

## PROCUREMENT SUMMARY

CONSULTING SERVICES FOR HEAVY RAIL VEHICLE ACQUISITION,  
TECHNICAL SUPPORT SERVICES / OP16523-30433487

1.	<b>Contract Number:</b> OP16523-30433487	
2.	<b>Recommended Vendor:</b> LTK Engineering Services	
3.	<b>Type of Procurement (check one):</b> <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.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> 08/03/15	
	<b>B. Advertised/Publicized:</b> 08/05/15; 08/06/15; 08/10/15 and 08/13/15	
	<b>C. Pre-proposal/Pre-Bid Conference:</b> 08/18/15	
	<b>D. Proposals/Bids Due:</b> 10/07/15	
	<b>E. Pre-Qualification Completed:</b> 4/13/16	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> 03/30/16	
	<b>G. Protest Period End Date:</b> 5/24/16	
5.	<b>Solicitations Picked up/Downloaded:</b> 40	<b>Bids/Proposals Received:</b> 2
6.	<b>Contract Administrator:</b> Elizabeth Hernandez	<b>Telephone Number:</b> 213 922-7334
7.	<b>Project Manager:</b> Cop Tran	<b>Telephone Number:</b> 213 922-3188

**A. Procurement Background**

This Board Action is to approve the award of Contract No. OP16523-30433487 issued in support of the HR4000 Heavy Rail Vehicle Contract to address the need to expand the rail fleet to accommodate anticipated growth in ridership and line extensions; replace vehicles reaching the end of their useful revenue service life; and support the maintenance department with reasonable spare ratios to prevent deferred maintenance issues. The recommended Consultant shall provide technical and engineering support to Metro's designated Project Manager, or his/her designee, and apply appropriate technical and engineering expertise and resources to facilitate the timely production and delivery of the HR4000 HRV Contract, which may include, Metro's exercise of any or all of the five Vehicle procurement Options.

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

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

- Amendment No. 1, issued on August 21, 2015, clarified requirements and extended the due date for the proposal;
- Amendment No. 2, issued on September 30, 2015, clarified requirements and extended the due date for the proposal;
- Amendment No. 3, issued on October 12, 2015 to the Proposers within the competitive range clarified Element B of the solicitation.

- Amendment No. 4, issued on December 24, 2015 to the Proposers within the competitive range clarified the cost items.
- Amendment No. 5 issued on January 21, 2016 to the Proposers within the competitive range clarified the labor hours.
- Amendment No. 6 issued on January 25, 2016 to the Proposers within the competitive range updated the labor hours.
- Amendment No. 7 issued on March 24, 2016 to the Proposers within the competitive range extended the due date for the Best and Final Offer (BAFO) and clarified terms and conditions.
- Amendment No. 8 issued on March 30, 2016 to the Proposers within the competitive range extended the due date for the BAFO and clarified terms and conditions.

A total of 11 attendees were present at the Pre-Proposal Conference held on August 18, 2015. Two sets of responses were issued to 15 questions asked by the prospective bidders and to provide a list of the contact information for the attendees to the Pre-Proposal Conference.

A total of two proposals were received by the October 7, 2015 due date from the following firms:

1. LTK Engineering Services, and
2. STV/PB, A Joint Venture.

## **B. Evaluation of Proposals/Bids**

A Proposal Evaluation Team (PET) consisting of staff from Metro's Rail Vehicle Acquisition Department was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were evaluated based on the following evaluation criteria and weights:

- |  |            |
|--|------------|
| • Firm's Degree of Skills and Experience                                   | 30 percent |
| • Staffing Quality of Technical Experience                                 | 20 percent |
| • Understanding of Work and Appropriateness of Approach for Implementation | 20 percent |
| • Price  | 30 percent |

The evaluation criteria are appropriate and consistent with criteria developed for other, similar professional services procurements. Several factors were considered when developing these weights, giving the greatest importance to skills and experience of the firm in performing similar work.

The two proposals received were determined to be responsive, responsible and within the competitive range. Both proposing firms were determined to be within the competitive range.

Summary of the evaluation process:

The PET reviewed and evaluated the technical non-cost sections of the written proposals in accordance with factors set forth in the evaluation criteria. During the week of November 9, 2015, the PET met with and interviewed the firms. The firms' Project Managers and key personnel had an opportunity to present their experience and qualifications and respond to the PET's questions. In general, each firm's presentation addressed the requirements of the RFP by expanding on its experience and expertise with all aspects of the required tasks, and stressed its commitment to the success of the project. Also highlighted were staffing plans, work plans, and perceived project issues. Each firm adequately responded to questions relative to each firm's proposed alternatives and previous experience.

### **Qualifications Summary of Firms Within the Competitive Range:**

#### **LTK ENGINEERING SERVICES**

LTK is based in Ambler, Pennsylvania with regional offices in Los Angeles, Atlanta, Boston, Chicago, Dallas, Denver, Houston, Minneapolis, Newark, New York, Petaluma, Portland, San Francisco, Seattle and Washington, D.C. LTK has assisted in the design, procurement, rehabilitation, inspection and acceptance testing of about 26,000 passenger rail cars operating in North America. LTK has an estimated 360 employees which includes 290 engineers and technicians with expertise in rail vehicle systems planning, engineering and economic analyses.

LTK has provided various engineering, technical, and management services in support of other transit agencies that include New York City Transit (NYCT), Washington Metropolitan Area Transit Authority (WMATA), Southeastern Pennsylvania Transportation Authority (SEPTA), Denver RTD, Bay Area Rapid Transit (BART), Massachusetts Bay Transportation Authority (MBTA), Dallas Area Rapid Transit (DART) and Los Angeles Metro.

The team proposed for this contract consists of LTK as the prime contractor and lead technical resource firm with the following sub-contractors:

- CH2M – vehicle and engineering services support
- Systra Consulting – train control engineering services
- Virginkar & Associates, Inc. – vehicle inspection services
- NDYLTK Rail – quality assurance support; vehicle engineering support
- Ramos Consulting Services, Inc. – document control and administrative support

## **STV/PB, a Joint Venture**

STV Incorporated (STV) and WSP|Parsons Brinckerhoff (WSP|PB), two engineering firms, formed a joint venture, STV/PB Heavy Rail Vehicles, a Joint Venture (STV/PB), to propose for this procurement. Under a similar joint venture those firms proposed, and was awarded the contract to develop the performance-based technical specifications and commercial requirements for LACMTA's ongoing solicitation of the HR4000 vehicle procurement. STV, supported by WSP|PB, developed the specifications for Massachusetts Bay Transportation Authority's (MBTA) procurement of 226 HRVs for the Red and Orange Lines that was awarded to China Railway Rolling Stock Corp (CRRC). The firms are providing MBTA with technical and engineering support services as well as project management support.

## **STV**

STV has provided engineering, architectural, planning, environmental, and construction management support services for the procurement and rehabilitation of rolling stock for subways, light rail and rail road systems for over 30 years. STV has a Vehicle Technology and Operation group within its organization with experience in transit car, commuter rail car, and locomotive engineering.

## **WSP|PB**

WSP and Parsons Brinckerhoff combined to provide engineering and multidisciplinary professional services consulting services with more than 32,000 staff members in 500 offices across 39 countries.

Since 1984, PB has been involved in the procurement and/or rebuilding of over 3,500 rail cars, and has provided program management, engineering, inspection, and follow-up supervision services for major rolling stock procurement/rehabilitation programs either as a prime or a joint venture member.

The firms individually/collectively have provided support to HRV projects that include MBTA, Chicago Transit Authority (CTA), Metrolink, Port Authority of New York and New Jersey (PANYNJ), SEPTA, WMATA, NJ Transit, Long Island Railroad, Metro Red Line Extension, Seattle Monorail, Metro North Railroad, NJ Transit and LRV procurement for Honolulu Rail Transit, MTS San Diego, Utah Transit Authority, and Central Phoenix/East Valley.

## **Evaluation Summary**

The PET evaluated the proposals and assessed strengths, weaknesses and associated risks of each Proposal utilizing the evaluation criteria factors and sub-factors defined in the RFP to determine the score for each firm. Based upon the collective evaluations, LTK Engineering Services is determined to be the PET's

recommendation for the top ranked firm based on the table below that provides the scores.

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	<b>LTK Engineering Services</b>				
3	Firm's Degree of Skills and Experience	78.76	30.00%	23.63	
4	Staffing Quality of Technical Experience	77.50	20.00%	15.50	
5	Understanding of Work and Appropriateness of Approach for Implementation	80.00	20.00%	16.00	
6	Price	100.00	30.00%	30.00	
7	<b>Total</b>	<b>84.07</b>	<b>100.00%</b>	<b>85.13</b>	<b>1</b>
8	<b>STV/PB, A JV</b>				
9	Firm's Degree of Skills and Experience	80.00	30.00%	24.00	
10	Staffing Quality of Technical Experience	78.75	20.00%	15.75	
11	Understanding of Work and Appropriateness of Approach for Implementation	77.50	20.00%	15.50	
12	Price	95.03	30.00%	28.51	
13	<b>Total</b>	<b>82.82</b>	<b>100.00%</b>	<b>83.76</b>	<b>2</b>

### C. Cost/Price Analysis

The recommended price has been determined to be fair and reasonable based upon adequate price competition, Management Audit Services (MAS) audit findings, an independent cost estimate, cost analysis, technical evaluation, fact finding, and negotiations.

	Proposer Name	Proposal Amount		Metro ICE	Negotiated or NTE amount
1.	LTK Engineering Services	Base	\$13,522,892	<b>\$12,736,727</b>	\$13,028,744
		Options	\$9,184,673	<b>\$9,328,565</b>	\$8,677,278
		Total	\$22,707,565	<b>\$22,065,292</b>	\$21,706,022
2.	STV/PB, a Joint Venture	Base	\$14,534,276	<b>\$12,736,727</b>	\$13,519,802
		Options	\$10,366,652	<b>\$9,328,565</b>	\$9,323,417
		Total	\$24,900,928	<b>\$22,065,292</b>	\$22,843,219

#### **D. Background on Recommended Contractor**

The recommended firm, LTK Engineering Services, located in Los Angeles, California has been in business for 32 years. LTK is an experienced rail vehicle consultant in North America and specializes solely in rail vehicle and systems engineering with a bench of experts in rail vehicle procurement, engineering, and component systems. LTK has experience in rapid transit car procurements in Los Angeles, Boston, New York City, New Jersey, Philadelphia and Washington, DC.

LTK has provided engineering expertise for over 20 years to LACMTA's vehicle procurement projects that include program management for the acquisition of the light rail vehicles (LRV) for the Blue Line and Green Line. LTK drafted the specifications for the Green Line car procurement and participated in design review, proof of design testing, inspection and commissioning. LTK was also selected to provide engineering support for the acquisition of the LRVs for the Gold Line and more recently the P3010. LTK provided program management, engineering support and vehicle commissioning services for the Red Line vehicle procurement for the base and option car orders.

LTK is currently providing technical support services to the LACMTA's P3010 Light Rail Vehicle procurement.