

PROCUREMENT SUMMARY

PROGRAM MANAGEMENT/PRE-DEVELOPMENT AGREEMENT OVERSIGHT
SERVICES FOR SEPULVEDA TRANSIT CORRIDOR PROJECT / AE82658000

1.	Contract Number: AE82658000	
2.	Recommended Vendor: Anser Advisory Management, LLC	
3.	Type of Procurement (check one): ☐ IFB ☐ RFP ☒ RFP-A&E ☐ Non-Competitive ☐ Modification ☐ Task Order	
4.	Procurement Dates:	
	A. Issued: January 18, 2022	
	B. Advertised/Publicized: January 18, 2022	
	C. Pre-Proposal Conference: February 1, 2022	
	D. Proposals Due: March 28, 2022	
	E. Pre-Qualification Completed: August 10, 2022	
	F. Conflict of Interest Form Submitted to Ethics: March 31, 2022	
	G. Protest Period End Date: October 25, 2022	
5.	Solicitations Picked up/Downloaded: 204	Bids/Proposals Received: 4
6.	Contract Administrator: Manchi Yi	Telephone Number: (213) 418-3332
7.	Project Manager: Kavita Mehta	Telephone Number: (562) 524-0521

A. Procurement Background

This Board Action is to approve Contract No. AE82658000 for Program Management/Pre-Development Agreement (PDA) Oversight Services for the Sepulveda Transit Corridor Project. The Contractor shall serve as advisors, managers, and support as an extension of Metro technical staff. The Contractor will assist in the oversight and completion of ongoing and future work associated with the planning and management of the Sepulveda Transit Corridor Project. Board approval of contract award is subject to resolution of all properly submitted protest(s).

The Request for Proposal (RFP) was issued in accordance with Metro's Acquisition Policy and the contract type is a Firm Fixed Unit Rate. The RFP was issued with an SBE goal of 22% and DVBE goal of 3%.

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

- Amendment No. 1, issued on January 21, 2022, revised the virtual pre-proposal conference date.
- Amendment No. 2, issued on February 3, 2022, provided revisions related to the Letter of Invitation.
- Amendment No. 3, issued on February 22, 2022, provided revisions related to the Scope of Services and extended the proposal due date and other critical dates.

- Amendment No. 4, issued on March 2, 2022, provided revisions related to the Letter of Invitation, Submittal Requirements and Scope of Services.
- Amendment No. 5, issued on March 14, 2022, extended the proposal due date and other critical dates.
- Amendment No. 6, issued on March 17, 2022, provided revisions related to the Scope of Services.

A virtual pre-proposal conference was held on February 1, 2022, attended by 143 participants representing 81 firms. A total of 73 questions were asked and responses were released prior to the proposal due date.

A total of 204 firms downloaded the RFP and were included on the planholders list. A total of four proposals were received by the due date of March 28, 2022, from the following firms, listed in alphabetical order:

- Anser Advisory Management, LLC
- Cordoba Corporation
- EXP U.S. Services Inc.
- Jacobs Engineering Group Inc.

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from Metro's Countywide Planning & Development, Office of Strategic Innovation, Program Management, Major Capital Project Engineering, and Program Control was convened and conducted a comprehensive technical evaluation of the proposals received.

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

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| • Experience, Qualifications, and Capabilities of Firms on the Team | 30% |
| • Experience, Qualifications, and Capabilities of Personnel | 40% |
| • Understanding and Approach to Service Delivery | 30% |

The evaluation criteria are appropriate and consistent with criteria development for other, similar Architectural and Engineering (A&E) procurements. Several factors were considered when developing these weights, giving the greatest importance to experience, qualifications, and capabilities of personnel. The PET evaluated the proposals according to the pre-established evaluation criteria. This is an A&E, qualifications-based procurement; therefore, price cannot be used as an evaluation factor pursuant to state and federal law.

Beginning April 18, 2022, the PET members independently evaluated and scored the technical proposals. All four proposals were determined to be within the competitive range and were invited for an interview/oral presentation from May 19 to

May 25, 2022. Each firm had the opportunity to present each team's qualifications and respond to the PET's questions.

Following the interviews, the PET finalized the technical scores based on the written proposals and the interview/oral presentation. On June 2, 2022, the PET agreed that the final ranking of proposals scored Anser Advisory Management, LLC's proposal as the highest technically qualified firm.

Qualifications Summary of Recommended Firm:

Anser Advisory Management, LLC (Anser) is a national capital program and project advisory firm offering solutions to public and private sector clients implementing capital projects and programs. Anser has a diverse team of professionals, including architects, engineers, construction managers, inspectors, project managers, estimators, certified professional accountants, management consultants, financial analysts, procurement specialists, system configuration specialists, and construction auditors. The Anser team has provided program management support services, including various P3 advisory services, to numerous campuses within the University of California system, including the UC Merced 2020 Project, UC Santa Cruz Student Housing West and UC Riverside design-build program. Anser's proposed subconsultants have also provided engineering, design, and program management services on international projects in Canada and Australia. The Anser team also has construction management and advisory services experience working on the Los Angeles World Airport's (LAWA) Automated People Mover and Consolidated Rent-A-Car Facility projects. Additionally, the team demonstrated their experience working and coordinating with third parties, such as FTA, FHWA, and CalTrans.

Anser is supported by 20 subcontractors that possess extensive experience in various project management and program management services, as well as technical areas such as tunneling, architecture, traffic engineering, utilities, geotechnical, civil engineering, mechanical, electrical, and plumbing, among others.

Anser's proposed key positions have significant experience in all phases of project development, from planning studies and conceptual design; to environmental clearance, funding and delivery strategy; and program management, risk management and construction administration and have experience managing delivery of large transportation infrastructure projects including design-build, design-bid-build, and projects built to Caltrans, Federal Highway Administration (FHWA), Federal Transit Administration (FTA), and Federal Railroad Administration (FRA) standards and requirements. Additionally, the proposed key personnel have global experience in organizational development, alternative delivery, finance, and project delivery to bridge the gap between public and private sector interests.

A summary of the PET scores is provided below:

		Average Score	Factor Weight	Weighted Average Score	Rank
1	Firm				
2	Anser Advisory Management, LLC				
3	Experience, Qualifications, and Capabilities of Firms on the Team	84.67	30%	25.40	

4	Experience, Qualifications, and Capabilities of Personnel	83.25	40%	33.30	
5	Understanding and Approach to Service Delivery	87.68	30%	26.30	
6	Total		100%	85.00	1
7	Jacobs Engineering Group, Inc.				
8	Experience, Qualifications, and Capabilities of Firms on the Team	82.17	30%	24.65	
9	Experience, Qualifications, and Capabilities of Personnel	79.25	40%	31.70	
10	Understanding and Approach to Service Delivery	81.00	30%	24.30	
11	Total		100%	80.65	2
12	Cordoba Corporation				
13	Experience, Qualifications, and Capabilities of Firms on the Team	77.50	30%	23.25	
14	Experience, Qualifications, and Capabilities of Personnel	79.63	40%	31.85	
15	Understanding and Approach to Service Delivery	82.00	30%	24.60	
16	Total		100%	79.70	3
17	EXP US Services, Inc.				
18	Experience, Qualifications, and Capabilities of Firms on the Team	71.50	30%	21.45	
19	Experience, Qualifications, and Capabilities of Personnel	73.25	40%	29.30	
20	Understanding and Approach to Service Delivery	69.80	30%	20.94	
21	Total		100%	71.69	4

C. Cost/Price Analysis

The recommended price of \$40,662,440 has been determined to be fair and reasonable based upon Project Manager's technical analysis, a cost analysis, fact finding, and negotiations.

	Proposer	Proposal Amount	Metro ICE	Negotiated Amount
1.	Anser Advisory Management LLC	\$45,789,741	\$34,328,393	\$40,662,440
		Base: \$29,314,821 Option: \$16,474,920	Base: \$22,885,595 Option: \$11,442,798	Base: \$26,221,895 Option: \$14,440,545

The Independent Cost Estimate (ICE) inadvertently did not include overhead rates as part of the estimate. Therefore, the ICE is lower than the negotiated amount.

Staff successfully negotiated a cost savings of \$5,127,301 for the Agency.

D. Background on Recommended Contractor

The recommended firm, Anser Advisory Management, LLC (Anser), is headquartered in Santa Ana, California, with a local office in LA County, and has been in business for 26 years. Anser has project experience in project management, program management, project controls, and a variety of project

delivery methods. Anser has experience working with a variety of public sector agencies, including Metro. Anser has worked on Metro projects including Regional Connector and Division 20.

Of the 20 subcontractors who are members of the proposed team, 8 are Metro certified SBEs and one is DVBE certified; and 7 are located in Los Angeles County.