

PROCUREMENT SUMMARY

PEST AND BIRD CONTROL SERVICES / OP485050008370

1.	Contract Number: OP485050008370	
2.	Recommended Vendor: CDS Services Inc.	
3.	Type of Procurement (check one) : <input checked="" type="checkbox"/> IFB <input type="checkbox"/> RFIQ <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	Procurement Dates:	
	A. Issued: May 5, 2023	
	B. Advertised/Publicized: May 5, 2023	
	C. Pre-Bid Conference: May 11, 2023	
	D. Bids Due: June 12, 2023	
	E. Pre-Qualification Completed: June 16, 2023	
	F. Conflict of Interest Forms Submitted to Ethics: June 12, 2023	
	G. Protest Period End Date: September 26, 2023	
5.	Solicitations Picked up/Downloaded: 18	Bids Received: 3
6.	Contract Administrator: Shannon Thoene	Telephone Number: (213) 922-2790
7.	Project Manager: Ruben Cardenas	Telephone Number: (213) 922- 5932

A. Procurement Background

This Board Action is to approve the award of Contract No. OP485050008370 issued in support of pest and bird control services throughout Metro facilities, rail cars, non-revenue vehicles and service vehicles (excluding buses and bus stops). Pest and bird control services include, but are not limited to, treatment of pest infestations, pest and bird waste clean-up, installation of pest and bird deterrent measures and systems, animal trapping, and live and dead animal removal. Board approval of contract awards are subject to resolution of any properly submitted protest.

Prior to the release of the solicitation, two virtual Metro Connect Industry Forum events were conducted for this procurement on March 27, 2023, and April 17, 2023. During the outreach events, staff provided an overview detailing the new enhanced Medium Size Business Enterprise (MSZ) and SBE Programs' policy.

On May 5, 2023, Invitation for Bids (IFB) No. OP48505 was issued as a competitive sealed bid procurement in accordance with Metro's Acquisition Policy and the contract type is firm fixed unit rate. This IFB was issued under the Medium Sized Business Enterprise I Program (MSZ-I Program) which requires that bidders must be MSZ-I firms, Metro Certified Small Business Enterprises (SBE), Disadvantaged Business Enterprises (DBE), or Disabled Veterans Business Enterprises (DVBE) to be eligible to participate in this solicitation. Bidders were also required to meet or exceed the recommended SBE goal of 10% and a DVBE goal of 3%. Further, the solicitation was subject to the Local Small Business Enterprise (LSBE) Preference

Program which gives eligible LSBE bidders a 5% percent preference as a bid price reduction.

Three amendments were issued during the solicitation phase of this IFB:

- Amendment No. 1, issued on May 12, 2023, added the Living Wage/Service Contract Worker Retention Policy Information Sheets as Exhibit 12.
- Amendment No. 2, issued on May 30, 2023, corrected the minimum limits of coverage for the required General Liability Insurance per occurrence.
- Amendment No. 3, issued on June 9, 2023, revised Exhibit 6 – Supplemental List of Current Projects to update information requested to demonstrate bidders' depth of experience in providing the service.

A virtual pre-bid conference was held on May 11, 2023, with five firms in attendance.

Eighteen firms downloaded the IFB and were included on Metro's planholders' list. Seventeen questions were received, and responses were released prior to the bid due date.

A total of three bids were received by the due date of June 12, 2023, and are listed below in alphabetical order:

1. CDS Services Inc.
2. Pestmaster Services, LP
3. Stafford Environmental Services, Inc.

B. Evaluation of bids

The procurement was conducted in accordance with and complies with Metro's Acquisition Policy for a competitive sealed bid.

On June 12, 2023, the bids received were forwarded to the Pre-Qualification Office to determine eligibility to MSZ-I program requirements. Pestmaster Services LP was determined to be non-responsive and was excluded from further evaluation. The following firms were deemed responsive to the MSZ-I requirement:

1. CDS Services Inc.
2. Stafford Environmental Services, Inc.

The recommended firm, CDS Services Inc. (CDS Services), was the apparent lowest bidder, and its bid was further evaluated to determine responsiveness to the solicitation requirements. Areas of responsiveness include meeting the minimum qualifications requirements, such as years of experience providing pest and bird control services, possession of required licenses to perform the required services and having California certified pest control technicians. CDS Services was

determined to be qualified to perform the required services based on the IFB requirements.

C. Price Analysis

The award amount has been determined to be fair and reasonable based on adequate competition, price analysis, technical analysis, and the independent cost estimate (ICE). The award amount is \$3,730,059, or 42%, lower than the ICE primarily due to the difference in the method of calculation for pest control services for rail cars. The bidder provided a fully burdened monthly rate per location regardless of the number of rail cars, while the ICE assumed a firm fixed unit rate per rail car, per location. Metro's staff validated the rates, and the bidder confirmed the accuracy of the rates.

	Bidder Name	Bid Amount	Metro ICE	Award Amount
1.	CDS Services Inc.	\$5,078,612	\$8,808,671	\$5,078,612
2.	Stafford Environmental Services, Inc.	\$7,170,326		

D. Background on Recommended Contractor

The recommended firm, CDS Services Inc., established in 2013, is located in Murrieta, California. It specializes in developing custom Integrated Pest Management (IPM) and Bird Management Plans. IPM is a specialized pest control program that is an effective and environmentally responsible approach to pest management services. CDS Services has accounts in Los Angeles, Orlando, New York, Fresno, Rocky Mountain Veterans Affairs Medical Centers, and military bases.

CDS Services is a Metro-Certified Small Business Enterprise (SBE) and Disabled Veteran Business Enterprise (DVBE).