

PROCUREMENT SUMMARY

PHOTO ENFORCEMENT PROGRAM/PS60032000

1.	Contract Number: PS60032000	
2.	Recommended Vendor: Redflex Traffic Systems, 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: January 16, 2019	
	B. Advertised/Publicized: January 16, 17, and 22, 2019	
	C. Pre-Proposal Conference: February 6, 2019	
	D. Proposals Due: April 4, 2019	
	E. Pre-Qualification Completed: May 23, 2019	
	F. Conflict of Interest Form Submitted to Ethics: April 10, 2019	
	G. Protest Period End Date: September 23, 2019	
5.	Solicitations Picked up/Downloaded: 41	Bids/Proposals Received: 2
6.	Contract Administrator: Victor Zepeda	Telephone Number: (213) 922-1458
7.	Project Manager: Abdul Zohbi	Telephone Number: (213) 922-2114

A. Procurement Background

This Board Action is to approve Contract No. PS60032000 issued in support of Metro's Photo Enforcement Program. Board approval of contract awards are subject to resolution of any properly submitted protest.

On January 17, 2019, staff provided an update to the Board on the existing Contract No. PS68103079, as requested by Director Dupont-Walker's motion, for an assessment of Conduent's efforts to remedy their SBE shortfall through December 2018. Staff reported that Conduent was still not meeting its SBE commitment and was not in compliance with the Labor Compliance/Prevailing Wage reporting requirements under the Contract. For these aforementioned reasons, staff initiated a re-solicitation effort in November 2018 resulting in the issuance of a Request for Proposals (RFP) in January 2019.

RFP No. PS60032 was issued in accordance with Metro's Acquisition Policy and the contract type is a firm fixed price. The RFP was issued with a DBE goal of 23%.

The period of performance is eight years from October 2019 to September 2027.

A Pre-Proposal Conference was held on February 6, 2019, with 15 attendees representing nine companies.

Four amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on January 23, 2019, clarified Prevailing Wages Requirements;
- Amendment No. 2, issued on February 13, 2019, extended the due date from February 27 to March 13, 2019;
- Amendment No. 3, issued on February 22, 2019, extended the due date from March 13 to April 4, 2019; and,
- Amendment No. 4, issued on April 30, 2019, requested from the Proposers an option cost proposal for physically inspecting equipment five days per week, instead of one day per week.

Metro received two proposals on the due date of April 4, 2019, as follows in alphabetical order:

1. Conduent State & Local Solutions, Inc. (Conduent)
2. Redflex Traffic Systems, Inc. (Redflex)

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of representatives of law enforcement from the Los Angeles Sheriff Department and Metro’s Safety department were convened and conducted a comprehensive technical evaluation of the proposals received.

Proposals were evaluated based on the following minimum qualifications and evaluation criteria and weights. As stated in the RFP, only those proposers that met all the Minimum Qualification requirements progressed to the weighted criteria evaluation.

Minimum Qualifications:

1. Minimum of two years’ experience specific to rail road photo enforcement at gated crossings.
2. Minimum of five years’ general photo enforcement experience.
3. Experience enforcing a red light photo enforcement system in California and familiar with all applicable state laws and regulations.
4. Have or agree to have a local office in the Los Angeles County area or agreed to establish a local office within 60 days of Notice of Award.

Evaluation Criteria:

1. Firm (Prime) Experience	20 percent
2. Personnel Experience	20 percent
3. Work Plan and Project Master Schedule	20 percent
4. DBE Contracting Outreach and Mentoring Plan (COMP) Approach	4 percent
5. Price	<u>36</u> percent
Total	100 percent

The evaluation criteria are appropriate and consistent with criteria developed for other, similar program management services. Several factors were considered when developing these weights, giving the greatest importance to non-price factors.

Both proposals were determined to be within the competitive range and advanced for further evaluation.

The PET determined that proposals provided sufficient information to evaluate the firms without the need for interviews. The proposals demonstrated the firm’s experience relative to design, installation, and operations and maintenance tasks as required by the RFP.

Qualifications Summary of Firms within the Competitive Range:

Conduent

The photo enforcement division of Xerox, now Conduent, has provided services in California since 1994. Conduent has a local presence with an office in downtown Los Angeles, has worked with Metro since 1994, and has a nationwide presence with programs in Colorado, Delaware, Illinois, and Florida. As the incumbent operating 103 camera systems on Metro’s existing program, Conduent’s proposed management, technical, and maintenance personnel offer system continuity.

Redflex

Redflex is headquartered in Phoenix, Arizona and has been in business since 1987 with a long history of providing photo enforcement services in the US and internationally. Redflex has provided local photo enforcement services for over 21 years to the Cities of Culver City, Hawthorne, Commerce, and Montebello, as well as in other states such as Arizona and Texas. Redflex has a local office located in Culver City. Redflex proposed an experienced technical and project management team and its proposed system was deemed technically qualified.

Both firms were evaluated based on minimum qualifications and weighted criteria. Conduent and Redflex both demonstrated that they met or exceeded Metro’s minimum qualifications.

The following is a summary of the PET’s evaluation scores:

1	Firm	Average Score	Factor Weight (Points)	Weighted Average Score	Rank
2	Redflex				
3	Firm (Prime) Experience	93.33	20.00%	18.67	
4	Personnel Experience	93.33	20.00%	18.67	
5	Work Plan and Project Master Schedule	96.67	20.00%	19.33	

6	DBE COMP Approach	100.00	4.00%	4.00	
7	Price	100.00	36.00%	36.00	
8	Total		100.00%	96.67	1
9	Conduent				
10	Firm (Prime) Experience	90.67	20.00%	18.13	
11	Personnel Experience	95.56	20.00%	19.11	
12	Work Plan and Project Master Schedule	98.33	20.00%	19.67	
13	DBE COMP Approach	75.00	4.00%	3.00	
14	Cost	71.46	36.00%	25.73	
15	Total		100.00%	85.64	2

C. Cost/Price Analysis

The recommended price has been determined to be fair and reasonable based upon adequate competition, technical evaluation, clarifications, price analysis, and ICE.

	Proposer Name	Proposal Amount	Metro ICE	Negotiated or NTE amount
1.	Redflex	\$25,517,634.26	\$24,641,400	\$25,385,195.51
2.	Conduent	\$35,708,986.45		N/A

D. Background on Recommended Contractor

The recommended firm, Redflex, has been in business for 21 years and has provided local photo enforcement services to the Cities of Culver City, Hawthorne, Commerce, and Montebello, as well as in other States such as Arizona and Texas. Redflex's has a local office in Culver City where it serves as a processing center as well as a hub for field service technicians.