

PROCUREMENT SUMMARY

RED LINE VEHICLE EVALUATION OF ON-BOARD MIST FIRE SUPPRESSION SYSTEM PROTOTYPE / OP3614100

1.	Contract Number: OP3614100	
2.	Recommended Vendor: Knorr Brake, 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 8, 2016	
	B. Advertised/Publicized: December 2, 2016	
	C. Pre-proposal/Pre-Bid Conference: December 19, 2016	
	D. Proposals/Bids Due: January 30, 2017	
	E. Pre-Qualification Completed: February 23, 2017	
	F. Conflict of Interest Form Submitted to Ethics: March 7, 2017	
	G. Protest Period End Date April 21, 2017	
5.	Solicitations Picked up/Downloaded: 10	Bids/Proposals Received: 1
6.	Contract Administrator: Susan Dove	Telephone Number: (213) 922-7451
7.	Project Manager: Leonid Bukhin	Telephone Number: (213) 922-7218

A. Procurement Background

This Board action is to approve Contract No. OP3614100 for the installation and design of a prototype on-board mist fire suppression system to be designed and installed on an A650 heavy rail vehicle. The purpose of this project and subsequent testing is to evaluate the reliability of such a system under revenue service conditions. Board approval of contract awards are subject to resolution of any properly submitted protest.

The RFP was issued in accordance with Metro's Acquisition Policy. This was a best value procurement, and the contract type is Firm Fixed Price.

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

- Amendment No. 1, issued on December 19, 2016 for clarification of technical specifications and Non-Disclosure Agreement.
- Amendment No. 2, issued on January 11, 2017, to include a list of project drawings.
- Amendment No. 3, issued on January 13, 2017, to extend the proposal due date to January 30, 2017.

One proposal was received from Knorr Brakes Company, LLC. There were 10 plan holders and four firms that attended the Pre-Proposal Conference. Based on a market survey of the plan holders, including the firms that attended the Pre-Proposal Conference, it was clear that the highly specialized nature of this prototype equipment caused interested firms to decide not to submit proposals. The mist fire suppression system is a new rail car safety system that has not been proven in service in the United States. All known operational systems are located on rail cars in Europe and Asia.

B. Evaluation of Proposals

The Proposal Evaluation Team (PET) consisted staff from Metro's Corporate Safety Department, Rail Vehicle Engineering, and Rail Fleet Services. The PET convened and conducted a comprehensive technical evaluation of the proposal received. The proposal was evaluated based on the following evaluation criteria and weights:

Technical Strength and Approach	25 percent
Delivery Schedule	25 percent
Project management	10 Percent
Experience of the firm	10 Percent
Price	30 percent

The evaluation criteria are appropriate and consistent with evaluation criteria developed for similar best value procurements. Several factors were considered when developing these weights, giving the greatest importance to the firm's skills, staff experience, and price.

The RFP stated that contract award will be made to the proposer whose proposal meets the requirements of the RFP and is most advantageous to Metro based upon the proposal evaluation criteria. The initial proposal evaluation resulted in a series of clarifications to obtain further details.

Discussions and negotiations were conducted. The firm's project managers and key team members had an opportunity to present the team's qualifications and respond to the PET's questions. The discussions 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. The team was asked questions relative to its proposed alternatives and previous experience. On February 20, 2017, a Best and Final Offer (BAFO) was requested.

The PET evaluated the initial proposal and the BAFO and determined that Knorr's proposal was advantageous to the LACMTA based upon the proposal evaluation criteria. Knorr's proposal met the RFP's requirements and demonstrated its expertise in Fire Mist Suppression Systems.

Qualifications Summary of Firm:

Knorr Brakes Company's German subsidiary, Knorr-Bremse AG, is the only known source that has a functional mist fire suppression system that is operational on a current operational rail car. The Knorr Brake Company's proposal includes direct support from its German subsidiary including the engineering, integration, testing and project management staff. This experience is critical because the scope of work requires the Contractor to retrofit a Metro Red Line vehicle that must remain in operation during the functional test period.

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Knorr Brake				
3	Technical Strength and Approach	73.33	25.00%	18.33	
4	Delivery Schedule	83.33	25.00%	20.83	
5	Project Management	86.67	10.00%	8.67	
6.	Experience/Past Performance	93.33	10.00%	9.33	
7	Price		30.00%	30.00	
8	Total		100.00%	87.16	

C. Cost/Price Analysis

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

	Proposer Name	Proposal Amount	Metro ICE	Negotiated or NTE amount
	Knorr Brake	\$908,481	\$572,700	\$908,481

A technical evaluation was performed by the Project Manager to explain the difference between the proposed price and the ICE. The variance in the ICE is a result of increased proposed labor hours for activities that were not accounted for in the original estimate.

The initial ICE did not include labor and materials for the mock-up fire testing. This effort includes building the mock-up, installing the fire suppression equipment, pre-testing the system (4 days), and conducting four evaluation tests. Additionally, the mock-up testing will be performed in Germany.

The initial ICE did not contemplate the costs and logistics associated with designing

and engineering the system overseas, coupled with the additional costs needed to configure and implement the system for the US market.

Although, only one proposal was received, there was a reasonable expectation that two or more responsible offerors, competing independently, would submit technical and cost proposals in response to the publically advertised solicitation. The offer from Knorr was developed and submitted in a competitive environment with the expectation of competition.

D. Background on Recommended Contractor

Knorr-Bremse GmbH, the parent company of Knorr Brake Company, was founded in 1905. Knorr-Bremse GmbH developed air brakes for freight trains and became the largest brake manufacturer for rail vehicles in Europe.

The recommended firm, Knorr Brake Company, Inc. (KBC), has been in business for over 70 years. The firm is located in Westminster, Maryland. Knorr Brake Company is a manufacturer of Braking, Door, and HVAC systems for the Mass Transit Rail Industry. KBC is division of Knorr-Bremse, AG which is located in Munich Germany. Knorr-Bremse, AG is a leader in the design and manufacture of Brakes, Doors, HVAC, and on-Board OEM systems, aftermarket spare parts, overhaul and maintenance services for rail transit.