

## PROCUREMENT SUMMARY

ENTERPRISE ASSET MANAGEMENT SYSTEM BENTLEY IMPLEMENTATION  
SERVICES/PS77453000

1.	<b>Contract Number: PS77453000</b>	
2.	<b>Recommended Vendor:</b> Bentley Systems, Inc.	
3.	<b>Type of Procurement (check one):</b> <input type="checkbox"/> IFB <input type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input checked="" type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> August 3, 2021	
	<b>B. Advertised/Publicized:</b> N/A	
	<b>C. Pre-Proposal Conference:</b> N/A	
	<b>D. Proposals Due:</b> August 27, 2021	
	<b>E. Pre-Qualification Completed:</b> September 13, 2021	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> August 27, 2021	
	<b>G. Protest Period End Date:</b> N/A	
5.	<b>Solicitations Picked up/Downloaded:</b> 1	<b>Bids/Proposals Received:</b> 1
6.	<b>Contract Administrator:</b> Ana Rodriguez	<b>Telephone Number:</b> (213) 922-1076
7.	<b>Project Manager:</b> Amy Romero	<b>Telephone Number:</b> (213) 922-5709

**A. Procurement Background**

This Board Action is to approve a sole source Contract No. PS77453000 to Bentley Systems, Inc. (Bentley) for the system implementation services of the Bentley AssetWise software, which will be part of the new Enterprise Asset Management System (EAMS).

A Request for Proposal (RFP) was issued in accordance with Metro's Acquisition Policy for sole source procurements and the contract type is a firm fixed price. SBE and DVBE goals were not recommended due to the lack of subcontracting opportunities.

Two (2) amendments were issued during the solicitation phase of the RFP:

- Amendment No. 1 was issued on August 9, 2021 to extend the proposal due date to August 27, 2021
- Amendment No. 2 was issued on August 13, 2021 to amend Section IV., Contract Documents

The proposal was received from Bentley on August 27, 2021.

**B. Evaluation of Proposals**

The proposal submitted was reviewed by staff from the Metro Operations Department and the Information and Technology Services Department. Bentley's

proposal was reviewed for technical approach, experience of proposed team members, and understanding of the work.

Beginning in August, Metro staff engaged in discussions with Bentley to address questions and get clarification on the work plan and scope of work to ensure that it aligned with the system integrator's overall implementation plan for the rest of the EAMS solution. Discussions with Bentley continued until both parties reached an agreement on the scope of the services and the terms and conditions of the Contract.

**C. Cost Analysis**

The recommended price has been determined to be fair and reasonable based upon an independent cost estimate (ICE), cost analysis, technical evaluation, and negotiations.

The originally proposed amount was for the implementation services of the Bentley AssetWise software and included two years of license subscriptions under a new service and support program, EPS 365, that would have given Metro access to more of Bentley's products and a customer success manager. Upon further review, Metro elected not to proceed with EPS 365 because Metro would not be able to fully benefit from the services provided by this program while the EAMS is being implemented. Metro does not expect any negative impact on the implementation due to not proceeding with EPS 365 at this time and will revisit this decision once the implementation of the EAMS is complete.

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>Negotiated amount</b>
1.	Bentley Systems, Inc.	\$3,831,040.44	\$3,347,400.00	<b>\$2,743,395.00</b>

**D. Background on Recommended Contractor**

The recommended firm, Bentley Systems, Inc., located in Exton, Pennsylvania has been in business for 36 years. Bentley is a leader in the creation and delivery of interoperable, engineering-focused tools that support rail assets throughout their lifecycles. Metro has purchased software subscriptions from Bentley previously and services have been provided satisfactorily.