

PROCUREMENT SUMMARY

**METRO I-105 EXPRESSLANES — ROADSIDE TOLL COLLECTION SYSTEM
PS78835000**

1.	Contract Number: PS78835000	
2.	Recommended Vendor: Conduent State & Local Solutions, 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: November 23, 2021	
	B. Advertised/Publicized: December 2 and 10, 2021	
	C. Pre-Proposal Conference: December 2, 2021	
	D. Proposals Due: February 7, 2022	
	E. Pre-Qualification Completed: March 10, 2022	
	F. Conflict of Interest Form Submitted to Ethics: February 8, 2022	
	G. Protest Period End Date: August 22, 2022	
5.	Solicitations Picked up/Downloaded: 124	Proposals Received: 4
6.	Contract Administrator: Victor Zepeda	Telephone Number: (213) 922-1458
7.	Project Manager: Daniel Tran	Telephone Number: (213) 922-2313

A. Procurement Background

This Board Action is to approve Contract No. PS78835000 issued in support of the Design Build Operate and Maintain project delivery method (approved for use on June 12, 2021, Board Report No. 2021-0306) for Metro's Express Lanes on Interstate 105 (I-105) Roadside Toll Collection System (RTCS). Board approval of contract awards are subject to resolution of any properly submitted protest.

Prior to the release of the solicitation, two virtual Metro Connect Industry Forums were conducted for the I-105 projects on June 3, 2021, and July 23, 2021. The June 3rd event was attended by 138 individuals and the July 23rd event was attended by 88 individuals. The events were held to inform the DBE community of the upcoming I-105 contracting opportunities and to increase small business participation.

The Request for Proposals (RFP) was issued in accordance with Metro's Acquisition Policy and the contract type is firm fixed price. The RFP was issued with a DBE goal of 22%.

Seven (7) amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on December 6, 2021, clarified COMP requirements;

- Amendment No. 2, issued on December 8, 2021, revised the Statement of Work and due date extension from January 27 to February 7, 2022;
- Amendment No. 3, issued on December 20, 2021, revised the Statement of Work, modified Exhibits and Letter of Invitation;
- Amendment No. 4, issued on December 28, 2021, clarified the Minimum Qualifications and the RFP Submittal Instructions;
- Amendment No. 5, issued on December 29, 2021, revised the Statement of Work and Pricing Agreement Exhibit;
- Amendment No. 6, issued on January 11, 2022, revised the Statement of Work, Attachment Requirements Conformance Matrix, DEOD Contract Compliance Manual, and RFP Proposal Instructions; and,
- Amendment No. 7, issued on January 14, 2022, revised the Statement of Work, Attachment Requirement Conformance Matrix, and Exhibit Pricing Agreement.

A virtual pre-proposal conference was held on December 2, 2021 and was attended by 61 participants representing 29 companies. There were eleven sets of questions and responses were released prior to the proposal due date.

A total of 124 firms downloaded the RFP and were registered in the plan holder's list. A total of four (4) proposals were received on February 7, 2022.

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from Transportation Planning and Transportation Planning ExpressLanes was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were evaluated based on the following Minimum Qualifications and weighted evaluation criteria:

Minimum Qualifications:

- | | |
|---|-----------|
| 1. Maintenance and Implementation Experience | Pass/Fail |
| 2. Prior experience with Single System and a volume of 25 million | Pass/Fail |
| 3. Key Team Personnel Qualifications | Pass/Fail |

Weighted Criteria:

- | | |
|---|-----------|
| 1. Demonstrated Project Experience and Qualifications | 5 Points |
| 2. Key Project Team Experience | 12 Points |
| 3. Approach to Statement of Work and Requirements | 29 Points |
| 4. Approach to Coordination with PS&E Designer/Civil Contractor | 10 Points |
| 5. Approach to Project Plan and Implementation | 14 Points |
| 6. Approach to Operations and Maintenance | 11 Points |
| 7. DBE COMP | 4 Points |

8. Price

15 Points
100 Points

The evaluation criteria are appropriate and consistent with criteria developed for other, similar toll lane systems procurements. Several factors were considered when developing these weights, giving the greatest importance to the proposals' approach to the Statement of Work and project requirements.

Of the four proposals received, all four were determined to be within the competitive range and are listed below in alphabetical order:

1. Conduent State & Local Solutions, Inc. (Conduent)
2. Kapsch TrafficCom USA, Inc. (Kapsch)
3. Parsons Neology I-105 Joint Venture (Parson Neology)
4. TransCore, LP (TransCore)

On March 17, 2022, oral presentations were conducted. During each firm's interview, project managers and key team members discussed their proposed response to various traffic conditions, addressing vandalism, communication redundancy and other technical 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. Each team was asked questions relative to each firm's proposal and previous experience.

On May 18, 2022, TransCore was notified that it was not responsive to DEOD's DBE Goal of 22% or Good Faith Efforts, as noted in its findings of April 14, 2022.

After a thorough review of proposals and interviews, the PET's recommendation in the order of ranking is shown in the table below:

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Conduent				
3	Project Experience & Qualifications	88.80	5%	4.44	
4	Key Project Team Experience	93.67	12%	11.24	
5	Approach to SOW & Requirements	84.83	29%	24.60	
6	Approach to Coordination	83.83	10%	8.38	
7	Approach to Plan & Implementation	82.93	14%	11.61	
8	Approach to O&M	84.88	11%	9.34	
9	DBE COMP	75.00	4%	3.00	
10	Cost	98.33	15%	14.75	
11	Total		100%	87.36	1

12	Parsons/Neulogy				
13	Project Experience & Qualifications	74.60	5%	3.73	
14	Key Project Team Experience	84.78	12%	10.17	
15	Approach to SOW & Requirements	77.16	29%	22.37	
16	Approach to Coordination	71.67	10%	7.17	
17	Approach to Plan & Implementation	75.19	14%	10.53	
18	Approach to O&M	75.45	11%	8.30	
19	DBE COMP	75.00	4%	3.00	
20	Cost	100.00	15%	15.00	
21	Total		100%	80.27	2
22	Kapsch				
23	Project Experience & Qualifications	82.93	5%	4.15	
24	Key Project Team Experience	87.56	12%	10.50	
25	Approach to SOW & Requirements	79.55	29%	23.07	
26	Approach to Coordination	87.83	10%	8.78	
27	Approach to Plan & Implementation	80.43	14%	11.26	
28	Approach to O&M	79.52	11%	8.75	
29	DBE COMP	75.00	4%	3.00	
30	Cost	59.40	15%	8.91	
31	Total		100%	78.42	3

C. Cost/Price Analysis

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

Proposer Name	Proposal Amount	Metro ICE	Negotiated Amount
Conduent State & Local Solutions, Inc.	\$95,574,999	\$139,189,782	\$94,612,273
Parsons/Neulogy I105, JV	\$94,008,022		
Kapsch TrafficCom USA, Inc.	\$158,223,723		

The final negotiated amount is substantially lower than Metro's original ICE as a result of several factors, including the following:

- The proposer's costs for many core functions and subsystems were lower than expected or assumed in the independent cost estimate as a result of using internal resources and internally developed systems rather than contracting out these project aspects, which enabled the proposer to avoid associated mark-ups and other cost inefficiencies. This includes the costs associated with the occupancy detection system, operations and maintenance labor, and roadway support system software.
- The proposer was able to negotiate more competitive labor rates and equipment prices than had been assumed in the independent cost estimate. This includes the costs associated with manual image review, system testing, and traffic detection.
- The proposer provided lower licensing costs than were expected or assumed in the independent cost estimate.
- The proposer's risk-based cost adjustments were less conservative than what had been assumed in the independent cost estimate.

Staff successfully negotiated \$962,726 in cost savings from Conduent's proposal.

D. Background on Recommended Contractor

Conduent State & Local Solutions, Inc.

Conduent is a multinational business service company that specializes in the public transportation and mobility industry. Conduent demonstrated expertise in a number of transportation sectors, including roadside tolling infrastructure, toll collection functions and systems, and tolling systems maintenance and operations.

Conduent presented a dedicated team of qualified professionals, many of whom participated in the current tolling project on the I-10/110 ExpressLane operations.