proposed contract type is indefinite delivery/indefinite quantity. Separate scopes of services were issued for the East and South Regions. Proposers were allowed to submit proposals for either one or both regions, but a Proposer cannot not be recommended for contract award for more than one region.

The RFP was issued with a Race Conscious Disadvantaged Business Enterprise (RC DBE) goal of 5%. It was also subject to the DBE Contracting Outreach and Mentoring Plan (COMP), which required selected contractors to mentor two (2) DBE firms for protégé development.

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

- Amendment No. 1, issued on July 28, 2021, extended the proposal due date and increased the page limitation of the proposals;
- Amendment No. 2, issued on August 9, 2021, updated Exhibit 2, Schedule of Quantities and Prices;
- Amendment No. 3, issued on August 11, 2021, revised Appendices to Exhibit A, Scope of Services to provide additional reference information;
- Amendment No. 4, issued on August 13, 2021, updated Exhibit 2, Schedule of Quantities and Prices; and
- Amendment No. 5, issued on August 16, 2021, revised Exhibit A, Scope of Services to increase the required number of maintenance trucks dedicated to the contract and updated Exhibit 2, Schedule of Quantities and Prices.

A virtual Pre-Proposal Conference was held on July 8, 2021. Worksite visits were conducted on July 12, 2021 and were attended by 12 participants representing four (4) firms. There were 162 questions received, and responses were provided prior to the proposal due date.

A total of 49 firms downloaded the RFP and were included on the planholders' list.

The following proposals were received on August 26, 2021 and are listed below in alphabetical order by region.

#### East Region

1. First Transit, Inc.
2. MV Transportation, Inc.
3. Southland Transit, Inc.

#### South Region

1. First Transit, Inc.
2. MV Transportation, Inc.

### **B. Evaluation of Proposals**

A Proposal Evaluation Team (PET) consisting of staff from Transportation Contract Services, Quality Assurance, and Office of Extraordinary Innovation, was convened, and conducted a comprehensive technical evaluation of the proposals received.

On August 27, 2021, the PET met to review the evaluation criteria package, process confidentiality and conflict of interest forms and take receipt of the proposals to initiate the evaluation phase. Evaluations were conducted from August 27, 2021 through September 23, 2021.

On September 21, 2021, Metro's Diversity and Economic Opportunity Department (DEOD) determined First Transit, Inc. (First Transit) to be non-responsive for failure

to meet the RC DBE goal. Hence, First Transit was excluded from further consideration.

The PET continued to evaluate the remaining three proposals based on the following evaluation criteria and weights:

- Degree of Proposer’s Skills and Experience 21%
- Experience and Qualification of Proposed Key Personnel 25%
- Contractor Facility 15%
- Understanding of Work and Appropriateness of Approach for Implementation of the Services in the Scope of Services 15%
- Contract Outreach and Mentoring Plan 4%
- Price 20%

The evaluation criteria are appropriate and consistent with criteria developed for similar procurements. Several factors were considered in developing these weights, giving the greatest importance to the experience and qualification of proposed key personnel.

On September 23, 2021, the PET reconvened and determined that all three proposals are technically acceptable and are within the competitive range. The firms within the competitive range are listed below in alphabetical order by region:

East Region

1. MV Transportation, Inc.
2. Southland Transit Inc.

South Region

1. MV Transportation, Inc.

All firms within the competitive range were invited to make oral presentations on October 5, 2021. The Proposers’ project managers and key team members had an opportunity to present their team’s qualifications, and to respond to the PET’s questions.

**Qualifications Summary of Firms within the Competitive Range:**

**Southland Transit, Inc.**

Southland Transit, Inc. (Southland Transit) has been in business for 21 years. It provides fixed route, paratransit/dial-a-ride, special needs, travel training, shuttle services, taxi services and transit planning. Clients include the Riverside Transit Agency (RTA), Los Angeles County Department of Public Works, San Diego Metropolitan Transit System (MTS), Los Angeles County Metropolitan Authority

(LACMTA) and the Cities of Baldwin Park, Alhambra, El Monte, Rosemead, Arcadia, Temple City, La Puente and Pico Rivera.

**MV Transportation, Inc.**

Established more than 40 years ago, MV Transportation, Inc. (MV Transportation) operates more than 193 passenger transportation services contracts across North America. It offers fixed route, commuter and shuttle services, fleet and facility maintenance, transit management technologies, labor management, and service model design. Clients in California include the Los Angeles Department of Transportation (LADOT), the City of Santa Clarita Transit, North County Transit District (NCTD), Los Angeles County Metropolitan Authority (LACMTA), Palos Verdes Peninsula Transit Authority (PVPTA), Cities of Livermore, Compton, Escondido, Glendale and Burbank and the County of San Mateo.

At the conclusion of the evaluation process, including oral presentations, Southland Transit and MV Transportation were determined to be the top ranked firms for the East and South Regions, respectively.

The following is a summary of the PET scores.

**East Region**

<b>1</b>	<b>Firm</b>	<b>Average Score</b>	<b>Factor Weight</b>	<b>Weighted Average Score</b>	<b>Rank</b>
<b>2</b>	<b>Southland Transit, Inc.</b>				
<b>3</b>	Degree of Proposer's Skills and Experience	97.33	21%	20.44	
<b>4</b>	Experience and Qualification of Proposed Key Personnel	100.00	25%	25.00	
<b>5</b>	Contractor Facility	92.00	15%	13.80	
<b>6</b>	Understanding of Work and Appropriateness of Approach for Implementation of the Services in the Scope of Services	78.33	15%	11.75	
<b>7</b>	Contract Outreach and Mentoring Plan	75.00	4%	3.0	
<b>8</b>	Price	100.00	20%	20.0	
<b>9</b>	<b>Total</b>		<b>100.00%</b>	<b>93.99</b>	<b>1</b>

10	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
11	<b>MV Transportation, Inc</b>				
12	Degree of Proposer's Skills and Experience	94.00	21%	19.74	
13	Experience and Qualification of Proposed Key Personnel	96.24	25%	24.06	
14	Contractor Facility	94.67	15%	14.20	
15	Understanding of Work and Appropriateness of Approach for Implementation of the Services in the Scope of Services	88.33	15%	13.25	
16	Contract Outreach and Mentoring Plan	75.00	4%	3.00	
17	Price	96.70	20%	19.34	
18	<b>Total</b>		<b>100.00%</b>	<b>93.59</b>	<b>2</b>

### South Region

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	<b>MV Transportation, Inc.</b>				
3	Degree of Proposer's Skills and Experience	94.67	21%	19.88	
4	Experience and Qualification of Proposed Key Personnel	96.24	25%	24.06	
5	Contractor Facility	97.33	15%	14.60	
6	Understanding of Work and Appropriateness of Approach for Implementation of the Services in the Scope of Services	88.33	15%	13.25	
7	Contract Outreach and Mentoring Plan	75.00	4%	3.00	
8	Price	100.00	20%	20.0	
9	<b>Total</b>		<b>100.00%</b>	<b>94.79</b>	<b>1</b>

### **C. Cost/Price Analysis**

#### East Region

The recommended price has been determined to be fair and reasonable based on adequate price competition, price analysis, technical analysis, and fact-finding. It is 6% higher than Metro's independent cost estimate (ICE) due to proposed increase in wages and benefits of operations personnel to attract and retain existing

staff amidst current workforce shortages within the industry, facility security system improvements and automation of vehicle maintenance management systems.

	<b>Proposer Name</b>	<b>Proposal Amount (Original)</b>	<b>Metro ICE</b>	<b>NTE amount (Negotiated)</b>
1.	Southland	\$147,879,100	\$138,530,466	\$147,544,149
2.	MV Transportation	\$152,916,562		

South Region

The recommended price has been determined to be fair and reasonable based on historical pricing, price analysis, technical analysis, and fact-finding. It is 4% lower than Metro’s independent cost estimate (ICE) due to cost-efficiencies resulting from facility improvements that were implemented under the current Metro contract.

The recommended price is 1% higher than the original proposed amount due to fuel tax credits that MV Transportation included in its proposal. These fuel tax credits are not guaranteed and shall instead be passed on to Metro as they are realized.

	<b>Proposer Name</b>	<b>Proposal Amount (Original)</b>	<b>Metro ICE</b>	<b>NTE amount (Negotiated)</b>
1.	MV Transportation	\$247,514,388	\$261,342,503	\$250,233,436

**D. Background on Recommended Contractors**

East Region

The recommended firm, Southland Transit, Inc. (Southland), headquartered in El Monte, CA, was founded in 2001. It has operated Metro’s East Region services since 2005 and performance has been satisfactory.

The Southland Team includes nine (9) subcontractors, eight (8) of which are DBE firms. Services to be provided by DBE subcontractors include janitorial and bus cleaning and detailing services, automotive body repair and maintenance, upholstery, window insert, vehicle lubricants, electrical parts, tires uniforms and accessories, and consulting services.

The proposed Project Manager has over 20 years of transit experience. He is the project manager of Metro’s current contract for the East Region.

South Region

The recommended firm, MV Transportation, Inc. (MV Transportation), headquartered in Dallas, TX, has been in business since 1975. It operates in more than 133 locations within 25 states in the U.S. and two provinces in Canada. MV

Transportation has operated Metro's South Region since 2001 and performance has been satisfactory.

The MV Transportation team includes seven (7) DBE subcontractors that collectively will provide auto detailing and body repair, janitorial services, plumbing services, parts and lubricants and uniforms.

The proposed Project Manager has over 20 years of transportation experience. He is the project manager of Metro's current contract for the South Region.