

PROCUREMENT SUMMARY

INCIDENT BASED SURVEILLANCE SYSTEM/PS4497500

1.	Contract Number: PS4497500	
2.	Recommended Vendor: SmartDrive Systems 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: August 21, 2015	
	B. Advertised/Publicized: August 21 – 23, 2015	
	C. Pre-proposal/Pre-Bid Conference: September 3, 2015	
	D. Proposals/Bids Due: October 29, 2015	
	E. Pre-Qualification Completed: December 11, 2015	
	F. Conflict of Interest Form Submitted to Ethics: January 19, 2016	
	G. Protest Period End Date: February 29, 2016	
5.	Solicitations Picked up/Downloaded: 20	Bids/Proposals Received: 1
6.	Contract Administrator: Tamara Reid	Telephone Number: (213) 922-7215
7.	Project Manager: Al Martinez	Telephone Number: (213) 922-2956

A. Procurement Background

This Board Action is to approve Contract No. PS4497500 issued in support of Incident Based Surveillance System (IBSS) services on Metro's bus and rail fleet.

The RFP was issued in accordance with Metro's Acquisition Policy and the contract type is a fixed unit rate, not-to-exceed amount.

Three Amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on September 9, 2015, clarified the project funding source as state/locally funded and extended the due date from September 17, 2015 to October 1, 2015;
- Amendment No. 2, issued on September 11, 2015, provided answers to questions related to the RFP;
- Amendment No. 3, issued on October 1, 2015, extended the due date from October 1, 2015 to October 29, 2015;

On September 3, 2015 a pre-proposal conference was held with five firms in attendance.

A total of one proposal from SmartDrive Systems Inc. (SmartDrive) was received on October 29, 2015.

Metro staff conducted a market survey to determine why no other bids were received per the Acquisition Policy and Procedures Manual. Three firms responded with the following reasons:

1. Potential bidder felt the RFP was a bit out of their scope.
2. Potential bidder downloaded the RFP but chose not to participate.
3. Potential bidder felt that, while they provide multi-camera solutions, the specifications and requirements were not what they provide.

Based on the market survey it was determined that the decisions not to bid were based on individual business considerations as affirmed by the responses. Adequate competition exists as the solicitation was performed in an environment where all bidders believed that competition was available. Also based on the market survey, there is no evidence that a new procurement would result in a different outcome. Therefore, this solicitation can be awarded as a competitive award.

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from ITS, Rail Vehicle Acquisition and Maintenance, Facilities, Safety and Operations was convened and conducted a comprehensive technical evaluation of the proposal received.

The proposal was evaluated based on the following evaluation criteria and weights:

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|---|------------|
| • Work Plan/Project Approach | 40 percent |
| • Experience and Qualifications of Proposed Contractor and/or Personnel | 20 percent |
| • Price | 40 percent |

The evaluation criteria are appropriate and consistent with criteria developed for other, similar procurements.

During the weeks of November 2, 2015, and November 9, 2015, the PET met to discuss SmartDrive's proposal and how well it met the requirements of the RFP. The committee agreed that SmartDrive provided a valid proposal that met all of the requirements of the RFP.

Qualifications Summary of Firms Within the Competitive Range:

SMARTDRIVE SYSTEMS INC.

SmartDrive Systems Inc. is a leader of incident-based safety systems. SmartDrive is a provider of video-based safety programs for both bus and rail and their systems are deployed on over 10,000 vehicles across 40 different agencies and transit operators. Since 2009, SmartDrive has supplied Metro with its current video-based surveillance system that is administered over its entire fleet of 2,700 buses and 25 of its railcars.

As a means to ensure customer success and contract compliance, SmartDrive has proposed to implement a customer success team assigned to Metro at the beginning of the project and will work with Metro throughout the implementation of the IBSS for bus and rail solutions. This team will be comprised of a Strategic Program Manager, Customer Success Manager, Field Service Project Manager, Field Service Manager an Authorized Service Provider The members of the Customer Success team are all cross-trained to ensure continuity with service delivery.

Additionally, SmartDrive leverages a variety of key performance indicators to support Metro in measuring the effectiveness of the IBSS for bus and rail programs and manage progress toward lowering risk.

A summary of the Proposal Evaluation Team's evaluations are as follows:

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	SmartDrive				
3	Work Plan/Project Approach	8.33	40.00%	33.33	
4	Experience and Qualification of Proposed Personnel	9.00	20.00%	18.00	
5	Price	10.00	40.00%	40.00	
6	Total		100.00%	91.33	1

C. Cost/Price Analysis

The recommended price has been determined to be fair and reasonable based upon a cost analysis performed that included registered GSA rates, MAS audit findings, and historical pricing. As a result of negotiations, SmartDrive lowered its price by 18%. Metro staff successfully negotiated a cost savings of \$3,650,316 from the firm's proposed amount.

	Proposer Name	Proposal Amount	Metro ICE	Negotiated or NTE amount
1.	SmartDrive Systems Inc.	\$20,206,861	\$21,111,024	\$16,556,545

D. Background on Recommended Contractor

The recommended firm, SmartDrive Systems Inc., located in San Diego, California, has been in business since 2004, providing incident-based safety systems. SmartDrive is a provider of video-based safety programs for both bus and rail and their systems are deployed on over 10,000 vehicles across 40 different agencies and transit operators.

Currently, SmartDrive is providing IBSS services across 2,400 of Metro's bus vehicles and 25 rail cars and their performance is satisfactory.