

PROCUREMENT SUMMARY

METRO EXPRESSLANES ON-CALL TRAFFIC AND REVENUE
SUPPORT/PS86284000

1.	Contract Number: PS86284000	
2.	Recommended Vendor: CDM Smith, Inc.	
3.	Type of Procurement (check one): <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.	Procurement Dates:	
	A. Issued: 10/10/2022	
	B. Advertised/Publicized: 10/10/2022	
	C. Pre-Proposal Conference: 10/19/2022	
	D. Proposals Due: 12/2/2022	
	E. Pre-Qualification Completed: 3/17/2023	
	F. Conflict of Interest Form Submitted to Ethics: 12/5/2022	
	G. Protest Period End Date: 4/25/2023	
5.	Solicitations Picked up/Downloaded: 49	Proposals Received: 2
6.	Contract Administrator: Andrew Conriquez	Telephone Number: (213) 922-3528
7.	Project Manager: Philbert Wong	Telephone Number: (213) 418-3137

A. Procurement Background

This Board Action is to approve Contract No. PS86284000 issued in support of the Metro ExpressLanes On-Call Traffic and Revenue Support. Board approval of contract awards are subject to resolution of any properly submitted protest(s), if any.

On October 10, 2022, staff released Request for Proposals No. PS86284 in accordance with Metro Acquisition Policy and the contract type is task order based.

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

- Amendment No. 1, issued on October 17, 2022, provided the virtual link for the Pre-Proposal Conference;
- Amendment No. 2, issued on November 7, 2022, extended the proposal due date from November 16, 2022 to December 2, 2022;
- Amendment No. 3, issued on November 12, 2022, updated Exhibit 2 - Schedule of Quantities.

A virtual pre-proposal conference was held on October 19, 2022. There were 15 attendees from eight companies who attended the pre-proposal meeting. There were 4 questions asked and responses were released prior to the proposal due date.

A total of 49 firms downloaded the RFP and were included in the plan holders list. A total of two proposals were received on December 2, 2022, from the following firms listed below in alphabetical order:

1. CDM Smith, Inc.
2. C&M Associates, Inc.

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from Metro's Treasury and ExpressLanes Departments was convened and conducted a comprehensive technical evaluation of the proposals received.

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

- | | |
|---|------------|
| • Proposed Team's Qualifications and Experience | 25 percent |
| • Firm's Technical Approach | 30 percent |
| • Team's Management Approach | 25 percent |
| • Cost | 20 percent |

The evaluation criteria are appropriate and consistent with criteria developed for other, similar on-call traffic and revenue (T&R) support services procurements. Several factors were considered when developing these weights, giving the greatest importance to the Firm's Technical Approach.

On January 17, 2023, the PET completed its independent evaluation of the technical proposals and both firms were determined to be within the competitive range. In addition, the PET determined that oral presentations were not needed and CDM Smith, Inc. was determined to be the highest ranked firm.

Qualifications Summary of Firms within the Competitive Range:

CDM Smith, Inc.

CDM Smith, Inc., headquartered in Massachusetts, with a local office in Los Angeles, is a nationwide privately owned engineering and construction firm providing services in environment, transportation, energy and facilities. They provide traffic and revenue studies, supporting feasibility assessment of pricing, revenue estimating transportation operations and congestion pricing. The CDM Smith, Inc. proposal demonstrated experience working on several traffic and revenue studies for public agencies.

CDM Smith, Inc. has over five decades of experience with toll facility support projects and traffic and revenue studies. Their successful delivery of traffic and revenue analyses is demonstrated by the complexity of projects they have worked

on. CDM Smith, Inc. has supported studies similar in nature and complexity for Metro and other transportation agencies.

C&M Associates, Inc.

C&M Associates, Inc., a Texas-based corporation with a local office in Los Angeles, is a private company founded in 2004, that advises public agencies in the development of toll projects and managed/express lanes. They have experience throughout the United States along with staff who have experience in major metropolitan areas. They have worked on toll projects providing toll policy advice, stakeholder engagement, traffic and revenue forecasting and project financing support.

C&M Associates, Inc.'s. experience as T&R engineer includes work on toll roads, tunnels, and bridges including several express lane projects. For these projects, C&M Associates, Inc. has developed T&R forecasts based upon fixed, dynamic, and variable pricing strategies. C&M Associates, Inc's proposal did not fully demonstrate experience with data and lacked innovation under the Firm's Technical Approach.

Table below provides the scores in order of rank.

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	CDM Smith, Inc.				
3	Proposed Team's Qualifications and Experience	88.36	25.00%	22.09	
4	Firm's Technical Approach	86.66	30.00%	26.00	
5	Team's Management Approach	85.00	25.00%	21.25	
6	Cost	68.70	20.00%	13.74	
7	Total		100.00%	83.08	1
8	C&M Associates, Inc.				
9	Proposed Team's Qualifications and Experience	71.68	25.00%	17.92	
10	Firm's Technical Approach	71.66	30.00%	21.50	
11	Team's Management Approach	73.36	25.00%	18.34	
12	Cost	100.00	20.00%	20.00	
13	Total		100.00%	77.76	2

C. Cost Analysis

Firm fixed hourly rates from the recommended firm have been determined to be fair and reasonable based upon an independent cost estimate (ICE), cost analysis, technical analysis, and fact finding. Work will be performed through the issuance of task orders on an as-needed basis. Each task order will be subject to an ICE, cost analysis, technical analysis, fact finding and negotiation to determine the level of effort.

D. Background on Recommended Contractor

The recommended firm, CDM Smith, Inc. is a professional consultancy firm that performs traffic and revenue studies. CDM Smith, Inc. has conducted T&R studies that have supported over \$120 billion in toll financing for transportation infrastructure. In addition, they have supported recent investment grade studies for toll financed projects in the U.S. since 2010 and the assessment of express/managed lane projects around the country, including 27 express lane projects currently operating in the United States.

The proposed project team has over 20 years of experience in managing toll feasibility analyses and travel demand modeling projects for both private and public agencies. Their areas of specialization include toll diversion modeling and financial analysis; urban, intercity, and statewide regional travel demand forecasting; All Electronic Tolling (AET) feasibility analysis; new mode modeling and analysis; traveler's behavioral theory; discrete choice models; stated preference and revealed preference survey design and implementation; and software interface development.