

PROCUREMENT SUMMARY

CONSULTANT SUPPORT FOR EXPRESSLANES OPERATIONS/PS48720000

1.	Contract Number: PS48720000	
2.	Recommended Vendor: Cambria 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: December 4, 2017	
	B. Advertised/Publicized: December 4, 2017	
	C. Pre-Proposal Conference: December 8, 2017	
	D. Proposals Due: January 18, 2018	
	E. Pre-Qualification Completed: April 4, 2018	
	F. Conflict of Interest Form Submitted to Ethics: February 8, 2018	
	G. Protest Period End Date: June 22, 2018	
5.	Solicitations Picked up/Downloaded: 65	Bids/Proposals Received: 1
6.	Contract Administrator: David Chia	Telephone Number: (213) 922-1064
7.	Project Manager: Robert Campbell	Telephone Number: (213) 418-3170

A. Procurement Background

This Board Action is to approve Contract No. PS48720000 issued in support of Consultant Support services for ExpressLanes Operations.

The Request for Proposal (RFP) was issued in accordance with Metro's Acquisition Policy and the contract type is cost reimbursable plus fixed fee. This RFP was issued with a total SBE/DVBE goal of 18% (SBE 15% and DVBE 3%).

One amendment was issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on January 5, 2018, updated and replaced the Statement of Work, the Labor Allocation Schedule, and the Requirements Conformance Matrix, and extended the proposal due date from January 16, 2018 to January 18, 2018.

A pre-proposal conference was held on December 8, 2017, and was attended by 10 participants representing eight companies. There were 11 questions, and responses were released prior to the proposal due date. A total of 61 firms downloaded the RFP and were registered on the planholders' list.

On January 18, 2018, one proposal was received from Cambria Solutions, Inc. (Cambria). Staff conducted a market survey to determine the reason(s) that there were no other proposals submitted. Staff reached out to 30 firms on the planholders' list. Responses from the firms included the following reasons: the work required was

not in their area of expertise, a lack of resources and time to submit a proposal, and difficulties forming teams suitable for performing the work required in the RFP.

During the solicitation phase, only Cambria requested a time extension to the RFP due date.

B. Evaluation of Proposals

The Proposal Evaluation Team (PET), consisting of LACMTA internal staff from Congestion Reduction and Highway Programs ITS, was convened and a comprehensive technical evaluation of Cambria's proposal was conducted.

The proposal was evaluated based on the following evaluation criteria and weights:

- Demonstrated Project Experience & Qualifications 10 percent
- Key Project Team Experience 15 percent
- Approach to Tasks 1, 2 and 11 (Administrative & Background) 10 percent
- Approach Tasks 3 - 6 (Toll System Integration Contractor Oversight & Management) 25 percent
- Approach to Tasks 7 - 10 (ExpressLanes Operations Oversight & Support) 25 percent
- Cost 15 percent

Several factors were considered when developing these weights. The greatest importance was given to the proposal's approach to satisfying critical Tasks included in the Statement of Work, relating to toll system integration contractor oversight and management and ExpressLanes operations oversight and support.

During the period from January 24, 2018 through February 28, 2018, the PET completed its independent evaluation of Cambria's proposal, inclusive of an oral presentation.

During the interview, Cambria's project manager and key personnel discussed how its team is strategically positioned to fulfill contract requirements, what resources and skills it possesses, and what mechanisms it will put in place to monitor and control project costs.

Cambria responded to the PET's questions regarding the team's ability to implement data processing and analysis services, provide traffic analysis and simulation modeling services, and perform software development services. The team also elaborated on each personnel's specific role, responsibilities, and relevant past experience.

Qualifications Summary:

Cambria

Cambria is a firm that specializes in information technology (IT) and management consulting, and offers project management services and toll systems oversight services. Cambria has assembled a highly qualified team of toll project management specialists and toll services providers.

Cambria demonstrated substantial project experience by highlighting the team's experience in program management, contract compliance, systems integration/transitions, quality assurance, back-office system implementation/maintenance, customer service planning/operations, modeling, forecasting, financial advising, software computer support, and performance monitoring.

The Cambria team has supported a wide range of California managed lanes operators and members of the California Toll Operators Committee (CTOC), including the Metropolitan Transportation Commission, Bay Area Tolling Authority, Riverside County Transportation Commission, and San Diego Association of Governments.

Cambria presented a team of industry-leading professionals, subject matter experts, CTOC founders and advisors, and emphasized that key staff have worked together in similar capacities for over seven years. The team's expertise spans a wide range of highly relevant disciplines, including:

- Project management, contract oversight, requirements compliance, and schedule verification
- Financial analysis, cost forecasting, and audit support
- Field testing, integration testing, and transition support
- Legislative analysis, legal analysis, and risk analysis
- Inventory management, resource acquisition, and related technology
- Performance monitoring, dashboard preparation, reporting, and data analysis
- Transponder technology and industry best practices

Cambria elaborated on the team's knowledge of vendor and system transitions. It identified common transition issues and solutions. It presented a suite of proven strategies and methods for monitoring and tracking all activities associated with deployment and implementation. Cambria presented a methodology for providing cost and expense recommendations for ExpressLanes operations that utilizes certified staff trained to identify and resolve inefficiencies.

Cambria proposed a team of skilled and professional subcontractors including Jacobs Engineering Group (incumbent), HNTB Corporation, Acumen Building Enterprises (SBE) and Novis Technologies (DVBE).

Set forth below is a summary of the firm's score:

	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
1	Cambria Solutions, Inc.				
2	Demonstrated Project Experience & Qualifications	89.33	10%	8.93	
3	Key Project Team Experience	86.67	15%	13.00	
4	Approach to Tasks 1, 2 & 11	87.33	10%	8.73	
5	Approach to Tasks 3 - 6	89.60	25%	22.40	
6	Approach to Tasks 7-10	86.27	25%	21.57	
7	Cost	100.00	15%	15.00	
8	Total		100%	89.63	1

C. Cost Analysis

The recommended fully burdened negotiated unit rate structure for the labor classifications have been determined to be fair and reasonable based upon an independent cost estimate (ICE), cost analysis, technical analysis, fact finding, negotiations, and the proposer's best and final offer (BAFO).

	Proposer Name	Proposal Amount	Metro ICE	Negotiated Amount
1.	Cambria	\$11,944,662.94	\$8,843,075	\$8,969,941.94

D. Background on Recommended Contractor

The recommended firm, Cambria, is a nationwide IT and management consulting firm. Headquartered in Sacramento with a local office in Los Angeles, Cambria has nearly 14 years of systems implementation, operations, and oversight experience.

The proposed project manager is a Project Management Professional (PMP) with over 19 years of experience in program management, quality assurance, systems integration and implementation, organizational change management, technology assessment, IT strategic planning, and IT transformation. Key personnel possess over 100 years of combined experience in the tolling industry.