

PROCUREMENT SUMMARY

CONTRACT BUS SERVICES – EAST REGION/OP38382000

1.	Contract Number: OP38382000	
2.	Recommended Vendor: Southland Transit, 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: February 22, 2017	
	B. Advertised/Publicized: February 24, 2017	
	C. Pre-Proposal Conference: March 7, 2017	
	D. Proposals Due: April 5, 2017	
	E. Pre-Qualification Completed: Pending (Due to Proposal clarifications and revisions Pre-Qualification will be delayed)	
	F. Conflict of Interest Form Submitted to Ethics: May 1, 2017	
	G. Protest Period End Date: June 15, 2017	
5.	Solicitations Picked up/Downloaded: 21	Bids/Proposals Received: 3
6.	Contract Administrator: Antwaun Boykin	Telephone Number: 213-922-1056
7.	Project Manager: Cathy Rosas	Telephone Number: 213-922-2875

A. Procurement Background

This Board Action is to approve the award of Contract No. OP38382000 issued in support of contracted operation of local transit lines in the east region of Los Angeles County. The East Region includes five transit lines which are predominantly operated within the Metro Gateway Cities and the San Gabriel Valley service areas. Board approval of contract awards are subject to resolution of any properly submitted protest.

Request for Proposals (RFP) No. OP38382 was issued in accordance with Metro's Acquisition Policy and the contract type is a firm fixed unit price. In an effort to limit the potential risk of loss of service due to failed CHP inspections, labor stoppage, and poor performance, RFP No. OP38382 stated that the Contract award for RFP No. OP38382, Contracted Transportation Services – East Region will not be made to the same awardee of RFP No. OP38384, Contracted Transportation Services – South Region. Firms were allowed to propose on RFP No. OP38382, RFP No. OP38384, or both. However, one firm could not be awarded both contracts.

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

- Amendment No. 1, issued on March 13, 2017, clarified Pre-Proposal Documents;
- Amendment No. 2, issued on March 21, 2017, extended the proposal due date;

- Amendment No. 3, issued on March 27, 2017, clarified the Exhibit II Statement of Work, Attachment W Engine information, Additional information requested, Volume II Compliance Forms, Add Variable Unit Rate Pricing Schedule;

Three proposals were received on April 5, 2017. All three were found to be responsive and responsible after initial review.

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from Transportation Contract Services, Safety, Revenue Collection, Transportation Operations, and Service Planning and Scheduling was convened and conducted a comprehensive technical evaluation of the proposals received.

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

- | | |
|------------------------------------|------------|
| • Qualifications of the Firm | 10 percent |
| • Qualifications Of Proposed Staff | 15 percent |
| • Proposed Facility | 15 percent |
| • Operating Methodology/Work Plan | 25 percent |
| • Past Performance | 15 percent |
| • Price | 20 percent |

The evaluation criteria are appropriate and consistent with criteria developed for other, similar contracted services. Several factors were considered when developing these weights, giving the greatest importance to the operating methodology/work plan.

Of the three proposals received, all were determined to be within the competitive range. The firms are listed below in alphabetical order:

1. First Transit, Inc.
2. MV Transportation, Inc.
3. Southland Transit, Inc.

During the week(s) of April 14 through April 28, the PET conducted proposed facility site visits and proposer interviews. The firms' project managers and key team members had an opportunity to present their team's qualifications and respond to questions from the evaluation committee. In general, each team's presentation addressed the requirements of the RFP, experience with all aspects of the required tasks, and stressed each firm's commitment to the success of the project. Also highlighted were staffing plans, facility plans, and work plans. Each team was asked questions relative to their firm's proposed alternatives and previous experience with similar projects.

Qualifications Summary of Firms within the Competitive Range:

Southland Transit, Inc.

Southland Transit, Inc. has established itself as the leading local transit firm in southern California by providing professionally operated, cost effective transit service to a variety of different size governmental agencies. Southland Transit has consistently exceeded on-time performance standards and achieved close to 100% service delivery. In addition to their experience at Metro, Southland Transit's management team has experience serving contracted lines for such agencies as, Los Angeles Department of Transportation (LADOT), Foothill Transit, AVTA, OCTA, RTA, and MTS.

MV Transportation, Inc.

Established more than 40 years ago, MV Transportation (MV) has 16 years of experience operating transit services in the Los Angeles area. MV is extremely familiar with the unique characteristics of the County. MV has also worked with LADOT, the City of Santa Clarita Transit, and the Regional Transportation Commission of Southern Nevada. MV offers Metro the ongoing leadership of its existing Metro East Region management team. MV has operated Metro's East Region services since 2010. MV proposed a team of locally-based transit professionals who offer experienced and highly specialized leadership in the areas of operations, contract management, safety, finance, maintenance, training, labor relations, human resources, recruiting, and numerous other areas.

First Transit, Inc.

First Transit, Inc. has 60 years of transportation operations and management experience with over 320 current contracts. With over 70 locations across the State of California, FirstGroup America (including First Transit, First Vehicle Services, First Student and Greyhound) is the largest private supplier of transportation services in the state. First Transit and First Vehicle Services have nearly 40 contracts in California. First Transit, Inc. has region and corporate management professionals who have extensive transit expertise, providing location support in areas of safety, training, administration, accounting, insurance claims management, and human resources.

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	MV Transportation, Inc.				
3	Qualifications Of The Firm	88.00	10.00%	8.80	
4	Qualifications Of Proposed Staff	80.13	15.00%	12.02	
5	Contractor Facility	88.00	15.00%	13.20	
6	Operating Methodology/Work Plan	88.08	25.00%	22.02	
7	Past Performance	86.13	15.00%	12.92	
8	Price For Services	100.00	20.00%	20.00	
9	Total		100.00%	88.96	1
10	Southland Transit, Inc.				
11	Qualifications Of The Firm	88.00	10.00%	8.80	
12	Qualifications Of Proposed Staff	84.00	15.00%	12.60	
13	Contractor Facility	92.00	15.00%	13.80	
14	Operating Methodology/Work Plan	88.56	25.00%	22.14	
15	Past Performance	88.53	15.00%	13.28	
16	Price For Services	89.50	20.00%	17.90	
17	Total		100.00%	88.52	2
18	First Transit, Inc.				
19	Qualifications Of The Firm	88.00	10.00%	8.80	
20	Qualifications Of Proposed Staff	90.00	15.00%	13.50	
21	Contractor Facility	82.13	15.00%	12.32	
22	Operating Methodology/Work Plan	90.08	25.00%	22.52	
23	Past Performance	83.2	15.00%	12.48	
24	Price For Services	75.00	20.00%	15.00	
25	Total		100.00%	84.62	3

As previously stated, firms were allowed to propose on RFP No. OP38382 (East Region), RFP No. OP38384 (South Region), or both. However, one firm could not be awarded both contracts as stipulated in the RFPs. Although MV Transportation's score was slightly higher as a result of this evaluation, MV Transportation is being recommended for award for the South Region. Therefore, Southland Transit is recommended for award for the East Region.

C. Price Analysis

The recommended price has been determined to be fair and reasonable based upon adequate competition.

	Proposer Name	Proposal Amount	Metro ICE	NTE amount
1.	Southland Transit, Inc.	\$65,245,596.52	\$58,775,515.04	\$65,245,597.00
2.	MV Transportation, Inc.	\$58,315,350.00		
3.	First Transit, Inc.	\$77,781,165.17		

D. Background on Recommended Contractor

The recommended firm, Southland Transit, Inc., located in El Monte, CA has been serving Southern California communities for over 64 years and has provided professionally operated, cost effective transit service to a variety of different size governmental agencies. In addition to being the current operator of the LA Metro East Region Services many of the other projects operated by Southland Transit are in the San Gabriel Valley and the greater Los Angeles County for LADOT, City of Santa Clarita, and numerous cities within the greater Los Angeles Metropolitan area. Southland Transit is proposing four of their professional management staff to lead the team on this service. The professional staff is current employees already assigned to the East Division management team. The proposed General Manager has built a progressive distinguished record of accomplishment in the transit industry as a driver, Road Supervisor, Operations Manager, and as a General Manager.

Southland Transit, Inc. is the incumbent for the current contract with Metro and has performed satisfactory.