

## PROCUREMENT SUMMARY

## PROGRAM MANAGEMENT SUPPORT SERVICES / AE35279

1.	<b>Contract Number:</b> AE35279	
2.	<b>Recommended Vendor:</b> Krishnan Consulting Services/Triunity Engineering & Management Joint Venture	
3.	<b>Type of Procurement (check one):</b> <input type="checkbox"/> IFB <input type="checkbox"/> RFP <input checked="" type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> November 21, 2016	
	<b>B. Advertised/Publicized:</b> November 21-24, 2016	
	<b>C. Pre-proposal/Pre-Bid Conference:</b> December 6, 2016	
	<b>D. Proposals/Bids Due:</b> January 12, 2017	
	<b>E. Pre-Qualification Completed:</b> May 22, 2017	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> March 28, 2017	
	<b>G. Protest Period End Date:</b> May 22, 2017	
5.	<b>Solicitations Picked up/Downloaded:</b> 201	<b>Bids/Proposals Received:</b> 4
6.	<b>Contract Administrator:</b> Tamara Reid / Bruce Warrensford	<b>Telephone Number:</b> (213) 922-7215 / (213) 922-7338
7.	<b>Project Manager:</b> Amy Wang	<b>Telephone Number:</b> (213) 922-1024

**A. Procurement Background**

This Board Action is to approve the award of Contract No. AE35279, issued in support of Program Management Support Services (PMSS). The scope of the Contract is to support the Program Management Department in managing and supporting the delivery of Metro's Capital Program. Board approval of contract awards are subject to resolution of all properly submitted protests.

The Contract type is a Cost Plus Fixed Fee (CPFF). The Contract period of performance is five base years plus one two-year option.

The RFP was issued in accordance with Metro's Acquisition Policy and California Government Code §4525 - 4529. The contract type is a cost-plus fixed fee contract. Two amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on December 6, 2016, extended the proposal due date; and
- Amendment No. 2, issued on January 5, 2017, modified the DBE Contract Outreach and Mentoring Plan.

On December 6, 2016, a pre-proposal conference was held with 36 firms in attendance. Four proposals were received on January 12, 2017.

## **B. Evaluation of Proposals**

A Proposal Evaluation Team (PET) consisting of management staff from Program Management and Vendor/Contract Management was convened and conducted a comprehensive technical evaluation of the proposal received.

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

- Experience, Qualifications, and Capabilities of Firms on the Team 30%
- Experience, Qualifications, and Capabilities of Personnel 40%
- Understanding and Approach to Service Delivery 30%
- DBE Contracting Outreach and Mentor Protégé Approach (Bonus) 4%

The evaluation criteria are appropriate and consistent with criteria developed for other, similar Architect and Engineers (A&E) procurements. Several factors were considered when developing these weights, giving the greatest importance to the experience, qualification and capabilities of personnel.

This is an A&E, qualifications based procurement. Price cannot be and was not used as an evaluation factor as governed by California Government Code §4525 - 4529.

All four proposals were determined to be within the competitive range and are listed below in alphabetical order:

1. Kal Krishnan Consulting Services/ Triunity Engineering & Management Joint Venture (KKCS/Triunity JV);
2. LA Mobility Solutions;
3. PMA-Intueor JV; and
4. Anil Verma Associates, Inc./Simpson & Simpson Management Consulting JV

During the week of February 9, 2017, the PET conducted oral presentations with the firms. The firms' project managers and key team members had an opportunity to present each team's qualifications and respond to the evaluation committee's questions. 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, work plans, and perceived project issues. Each team was asked questions relative to each firm's qualifications and previous experience.

### **Qualification Summary of Recommended Firm:**

The evaluation performed by the PET, in accordance with evaluation criteria set forth in the RFP, determined KKCS/Triunity JV as the most qualified firm to provide the required services.

KKCS has extensive experience with Metro contracts and similar projects for other transit agencies. Their firm showed a good understanding of Metro's processes and solutions to mitigate potential risks.

Triunity Engineering & Management (Triunity) specializes in program Management/Construction Management and System Engineering services specifically for highway and rail transportation.

KKCS/Triunity JV provided a detailed Project Management Plan that included extensive coordination with internal teams and Metro as well as staffing requirements demonstrated a clear understanding of the proposed scope of work.

KKCS/Triunity JV demonstrated they are well-skilled in providing the scope of services at the level required by this contract, and has the capabilities to provide staffing for task order assignments that may be issued under this contract.

The PET ranked the proposals and assessed strengths, weaknesses and associated risks of each of the Proposers to determine the most qualified firm.

1	FIRM	Avg Score	Factor Weight	Weighted Average Score	Rank
2	<b>KKCS/Triunity JV</b>				
3	Experience, Qualifications and Capabilities of Firms on the Team	90.67	30%	27.20	
4	Experience, Qualifications and Capabilities of Personnel	90.67	40%	36.27	
5	Understanding and Approach to Service Delivery	91.67	30%	27.50	
6	DBE Contracting Outreach & Mentor Protégé Approach	75.00	4%	3.00	
7	<b>Total</b>		<b>104%</b>	<b>93.97</b>	<b>1</b>
8	<b>LA Mobility Solutions</b>				
9	Experience, Qualifications and Capabilities of Firms on the Team	90.00	30%	27.00	
10	Experience, Qualifications and Capabilities of Personnel	88.33	40%	35.33	
11	Understanding and Approach to Service Delivery	89.33	30%	26.80	
12	DBE Contracting Outreach & Mentor Protégé Approach	75.00	4%	3.00	
13	<b>Total</b>		<b>104%</b>	<b>92.13</b>	<b>2</b>
14	<b>PMA-Intueor JV</b>				
15	Experience, Qualifications and Capabilities of Firms on the Team	83.00	30%	24.90	
16	Experience, Qualifications and Capabilities of Personnel	83.33	40%	33.33	

17	Understanding and Approach to Service Delivery	84.33	30%	25.30	
18	DBE Contracting Outreach & Mentor Protégé Approach	50.00	4%	2.00	
19	<b>Total</b>		<b>104%</b>	<b>85.53</b>	<b>3</b>
20	<b>Anil Verma/Simpson &amp; Simpson JV</b>				
21	Experience, Qualifications and Capabilities of Firms on the Team	77.67	30%	23.30	
22	Experience, Qualifications and Capabilities of Personnel	53.33	40%	21.33	
23	Understanding and Approach to Service Delivery	81.67	30%	24.50	
24	DBE Contracting Outreach & Mentor Protégé Approach	75.00	4%	3.00	
25	<b>Total</b>		<b>104%</b>	<b>72.13</b>	<b>4</b>

### C. Cost/Price Analysis

A cost analysis of labor rates, indirect rates and other costs was completed in accordance with Metro's Procurement Policies and Procedures to negotiate a fair and reasonable price. The analysis includes among other things, (1) a comparison with historical cost data of other firms offering similar services; (2) an analysis of audited rates and factors for labor, equipment and other prices that will comprise the rates upon which the Consultant will base its invoices, and (3) compliance with both the Federal Acquisition Regulation (FAR) guidelines and Generally Accepted Accounting Principles (GAAP). Metro negotiated and established direct labor rates plus provisional indirect rates and a fixed fee rate. The pricing for each task order will utilize the rates, plus the negotiated fixed fee factor, to establish a lump sum price or not-to-exceed cost reimbursable amount plus a fixed fee.

An audit request has been submitted to the Metro Management Audit Services Department (MASD). In order to prevent any unnecessary delay in contract award, provisional overhead rates have been established subject to retroactive adjustments upon completion of any necessary audits. In accordance with FTA Circular 4220.1.F, if an audit has been performed by any other cognizant agency within the last twelve month period, Metro will receive and accept that audit report for the above purposes rather than perform another audit.

<b>Proposer Name</b>	<b>Term</b>	<b>Proposal Amount*</b>	<b>Metro ICE*</b>	<b>Recommended Not-To-Exceed Amount</b>
KKCS/ Triunity JV	Base Contract for Years 1-5	\$76,745,630	\$73,901,212	\$63,347,705
	Option for Years 6-7	\$32,436,265	\$32,530,392	\$27,461,365
	Total Contract Value (Base + Option)	\$109,181,895	\$106,431,604	\$90,809,070

\*Note: These amounts reflect higher level of effort during the procurement which were not reflected in the Not-to-Exceed Amount.

**D. Background on Recommended Contractor**

KKCS/Triunity JV is a multi-disciplined team that has extensive experience providing program management services for transportation agencies across the U.S. Founded in 1987, KKCS is a Metro-certified DBE firm with 87 employees in Los Angeles and regional offices in Oakland, San Diego, Seattle, New York, and Boston.

Since 2003, Triunity and its 50+ employees have provided full spectrum Project Management/Construction Management services including program management, project management, construction management, project controls, project management oversight, and estimating to transportation agencies, including Regional Transportation District-Denver (RTD) and FTA PMOC.

KKCS has a successful partnership with Metro and has had a role helping to deliver some of Metro’s largest projects, including I-405 Sepulveda Pass Improvements; Alternatives Analysis for the Westside Subway Extension; Expo Light Rail Phase 2; Universal City Station Pedestrian Bridge; Assessment of Operations Capital Improvements and Supplementary Station Entrances for the Metro Blue, Green, and Gold Lines; Congestion Reduction Demonstration Program for Metro ExpressLanes; and Red Line Station Canopies.

In addition, KKCS and Triunity are currently providing program-level support to Metro’s Program Management Department, assisting implementation of specific program and construction management best practices, including the Project Review Readiness Procedure, Project Delivery Selection Procedure, Lessons Learned Report and Program, and Risk Management Program.