

PROCUREMENT SUMMARY

I-710 INTEGRATED CORRIDOR MANAGEMENT
 GENERAL CONTRACTOR SERVICES/OP125440000

1.	Contract Number: OP125440000	
2.	Recommended Vendor: Crosstown Electrical & Data, 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: November 26, 2024	
	B. Advertised/Publicized: November 27, 2024	
	C. Pre-Proposal Conference: December 11, 2024	
	D. Proposals Due: January 29, 2025	
	E. Pre-Qualification Completed: February 5, 2025	
	F. Ethics Declarations Form Submitted to Ethics: January 29, 2025	
	G. Protest Period End Date: June 24, 2025	
5.	Solicitations Picked-up/Downloaded: 48	Bids/Proposals Received: 1
6.	Contract Administrator: Ricardo E. Narvaez	Telephone Number: (213) 418-3158
7.	Project Manager: Eva Moir	Telephone Number: (213) 922-2961

A. Procurement Background

This Board Action is to approve the award of Contract No. OP125440000 to Crosstown Electrical & Data, Inc., to provide general contractor construction services for the Interstate 710 (I-710) Integrated Corridor Management (ICM) project, including constructing, installing, testing, and commissioning all of the ICM elements, network, and detection devices including, but not limited to, traffic controllers, video detection systems, communication, closed circuit television (CCTV) cameras, associated cabinet systems, and arterial signage. Board approval of contract award is subject to the resolution of any properly submitted protest(s), if any.

On November 26, 2024, Request For Proposals (RFP) No. OP125440 was issued as a competitive procurement in accordance with Metro’s Acquisition Policy. The proposed contract type is firm fixed unit rate.

This RFP was issued under the Medium-Size Business Enterprise Program II (MSZ-II) Program. Under the MSZ-II Program, firms of any size are allowed to propose, however, Metro will only entertain proposals from non-MSZ firms if no more than one MSZ proposal is received. If more than one responsive and responsible MSZ proposal is received, Metro may make an award to an MSZ proposer. Proposers were also required to meet or exceed the Small Business Enterprise (SBE) goal of 30% and the Disabled Veteran Business Enterprise (DVBE) goal of 3%. In addition, the solicitation was subject to the Local Small Business Enterprise (LSBE)

Preference Program, which provides eligible proposers a 5-point preference for the utilization of local small business firms.

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

- Amendment No. 1, issued December 20, 2024, extended the question and answer period and extended the proposal due date.
- Amendment No. 2, issued January 17, 2025, extended the proposal due date and amended one of the minimum qualification requirements.

A virtual pre-proposal conference was held on December 11, 2024, and was attended by three participants representing three firms. There were a total of 27 questions received, and responses were provided prior to the proposal due date.

A total of 48 firms downloaded the RFP and were included on the planholders list.

On January 29, 2025, the proposal due date, Metro received one proposal from Crosstown Electrical & Data, Inc. (CEDI). Since only one proposal was received, Metro staff conducted a market survey of the firms on the planholders list to determine why no other proposals were received. One firm responded that they did not meet the contractor license requirements, three firms responded that they were subcontractors and/or material suppliers only, another firm responded that they were considering other future contract opportunities for construction services with Metro, another firm stated that they were precluded from bidding due to having worked on an earlier stage of the project, and two firms stated that the RFP scope did not align with their services.

The results of the market survey indicated that the decisions of the firms not to propose were based on individual business considerations and as such, the solicitation could proceed to be awarded as a competitive award.

B. Evaluation of Proposals

A diverse Proposal Evaluation Team (PET) consisting of staff from Operations and Program Management was convened and conducted a comprehensive technical evaluation of the proposal received.

On February 11, 2025, the PET met to discuss the evaluation process, confidentiality requirements, review information regarding conflicts of interest and receive the evaluation documents.

The RFP required that all proposals be evaluated first on the minimum qualifications on a pass/fail basis. Any proposer that received a single rating of “fail” for any of the minimum qualifications would be eliminated from further consideration.

The minimum qualifications were as follows:

1. Proposer should have a minimum of Five (5) years of project experience, providing services similar in size and complexity to that required in Exhibit A - Scope of Services of the RFP
2. Proposer should have a minimum of Three (3) completed or current contracts with Caltrans, County, City or public agency/entity clients, providing services similar in size and complexity to that required in Exhibit A - Scope of Services of the RFP
3. Proposer should have both current valid CA CSLB License A - General Engineering Contractor and Specialty License C-10 - Electrical Contractor

The proposer met the minimum qualification requirements and was further evaluated according to the following evaluation criteria:

- Capabilities, Experience and Qualifications 30 percent
- Project Understanding 20 percent
- Project Approach 30 percent
- Cost Proposal 20 percent

The evaluation criteria are appropriate and consistent with criteria developed for other similar procurements. Several factors were considered when developing these weights, giving the greatest importance to the capabilities, experience and qualifications, and project approach.

During the week of February 17, 2025, the PET team conducted a virtual interview with the firm. 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. In general, the team's presentation addressed the requirements of the RFP, experience with all aspects of the required tasks, and stressed the 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 the firm's proposed alternatives and previous experience.

At the conclusion of the evaluation, the PET members determined that CEDI met the requirements of the RFP and was technically qualified to perform the work.

The following is a summary of the PET scores:

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Crosstown Electrical & Data, Inc. (CEDI)				
3	Capabilities, Experience and Qualifications	90.57	30.00%	27.17	
4	Project Understanding	93.35	20.00%	18.67	
5	Project Approach	88.33	30.00%	26.50	
6	Cost Proposal	100.00	20.00%	20.00	
7	LSBE Preference Program (Bonus Points)	100.00	5.00%	5.00	
8	Total		100.00%	97.34	1

C. Price Analysis

The recommended amount has been determined to be fair and reasonable based on the Independent Cost Estimate (ICE), price analysis, fact-finding, and technical evaluation. The negotiated amount is higher than the proposal amount because Metro requested the addition of payment and performance bonds.

	Proposer Name	Proposal Amount	Metro ICE	Negotiated Amount
1	Crosstown Electrical & Data, Inc. (CEDI)	\$ 21,800,000.00	\$ 22,598,865.00	\$ 22,561,793.53

D. Background on Recommended Contractor

Crosstown Electrical & Data, Inc. was founded more than 25 years ago and is located in Irwindale, CA. The firm specializes in providing implementation, installation, integration and maintenance of electrical and ITS Infrastructure, fiber optic, video, wireless, and data communications systems and have established themselves as premier integrators and installers of Traffic, Transportation, Rail, and Public Works-related electrical infrastructure and systems in Southern California.

Crosstown Electrical & Data, Inc. clients include Coachella Valley Association of Governments, the Cities of Santa Clarita, Inglewood, La Habra and Los Angeles, and the CA Department of Transportation (Caltrans).

Crosstown Electrical & Data, Inc has provided services to Metro and performance has been satisfactory.