

PROCUREMENT SUMMARY

**PUBLIC-PRIVATE PARTNERSHIP (P3) FINANCIAL ADVISORY SERVICES
BENCH/PS61431000-PS61431004**

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| 1. | Contract Number: PS61431000 through PS61431004 | |
| 2. | Recommended Vendor(s): (1) Arup Advisory, Inc. (2) Deloitte Transactions and Business Analysis Analytics <u>Analytics</u> LLP (3) Ernst & Young Infrastructure Advisors, LLC (4) Public Financial Management Financial Advisors LLC (5) Sperry Capital Inc. | |
| 3. | Type of Procurement (check one): <input type="checkbox"/> IFB <input type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order <input checked="" type="checkbox"/> RFIQ | |
| 4. | Procurement Dates: | |
| | A. Issued: April 22, 2019 | |
| | B. Advertised/Publicized: April 22, 2019 | |
| | C. Pre-Proposal Conference: May 6, 2019 | |
| | D. Proposals Due: June 3, 2019 | |
| | E. Pre-Qualification Completed: In process | |
| | F. Conflict of Interest Form Submitted to Ethics: June 3, 2019 | |
| | G. Protest Period End Date: September 20, 2019 | |
| 5. | Solicitations Picked up/Downloaded: 93 | Bids/Proposals Received: 10 |
| 6. | Contract Administrator: Lily Lopez | Telephone Number: (213) 922-4639 |
| 7. | Project Manager: Colin Peppard | Telephone Number: (213) 418-3434 |

A. Procurement Background

This Board Action is to approve the award of bench Contract Nos. PS61431000 through PS61431004, issued in support of the Office of Extraordinary Innovation for specialized financial advisory consulting support services for a term of five years, for a cumulative total amount not-to-exceed \$25 million. Board approval of these contract awards are subject to resolution of any properly submitted protest(s).

The Bench is intended to provide financial advisory consulting support services on an as-needed basis to support the potential use of Public-Private Partnerships (P3) and other alternative delivery models for a variety of transportation-related projects, including but not limited to highway and transit capital, transportation-ancillary facilities, and mobility technology. The Bench shall provide financial expertise and associated resources and deliverables necessary for successful project delivery through various types of P3 contracting structures, to assist Metro in identifying and

evaluating potentially viable projects, advancing these projects through feasibility analysis, pre-procurement and project development, procurement, and/or post-procurement, implementation, and administration project phases.

Request for Information and Qualifications (RFIQ) No. PS61431 was issued in accordance with Metro's Acquisition Policy and the contract type will be on a firm fixed price task order basis.

Individual task order requests under the Bench Contracts will be issued to all qualified Contractors and will be competed and awarded based the specific scope of work. All task orders awarded will be in compliance with Small Business Enterprise (SBE) and Disabled Veteran Business Enterprise (DVBE) Program requirements.

A Pre-Proposal Conference was held on May 6, 2019, and was attended by 21 participants representing 18 firms. During the solicitation phase, 20 questions were asked and responses were released prior to the proposal due date.

One amendment was issued during the solicitation phase of this RFIQ:

- Amendment No. 1, issued on June 15, 2019, provided material disseminated at the Pre-Proposal Conference.

A total of 93 firms downloaded the RFIQ and were included in the planholders list. A total of ten proposals were received on June 3, 2019 from the following firms:

1. Arup Advisory, Inc (Arup)
2. Deloitte Transactions and Business Analysis **Analytix** LLP (Deloitte)
3. Ernst & Young Infrastructure Advisors, LLC (EYIA)
4. IMG Rebel Advisory, Inc. (IMG Rebel)
5. Infrastructure Advisors LLC
6. Jones Lang LaSalle America, Inc. (JLL)
7. Mercator Advisors LLC (Mercator)
8. Project Finance Advisory Limited (PFAL)
9. Public Financial Management Financial Advisors LLC (PFM Financial Advisors)
10. Sperry Capital Inc. (Sperry Capital)

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from Metro's Office of Extraordinary Innovation and Finance & Budget was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were evaluated based on the following evaluation criteria:

1. Overall Firm Experience 30%

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| 2. Experience of Project Manager and Team Members | 35% |
| 3. Approach to Performance of Services | 35% |

The evaluation criteria are appropriate and consistent with criteria developed for other, similar P3 professional services procurements.

During the week of June 24, 2019, the PET completed its independent evaluation of the ten proposals and determined that five were deemed within the competitive range. Of the five recommended firms, one is an SBE prime. The five firms within the competitive range are listed below in alphabetical order:

1. Arup
2. Deloitte
3. EYIA
4. PFM Financial Advisors
5. Sperry Capital

Qualifications Summary of Firms within the Competitive Range:

Arup

Arup, was established in 1946 and is headquartered in London, United Kingdom, with additional offices and staff located in Los Angeles and worldwide. Arup is a multi-national professional services firm which provides engineering, design, planning, project management and consulting services for all aspects of the built environment. Arup has worked on several Metro projects and has performed satisfactorily.

Deloitte

Deloitte, was established in 1845 and is headquartered in London, United Kingdom, with additional offices and staff located in Los Angeles and worldwide. Deloitte is a multi-national professional services firm providing audit, tax, consulting, enterprise risk and financial advisory services. Deloitte has worked on several Metro projects and has performed satisfactorily.

EYIA

EYIA, founded in 1849 and headquartered in London, United Kingdom, is a multinational professional services firm that provides assurance (including financial audit), tax, consulting and advisory services. EY has worked on Metro projects and has performed satisfactorily.

PFM Financial Advisors

PFM Financial Advisors, founded in 1975 with offices in Los Angeles, California, provides independent financial advice as well as investment advisory, management,

and consulting services. The PFM Group has worked on Metro projects and has performed satisfactorily.

Sperry Capital

Sperry Capital, founded in 1994 and headquartered in Sausalito, California, is an infrastructure and public finance advisory firm and is a Metro certified SBE. Sperry has worked on Metro projects and has performed satisfactorily.

C. Cost Analysis

The RFIQ contained neither price nor a specific statement of work. Each future task order RFP will contain a specific statement of work which will be competed with the firms within the discipline. The Bench contractors will propose according to the requirements in the task order and a cost/price analysis will be performed, as appropriate, on task orders issued.

D. Background on Recommended Contractor

All five firms listed above are recommended for award. These firms have been evaluated and are determined to be responsive and responsible to perform work on Metro assignments on an as-needed, task order basis.