

PROCUREMENT SUMMARY

P3010 AUXILIARY CONVERTERS SPARES/CONTRACT NUMBER SP88119000

1.	Contract Number: SP88119000	
2.	Recommended Vendor: Powertech Converter Corporation	
3.	Type of Procurement (check one): <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input checked="" type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	Procurement Dates:	
	A. Issued: 04.12.22	
	B. Advertised/Publicized: N/A	
	C. Pre-Proposal Conference: N/A	
	D. Proposal Due: 05.12.22	
	E. Pre-Qualification Completed: 06.09.22	
	F. Conflict of Interest Form Submitted to Ethics: 07.20.22	
	G. Protest Period End Date: 08.19.22	
5.	Solicitations Picked up/Downloaded: 1	Proposal Received: 1
6.	Contract Administrator: Nicole Banayan	Telephone Number: 213-922-7438
7.	Project Manager: Matthew Hampton	Telephone Number: 213-798-5387

A. Procurement Background

This Board Action is to approve Contract SP88119000 in support of Metro's P3010 Light Rail Vehicle (LRV) to procure ten (10) P3010 Auxiliary Converter units required to facilitate the overhaul and maintenance of the fleet. The existing auxiliary converter on the Kinkisharyo (KI) P3010 LRV was designed and built by Powertech Converter Corporation (Powertech). It was determined by Metro's engineering and operations teams that Powertech possesses rights and control over proprietary data, equipment, and software necessary to ensure full operational capability of the auxiliary converter units. Therefore, the spare units must be obtained from the Original Equipment Manufacturer (OEM), Powertech as the single source of supply.

On April 12, 2022, Metro issued a single source, non-competitive solicitation to Powertech Converter Corporation because of its proprietary design and software and received a proposal on May 12, 2022. No amendments were issued under this RFP.

The RFP was issued in accordance with Metro's Acquisition Policy and the contract type is a firm fixed price.

B. Evaluation of Proposal

This procurement was conducted in accordance, with Metro's Acquisition Policy for a non-competitive solicitation and is consistent with Public Utility Code §130237 for the duplication or replacement of existing equipment already in use. A comprehensive

evaluation of the proposal was conducted by Metro to determine the proposal to be responsive to Metro's requirements.

Metro's project manager from Rail Fleet Services performed an in-depth evaluation of Powertech's technical offer. The project manager's assessment determined that Powertech's proposal meets Metro's technical requirements and complies with the Statement of Work. The Technical Evaluation concluded that the proposed auxiliary converters from Powertech are designed specifically for the P3010 LRV application and meets Metro's requirements.

C. Price Analysis

In accordance with Metro's Acquisition Policy and Procedures for a non-competitive acquisition, a cost analysis is required. Due to corporate policy restrictions, Powertech was unable to provide essential cost supporting data to perform a cost analysis. Therefore, staff performed a Price Analysis in compliance with Metro's Acquisition Policy for non competitive acquisitions. The Price Analysis consisted of a Technical Evaluation, an Independent Cost Estimate (ICE), and negotiations.

Staff conducted a comprehensive evaluation to determine that the final firm fixed price is fair and reasonable. Based on staff's price analysis, the negotiated price of \$977,586.52 is within a reasonable range of approximately 1.3% of the Metro ICE, and has been determined to be fair and reasonable.

Bidder Name	Bid Amount	Metro ICE	Negotiated Amount
Powertech	\$1,019,362.97	\$965,000	\$977,586.52

D. Background on Recommended Contractor

The recommended firm, Powertech Converter Corporation (Powertech) located in New Jersey and Germany has been in business since 2019. Powertech emerged from two leading companies in Germany for energy supply systems, PCS Power Converter (established in 1843) and Transtechnik GmbH & Co. (established in 1968) to form Powertech in 2014, which became Powertech Converter Corporation in 2019.

Powertech has over 350 employees with over 100 years of experience in railway technology and has produced more than 30,000 converters for rail vehicles.

Powertech is the Original Equipment Manufacturer (OEM) for Metro's P3010 auxiliary converter system.