

## PROCUREMENT SUMMARY

**P2550 LIGHT RAIL VEHICLE (LRV) STATIC INVERTER APS/LVPS OVERHAUL  
CONTRACT NO. MA51966000**

1.	<b>Contract Number: MA51966000</b>	
2.	<b>Recommended Vendor:</b>	
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> April 17, 2018	
	B. <b>Advertised/Publicized:</b> April 23, 2018	
	C. <b>Pre-Proposal Conference:</b> May 1, 2018	
	D. <b>Proposals Due:</b> July 20, 2018	
	E. <b>Pre-Qualification Completed:</b> December 5, 2018	
	F. <b>Conflict of Interest Form Submitted to Ethics:</b> July 26, 2018	
	G. <b>Protest Period End Date:</b> March 25, 2019	
5.	<b>Solicitations Picked up/Downloaded:</b> 16	<b>Bids/Proposals Received:</b> 3 conforming proposals plus an alternate proposal
6.	<b>Contract Administrator:</b> Mona Ismail	<b>Telephone Number:</b> 213-922-7376
7.	<b>Project Manager:</b> Richard Lozano	<b>Telephone Number:</b> 323-224-4042

**A. Procurement Background**

This Board Action is to approve Contract No. MA51966000 issued to perform overhaul services for the Gold Line P2550 Light Rail Vehicle (LRV) Static Inverter APS/LVPS. Board approval of contract awards are subject to resolution of any properly submitted protest.

The Request for Proposals (RFP) was issued in accordance with Metro's Acquisition Policy and the contract type is an Indefinite Quantity, Indefinite Delivery (IDIQ).

Three (3) amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on May 21, 2018 provided details from pre-proposal and job walk, clarified technical specification, and extended the due date;
- Amendment No. 2, issued on June 7, 2018 extended the due date;
- Amendment No. 3, issued on July 10, 2018 extended the due date.

A Pre-Proposal Conference and job walk was held on May 1, 2018 and 20 questions were received and answered by Metro. A total of three (3) proposals and one (1) alternate proposal were received on July 20, 2018.

## **B. Evaluation of Proposals**

The procurement was conducted in accordance and complies with LACMTA's Acquisition Policy for a Technically Acceptable Lowest Price (TALP) competitive RFP procurement process. Three (3) proposals were received but the Proposal Evaluation Team (PET) deemed only two (2) proposals were technically acceptable to perform static inverter APS/LVPS overhaul. One (1) proposal was deemed technically unacceptable by the PET and was excluded from further consideration.

The alternate proposal received was not evaluated due to the proposer's conforming proposal was deemed technically unacceptable. Per the RFP, proposers submitting conforming proposals may submit alternate proposals to this RFP as complete separate offers, if the alternate proposals offer technical improvements or modifications that are to the overall benefit of Metro. The alternate proposal was returned unopened.

The two (2) technically acceptable proposals are listed below in alphabetical order:

	<b>Proposer Name</b>
1.	AmePower
2.	PSI Repair Services, Inc.

The PET evaluated each proposal to determine technical compliance and acceptability on a pass/fail basis against the evaluation criteria and posed questions that were answered by the proposers. Both firms met the technical acceptability requirements and the award recommendation was made to the lowest priced technically acceptable firm. AmePower was found to be the lowest price proposer in full compliance with the RFP and technical requirements.

## **C. Price Analysis**

This procurement was a TALP. AmePower offered the lowest total price proposal. The recommended total price from AmePower has been determined to be fair and reasonable based upon Metro's review and adequate price competition, in accordance with TALP RFP requirements. AmePower's price proposal exceeded Metro's Independent Cost Estimate (ICE) due to unknown variables that Metro Engineering did not account for in their original ICE, such as Contractor efforts to obtain certain obsolete parts and updating other parts to extend life of the unit through the contractual warranty period; thus, causing a variance between the ICE and the lowest price proposal.

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>
1.	AmePower	\$2,714,220.00	\$1,365,000
2.	PSI Repair Services, Inc.	\$3,427,323.78	\$1,365,000

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

The recommended firm, AmeTrade, Inc., dba AmePower, located in Miami, FL, has been in business since 2002 and is a leader in the insulated-gate bipolar transistor (IGBT) system upgrades and custom converters for Light Rail Vehicles, including overhaul, retrofit and manufacturing services for rolling stock systems such as Complete Converters; Low Voltage Power Supplies (LVPS); Phase Modules; Auxiliary Power Supplies (APS); and Battery Chargers. Amepower evolved as a leading supplier of power electronic components in the South East, to a full Power Electronics solutions provider, primarily focused in the Mass Transportation Industry.

AmePower has contracts for rail component overhauls with New York Transit of New York City and ACI Herzog of Puerto Rico. The firm has completed contracts to provide upgrade services with MARC of Maryland and WMATA of Washington, DC in the past 3 years. Amepower has a current contract with Metro to repair the A650 GTO Phase Modules which will be completed in 2019. AmePower's contract performance with Metro has been satisfactory.