REVISED

ATTACHMENT B

PROCUREMENT SUMMARY

BUS ACQUISITION OF 40' BATTERYELECTRIC BUSES (BEBs)- /OP118576(2)000

1.	**Contract Number**: **OP118576(2)000**	
2.	**Recommended Vendor**: ElDorado National (California), Inc. (ENC)	
3.	**Type of Procurement (check one):** ☐ **IFB** ☒ **RFP** ☐ **RFP–A&E** ☐ **Non-Competitive** ☐ **Modification** ☐ **Task Order**	
4.	**Procurement Dates**:	
	A. Issued: December 22, 2025	
	B. Advertised/Publicized: December 20, 2025- December 25, 2025	
	C. Pre-Proposal Conference: January 13, 2026	
	D. Proposals Due: March 6, 2026	
	E. Pre-Qualification Completed: April 9, 2026	
	F. Ethics Declaration Forms submitted to Ethics: March 10, 2026	
	G. Protest Period End Date: July 22, 2026	
5.	**Solicitations Downloaded**: 76	**Bids/Proposals Received**: 3
6.	**Contract Administrator**: **Ani Pogossian**	**Telephone Number**: **213-922-2874**
7.	**Project Manager**: **Daniel Surmenian**	**Telephone Number**: **213-922-5830**

A. Procurement Background

This Board Action is to approve Contract No. OP118576(2)000 issued in support of the manufacturing and delivery of a base buy of two hundred and twenty (220) Battery Electric Buses (BEBs). Board approval of contract awards is subject to the resolution of any properly submitted protest(s), if any.

Request for Proposals (RFP) No. OP118576(2) was issued in accordance with Metro's Acquisition Policy, and the contract type is a firm fixed price. The Diversity and Economic Opportunity Department (DEOD) did not recommend a Disadvantaged Business Enterprise (DBE) goal for this procurement, as it is not applicable. This procurement falls under the Federal Transit Administration's (FTA) Transit Vehicle Manufacturer (TVM) goal in accordance with 49 Code of Federal Regulations (CFR) Part 26.49. However, Metro's Manufacturing Careers Policy will apply to this procurement.

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

- Amendment No. 1, issued on 12/24/2025 clarified and modified the Technical Specification and Solicitation Terms;
- Amendment No. 2, issued on 1/9/2026 clarified and modified the Technical Specification and Solicitation Terms;
- Amendment No. 3, issued on 1/9/2026 clarified and modified the Technical Specification and Solicitation Terms;

- Amendment No. 4, issued on 1/16/2026 clarified and modified the Technical Specification and Solicitation Terms;
- Amendment No. 5, issued on 1/23/2026 clarified and modified the Technical Specification and Solicitation Terms;
- Amendment No. 6, issued on 1/30/2026 clarified and modified the Technical Specification and Solicitation Terms;
- Amendment No. 7, issued on 2/6/2026 clarified and modified the Technical Specification and Solicitation Terms;
- Amendment No. 8, issued on 2/13/2026 clarified and modified the Technical Specification and Solicitation Terms;
- Amendment No. 9, issued on 2/24/2026 clarified and modified the Technical Specification and Solicitation Terms;
- Amendment No. 10, issued on 5/11/2026, BAFO.

The solicitation was advertised across six different platforms: The Wave, Los Angeles Daily News, Los Angeles Times, La Opinion, Transit Magazine and Passenger Transport. A total of 76 firms downloaded the RFP and were included in the planholders' list. A virtual pre-proposal conference was held on January 13, 2026, and was attended by 59 participants representing 13 firms. Additionally, a virtual Technical Q&A session was held on January 29, 2026, with 40 participants representing seven firms. There were 254 questions received for this RFP and responses were provided prior to the proposal due date.

A total of three proposals were received on March 6, 2026.

B. <u>Evaluation of Proposals</u>

A diverse Proposal Evaluation Team (PET) consisting of staff from Bus Acquisitions and Construction Management/ Alternative Delivery was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were initially evaluated based on the pass/fail minimum qualifications criteria outlined in the RFP. Part of the pass/fail requirements included proposers demonstrating that they are a transit manufacturer that will comply with the final assembly requirements in the United States (U.S.); have past experience manufacturing Buy America-compliant transit buses for the U.S. public transit market; and demonstrate successful past experience manufacturing buses that utilize key components and subsystems similar to those in the proposed vehicle, particularly BEB propulsion systems.

The PET determined that all three proposals met the minimum qualification requirements and were further evaluated based on the following weighted evaluation criteria:

- Project Management Experience 300 Points
- Experience and Past Performance 200 Points

- Price 200 Points
- Technical Compliance 200 Points
- Availability Framework 50 Points
- U.S. Employment Program 50 Points

The evaluation criteria are appropriate and consistent with criteria developed for other, similar Rolling Stock acquisition procurements. Several factors were considered when developing these weights, giving the greatest importance to Project Management Experience.

On March 13, 2026, the PET met to review the evaluation criteria package, complete confidentiality and conflict of interest forms and receive the three proposals to initiate the evaluation phase. Evaluations were conducted from March 13, 2026, to March 25, 2026.

On April 3, 2026, the Contract Administrator requested clarifications and/or supplemental information necessary to fully evaluate all three firms. On April 13, 2026, the firms submitted their responses to the clarification requests and provided supplemental information as requested. The PET subsequently re-evaluated the proposals based on the additional information provided and established a competitive range.

Of the three proposals received, all three were determined to be within the competitive range. The three firms within the competitive range are listed below in alphabetical order:

1. ElDorado National (California), Inc. (ENC)
2. New Flyer of America Inc. (New Flyer)
3. RIDE Mobility, LLC. (RIDE)

No firms were determined to be outside the competitive range.

From May 4, 2026 to May 7, 2026, the evaluation committee conducted negotiations with the firms in the competitive range. The firms' project managers and key team members had an opportunity to present each team's qualifications and respond to the PET's questions.

An invitation to submit a Best and Final Offer (BAFO) was issued on May 11, 2026 to all firms in the competitive range. BAFO submittals were received on May 22, 2026, and were reviewed and evaluated by the PET. The PET reviewed the BAFOs and prepared a recommendation-for-award memorandum on June 2, 2026.

Qualifications Summary of Firms within the Competitive Range:

ElDorado National (California), Inc.

ElDorado National (California), Inc. is based in Riverside, California. The company was founded as National Coach Corporation in 1975. In 1991, the company was combined with the Kansas-based bus builder ElDorado Motors, operating as ElDorado National until its rebranding to ENC.

ENC proposes to build the LACMTA bus orders in its Riverside, California facility. ENC's transit agency clients include City of Gardena, Franmar Leasing LLC, Salt Lake City Airport, Pace-Headquarters, and LACMTA.

New Flyer of America Inc.

New Flyer of America Inc. is a Winnipeg, Manitoba, Canada based corporation, founded in 1930 and is a subsidiary of New Flyer Industries (NFI) Group.

New Flyer proposes to build the LACMTA bus orders in its Anniston, Alabama facility. New Flyer's transit agency clients include Maryland Transit, Miami-Dade Transit, New Jersey Transit, NYCTA, WMATA and LACMTA.

RIDE Mobility, LLC

RIDE Mobility, LLC is based in Pasadena, California and is the U.S. subsidiary of Build Your Dreams (BYD), a Chinese-based bus manufacturer.

RIDE proposes to build the LACMTA bus orders in its Lancaster, California facility. RIDE's transit agency clients include Antelope Valley Transit Authority, Los Angeles Department of Transportation, Long Beach Transit, San Francisco Municipal Transportation Agency, and LACMTA.

A summary of the PET scores for BEBs is provided below:

1	Firm	Average Score (%)	Factor Weight	Weighted Average Score	Rank
2	**ElDorado National (California), Inc.**				
3	Project Management Experience	81.06*	300	243.19*	
4	Experience and Past Performance	69.55	200	139.10	
5	Price	100.00	200	200.00	
6	Technical Compliance	82.17	200	164.34	
7	Availability Framework	100.00	50	50.00	
8	U.S. Employment Program	74.58 ~~50.74~~	50	37.29 ~~25.37~~	

9	**Total**		**1,000**	**833.92*** ~~**822.00***~~	**1**
10	**New Flyer of America Inc.**				
11	Project Management Experience	81.13	300	243.40*	
12	Experience and Past Performance	73.21*	200	146.43*	
13	Price	84.79	200	169.58	
14	Technical Compliance	77.17*	200	154.35*	
15	Availability Framework	100.00	50	50.00	
16	U.S. Employment Program	11.00	50	5.50	
17	**Total**		**1,000**	**769.26**	**2**
18	**RIDE Mobility LLC.**				
19	Project Management Experience	59.92*	300	179.78*	
20	Experience and Past Performance	23.79	200	47.58	
21	Price	89.73*	200	179.47*	
22	Technical Compliance	70.12	200	140.24	
23	Availability Framework	100.00	50	50.00	
24	U.S. Employment Program	73.00 ~~35.50~~	50	36.50 ~~17.75~~	
25	**Total**		**1,000**	**633.57*** ~~**614.82***~~	**3**

***To enhance readability, some figures have been rounded up to two decimal places.**

U.S. Employment Program (USEP) Evaluation Framework:

The Request for Proposals allocates 50 points to the USEP evaluation: (1) 25 qualitative points for Disadvantaged Worker Commitment, Workforce Training, Full-Time Equivalent (FTE) commitments, Minimum Fringe Benefits, and Minimum Hourly Wages; and (2) 25 quantitative points based on each proposer's Total Dollar Commitment relative to the highest commitment submitted. Proposals were evaluated in accordance with the Manufacturing Careers Policy (MCP), which requires measurable, contract-specific workforce commitments rather than general practices.

USEP Evaluation Summary:

- ENC received an overall score of 37.29/50 (21.40 pts for qualitative evaluation and 15.89 pts for quantitative evaluation). ENC provided a contract-specific USEP Total Dollar Commitment of $107,387,488 and the most comprehensive contract-specific workforce plan. ENC provided measurable commitments for hiring, workforce hours, wages, benefits, Disadvantaged Worker participation, and workforce investment. ENC also demonstrated how it would achieve those commitments through structured employee training, mentorship, career development, and workforce retention. Additionally, the proposal included partnerships with community colleges, workforce agencies, veterans' organizations, and re-entry programs to strengthen recruitment and develop a skilled manufacturing workforce.

- Ride Mobility received an overall score of 36.50/50 (11.50 pts for qualitative evaluation and 25 pts for quantitative evaluation). Ride Mobility submitted the highest contract-specific USEP Total Dollar Commitment of $169,003,115, earning the maximum quantitative score. Although Ride Mobility provided contract-specific workforce commitments, the proposal provided minimal detail regarding workforce training, employee development, Disadvantaged Worker implementation, and supporting workforce initiatives. As a result, Ride Mobility received a lower qualitative score despite having the highest workforce investment.

- New Flyer of America received an overall score of 5.50/50 (5.50 pts for qualitative evaluation and 0 pts for quantitative evaluation). New Flyer's facility-based proposal required deviations from labor contract requirements by relying on its existing labor agreements. Additionally, New Flyer expressly stated that it was not making commitments for New Hires or Retained Workers and did not submit contract-specific Labor Value Forms. However, partial credit was given for the Minimum Hourly Wages and Minimum Fringe Benefits criteria based on the labor agreements that were provided as part of the proposal. New Flyer did not include any USEP commitments for the Disadvantaged Worker Commitment, Workforce Training, Full Time Equivalent (FTE) Commitments, or USEP Total Dollar Commitment criteria, resulting in the score of 0 for these criteria.

C. Cost/Price Analysis

The recommended price has been determined to be fair and reasonable based upon adequate price competition, an Independent Cost Estimate (ICE), technical evaluation, fact finding, negotiations and the BAFO.

The variance between Metro's ICE and the Negotiated or NTE Amount for the Base and Options for the recommended awardee's price is $1,140,345,789.70 (29.41%). The difference is primarily attributable to prevailing market conditions, such as inflation fluctuations and tariff-related impacts. These considerations were factored into the development of the ICE through an analysis of current market trends to assess their economic influence on pricing. Additionally, the reference data used in forming the ICE was limited to select vehicle Original Equipment Manufacturers (OEMs), resulting in a bias toward higher-end specifications. The data also included historical LACMTA procurement information, necessitating adjustments to reflect current year values. Given the age of some datasets, challenges may arise in accurately escalating figures to the present year despite the application of appropriate escalation rates. Another key reason for the difference between ICE and proposer values is increased competition in procurement. The entry of a new vehicle

OEM in the market encourages cost reduction to make proposals more competitive. This factor is hard to quantify, as each vehicle OEM assesses its own risk tolerance when striving for a winning bid.

Proposer Name	BAFO Amount Base Buy (220)	BAFO Amount Option Buy (1,600)	BAFO Amount Optional Vehicle Configuration	BAFO Negotiated or NTE Amount (Base Buy and All Options)
METRO ICE	$447,815,203.05	$3,429,866,837.89	$234,801.80	**$3,877,916,842.74**
ENC	$337,698,727.58	$2,392,437,288.45	$7,435,037.02	**$2,737,571,053.05**
New Flyer	$402,195,890.19	$2,817,737,238.89	$11,525,088.49	**$3,231,458,217.57**
RIDE	$374,093,055.59	$2,668,352,447.92	$35,129,109.40	**$3,077,574,612.91**

Based on the cost analysis, staff determined that all three proposers submitted fair and reasonable pricing, with ENC offering the best value to LACMTA.

D. Background on Recommended Contractor

The recommended firm, ElDorado National (California), Inc., located in Riverside, California, has been in business for 51 years and is a leader in manufacturing buses for transit agencies. ENC temporarily paused operations in late 2024 during an ownership transition, then fully restarted production and deliveries in Apri 2025 under new ownership by Rivaz Inc. ENC serves diverse markets including public transit, paratransit, airports, parking facilities, and universities.

ENC has provided services for Metro, and its performance has been satisfactory.