

PROCUREMENT SUMMARY

ATMS COUNTYWIDE BUS SIGNAL PRIORITY IMPLEMENTATION

1.	Contract Number: PS92403277	
2.	Recommended Vendor: Xerox Transport Solutions, Inc.	
3.	Type of Procurement (check one): <input type="checkbox"/> IFB <input 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: January 15, 2015	
	B. Advertised/Publicized: N/A	
	C. Pre-proposal/Pre-Bid Conference: N/A	
	D. Proposals/Bids Due: January 23, 2015	
	E. Pre-Qualification Completed: June 29, 2015	
	F. Conflict of Interest Form Submitted to Ethics: January 23, 2015	
	G. Protest Period End Date: N/A	
5.	Solicitations Picked up/Downloaded: 1	Bids/Proposals Received: 1
6.	Contract Administrator: Mark Lu	Telephone Number: (213) 922-4689
7.	Project Manager: Al Martinez	Telephone Number: (213) 922-2956

A. Procurement Background

This Board Action is to approve Contract No. PS92403277 for the integration of a Countywide Bus Signal Priority solution with Metro's Advanced Transportation Management System (ATMS). On January 15, 2015, Metro issued a non-competitive solicitation to Xerox Transport Solutions Inc. (Xerox) because Xerox is the original equipment manufacturer (OEM) of its proprietary ATMS system. Metro received the proposal on January 23, 2015.

The RFP was issued in accordance with Metro's Acquisition Policy. The contract type is a Firm Fixed Price.

B. Evaluation of Proposals/Bids

A Proposal Evaluation team (PET) consisting of staff from Metro's Information Technology Services (ITS) and Highway Planning departments conducted a comprehensive technical evaluation of the proposal received from Xerox.

C. Cost/Price Analysis

The Contractor’s price proposal was evaluated in compliance with Metro’s Acquisition Policy. The proposed price was determined to be fair and reasonable based on price analysis, technical evaluation, and negotiations. The Contractor demonstrated that the rate on which the firm fixed price was prepared and offered to Metro is the same rate offered to other government agencies. In addition, during negotiations, the statement of work was modified and clarified, which resulted in a significantly reduced price from the original price proposed.

	Bidder/Proposer Name	Proposal Amount	Metro ICE	Negotiated Amount
1.	Xerox	\$1,721,540	\$1,118,000	\$952,000

D. Background on Recommended Contractor

Xerox is the OEM of Metro’s ATMS. Metro’s ITS and Operations departments have used ATMS to manage Metro bus fleet operation and maintenance activities since 2005.

Metro’s ATMS computer system is the core system used to dispatch and manage Metro’s bus fleet from the Bus Operations Center. The ATMS system incorporates automated vehicle location , automated passenger counting , automated voice annunciation and interfaces with the various fleet video, fare payment and headsign systems to better manage the overall effectiveness of the fleet on a 365/24/7 basis.

Xerox has provided satisfactory transportation related services to Metro for nearly 20 years, including the ATMS project and Photo Enforcement services.

In the last five years, Xerox has also provided the Bus Signal Priority upgrade services to other transit agencies including: Foothill Transit in San Gabriel Valley and San Diego Metropolitan Transit System in California; Capital Metropolitan Transportation Authority in Austin, Texas; Hillsborough Area Regional Transit in Tampa, Florida; and Montgomery County Department of Transportation in Maryland.