

PROCUREMENT SUMMARY

STAINLESS STEEL ANTI-GRAFFITI FILM INSTALLATION AND REPLACEMENT SERVICES / OP964830008370

1.	Contract Number: OP964830008370	
2.	Recommended Vendor: Graffiti Shield, Inc.	
3.	Type of Procurement (check one): <input checked="" 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	
4.	Procurement Dates:	
	A. Issued: February 1, 2023	
	B. Advertised/Publicized: February 1, 2023	
	C. Pre-Proposal Conference: February 8, 2023	
	D. Proposals Due: March 8, 2023	
	E. Pre-Qualification Completed: July 7, 2023	
	F. Ethics Declaration Form Submitted to Ethics: March 9, 2023	
	G. Protest Period End Date: September 26, 2023	
5.	Solicitations Picked up/Downloaded: 12	Bids/Proposals Received: Region 1: 1 bid Region 2: 1 bid Region 3: 1 bid
6.	Contract Administrator: Antonio Monreal	Telephone Number: 213-922-4679
7.	Project Manager: Maral Minasian	Telephone Number: 213-922-6762

A. Procurement Background

This Board action is to approve the award of Contract No. OP964830008370 in support of stainless steel anti-graffiti film installation and replacement services systemwide, subject to resolution of any properly submitted protest(s), if any. The scope of service was split into three geographical regions: Regions 1, 2, and 3.

Prior to release of the solicitation, Metro conducted a virtual Metro Connect Industry Forum Outreach event on July 13, 2022. During the outreach event, staff provided an overview detailing the new enhanced MSZ and SBE Program policies for competitive sealed bid procurements. The event also informed the small business community of the upcoming contracting opportunity to increase and promote small business participation.

Invitation for Bid (IFB) No. OP96483 was issued on February 1, 2023, as a competitive sealed bid procurement in accordance with Metro's Acquisition Policy. The proposed contract type is a firm fixed unit rate. Bidders were allowed to submit bids for one or more regions.

The IFB was issued under the Medium-Size Business Enterprise Program 1 (MSZ-1) which requires that bidders must be MSZ-I firms, Metro Certified Small Business Enterprises (SBE), or Disadvantaged Business Enterprises (DBE) or Disabled Veterans Business Enterprises (DVBE) to be eligible to participate in this solicitation.

Bidders were also required to meet or exceed the recommended SBE goal of 22% and a DVBE goal of 3%. Further, the solicitation was subject to the Local Small Business Enterprise (LSBE) Preference Program, which gives eligible bidders a 5 percent preference as a bid price reduction for the utilization of local small business firms.

One (1) amendment was issued during the solicitation phase of this IFB:

- Amendment No. 1, issued March 7, 2023, extended the bid due date.

A virtual Pre-Bid Conference was held on February 8, 2023, and two firms were in attendance.

A total of 12 firms downloaded the IFB and were included on the planholders' list. Only one question was received, and Metro's response was released prior to the bid due date.

On March 8, 2023, the bid due date, Metro received bids from Graffiti Shield, Inc. for Regions 1, 2 and 3. Since only one bid was received per Region from the same firm, Metro staff canvassed firms on the planholders' list to determine why no other bids were received. One firm indicated the anti-graffiti film specifications included within the solicitation package are similar to product specifications manufactured by Graffiti Shield, Inc., therefore, it elected not to submit a bid. Another firm stated they were disappointed by the amount of paperwork required by Metro for a bid submittal.

Metro staff determined that the solicitation was not restrictive. The market survey revealed that the decisions not to propose were based on individual business considerations. Furthermore, the scope of services only provided the salient physical, functional and other characteristics of the required graffiti film material and did not require the use of a specific brand or manufacturer. Therefore, this solicitation can be awarded as a competitive award.

B. Evaluation of Bids

This procurement was conducted in accordance with and complies with Metro's Acquisition Policy for a competitive sealed bid. Graffiti Shield, Inc.'s bid was evaluated to determine responsiveness to the solicitation requirements. Areas of responsiveness include meeting the minimum qualifications requirements, such as years of experience providing anti-graffiti film installation and replacement services and salient features of the graffiti film material (including coating and adhesive).

Graffiti Shield Inc. was determined to be qualified to perform the required services based on the IFB requirements.

C. Price Analysis

The recommended amount has been determined to be fair and reasonable based on the independent cost estimate (ICE), price analysis, fact-finding, technical evaluation

and negotiations. It is 10% higher than Metro's ICE due to increase in fuel, insurance, and labor costs.

	Bidder Name	Bid Amount	Metro ICE	Recommended Amount
1.	Graffiti Shield, Inc.			
	Region 1	\$ 13,299,880	\$ 11,539,056	\$ 12,708,116
	Region 2	\$ 6,537,599	\$ 5,671,283	\$ 6,246,465
	Region 3	\$ 8,863,245	\$ 7,689,043	\$ 8,469,155
	Total	\$ 28,700,724	\$ 24,899,382	\$ 27,423,736

By combining all three regions into one contract, Metro staff successfully negotiated a cost savings of \$1,276,988.

D. Background on Recommended Contractor

Graffiti Shield, Inc. (Graffiti Shield), was founded in 2013 and is located in Anaheim, CA. It manufactures and installs surface protection products for glass, metal and other solid surfaces. The firm specializes in precut anti-graffiti films for public and private spaces. Graffiti Shield's clients include the San Diego Metropolitan Transit System, Dallas Area Rapid Transit, and Mitsubishi Electric US, Inc.

The Graffiti Shield team includes one DVBE subcontractor, TPRK Company, that will provide cleaning services after installation of stainless steel anti-graffiti film.

Graffiti Shield is a Metro certified SBE firm and has been providing stainless steel anti-graffiti film installation and replacement services to Metro since 2013 and performance has been satisfactory.