

PROCUREMENT SUMMARY

**GOLD LINE P2550 LIGHT RAIL VEHICLE (LRV) STATIC INVERTER APS/LVPS
OVERHAUL
CONTRACT NO. MA62488000**

1.	Contract Number: MA62488000	
2.	Recommended Vendor: AmeTrade, Inc. DBA AmePower	
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: 4/19/19	
	B. Advertised/Publicized: 4/19/19	
	C. Pre-Proposal Conference: N/A	
	D. Proposals Due: 6/6/19	
	E. Pre-Qualification Completed: 6/21/19	
	F. Conflict of Interest Form Submitted to Ethics: 5/30/19	
	G. Protest Period End Date: 7/23/19	
5.	Solicitations Picked up/Downloaded: 8	Bids/Proposals Received: 3
6.	Contract Administrator: Edmund Gonzales	Telephone Number: 213-418-3073
7.	Project Manager: Bob Spadafora	Telephone Number: 213-922-3144

A. Procurement Background

This Board Action is to approve Contract No. MA62488000 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 Proposal (RFP) was issued in accordance with Metro's Acquisition Policy and the contract type is an Indefinite Delivery, Indefinite Quantity (IDIQ).

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

- Amendment No. 1, issued on May 2, 2019 provided revised proposal evaluation criteria and provided details to clarify the technical requirements.
- Amendment No. 2, issued on May 28, 2019 provided a new specification revision.
- Amendment No. 3, issued on June 4, 2019, provided an updated Schedule of Quantities and Prices and requested Best and Final Offers.

A total of three (3) proposals and one (1) alternative proposal were received on May 13, 2019.

B. Evaluation of Proposals

This procurement was conducted in accordance with, and complies with LACMTA's Acquisition Policy for a competitive RFP using evaluation criteria and weighted factors. Proposals were evaluated by the Source Selection Committee (SSC) based on the following evaluation criteria and weights:

Technical Capability	25%
Proposed Work Scope	30%
Project Management	20%
Price	<u>25%</u>

Total 100%

The firms that submitted proposals are listed below in alphabetical order:

1. AmeTrade, Inc. DBA AmePower
2. PSI Repair Services, Inc.
3. Woojin USA, Inc.

Woojin USA, Inc. also submitted an alternative proposal which was reviewed.

The SSC conducted a technical evaluation on each proposal received. The SSC found all three base proposals to be technically responsive and responsible to the RFP's Specification and Statement of Work requirements. The alternate proposal was also deemed responsive and responsible and was evaluated and scored. The following is a summary of the SSC's ranking/scores for this procurement:

	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
	AmePower				
	Technical Capability	94.67	25.00%	23.67	
	Proposed Work Scope	91.11	30.00%	27.33	
	Project Management	93.33	20.00%	18.67	
	Price		25.00%	20.34	
	Total		100.00%	90.01	1
	PSI Repair Services				
	Technical Capability	78.67	25.00%	19.67	
	Proposed Work Scope	76.67	30.00%	23.00	
	Project Management	83.33	20.00%	16.67	
	Price		25.00%	25.00	
	Total		100.00%	84.34	2
	Woojin USA (Primary Proposal)				
	Technical Capability	69.33	25.00%	17.33	
	Proposed Work Scope	77.78	30.00%	23.33	
	Project Management	73.33	20.00%	14.67	
	Price		25.00%	14.75	
	Total		100.00%	70.08	4

	Woojin USA (Alternative Proposal)				
	Technical Capability	75.33	25.00%	18.83	
	Proposed Work Scope	83.33	30.00%	25.00	
	Project Management	85.55	20.00%	17.11	
	Price		25.00%	15.21	
	Total		100.00%	76.15	3

The firm recommended for award, AmePower, Incorporated was found to be in full compliance with the technical and all other RFP requirements, and received the highest ranking.

Qualifications Summary of Firms within the Competitive Range:

AmePower

AmeTrade, Inc., dba AmePower has experience delivering high power electronic systems. Through discussions with their technical team, Metro’s SSC determined that AmePower has the technical capability to perform the required overhauls and upgrade services. AmePower exhibited extensive rail overhaul experience and technical knowledge.

AmePower possesses the required experience, equipment, personnel, technical and operational resources to provide overhaul or replacement services of the Static Inverter per the technical specification. Additionally they provided a detailed written test plan which demonstrated their in-depth knowledge of the Statement of Work. AmePower also has a past history of successful performance with projects similar to the Static Inverter Overhaul project.

PSI Repair Services, Inc.

PSI Repair Services met the technical requirements and appears to have the necessary resources. PSI provided draft test and inspection plan information for the SSC which were acceptable. PSI has performed previous projects for Dallas Area Rapid Transit (DART), Denver RTD, and VTA Santa Clara as well as for Kinkisharyo International LLC. PSI has also performed P2550 inverter repairs for Metro in the past.

Woojin USA, Inc.

Woojin USA, Inc. has delivered energy storage systems and auxiliary power supplies to DTP (Denver Transit Partners), MBTA (Massachusetts Bay Transportation Authority), Seattle Sound Transit, SEPTA (Southeastern Pennsylvania Transportation Authority), TriMet (Tri-County Metropolitan Transportation District), and Tren Urbano in Puerto Rico.

C. Cost/Price Analysis

The recommended price has been determined to be fair and reasonable based upon adequate price competition, comparison to Metro's ICE, and the technical analysis of proposals, in accordance with RFP requirements.

Proposer Name	Initial Proposal Amount	BAFO Amount	Metro ICE
AmePower, Inc.	\$3,000,620	\$2,509,943	\$2,730,000
PSI	\$2,489,766	\$2,042,420	
Woojin-Primary	\$4,733,877	\$3,461,175	
Woojin-Alternate	\$3,356,078	\$3,356,078	

The price analysis of the initial proposals showed that one proposer did not submit complete pricing for all items requested. To ensure a complete price analysis and to assure that Metro would receive the best value for the contract, a request for Best and Final Offer (BAFO) was issued on June 4, 2019. All three competitors responded with complete price proposals which were used to complete the price analysis. Also, the BAFO request resulted in a cost savings to Metro of \$490,737 over the previous proposal from the recommended contractor, AmePower.

D. Background on Recommended Contractor

AmePower, Incorporated is a Metro certified SBE. AmePower is located in Miami, Florida and has been in business over 20 years. Amepower is a certified engineering company whose expertise includes: Insulated-Gate Bipolar Transistor (IGBT) to IGBT and Gate Turn-Off (GTO) Thyristor to IGBT technology conversions; overhaul, retrofit and manufacturing services for rolling stock systems including: Complete Converters; Low Voltage Power Supplies (LVPS); Phase Modules; Auxiliary Power Supplies (APS); and Battery Chargers.

AmePower evolved as leading suppliers of power electronics components in the Southeast, 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.