

## PROCUREMENT SUMMARY

**P3010 LIGHT RAIL VEHICLE MASTER CONTROLLER OVERHAUL /  
OP127799000**

1.	<b>Contract Number:</b> OP127799000	
2.	<b>Recommended Vendor:</b> W. Baker Management dba UKM Transit Products	
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> 01-14-2025	
	<b>B. Advertised/Publicized:</b> 01-14-2025	
	<b>C. Pre-Proposal Conference:</b> 01-22-2025	
	<b>D. Proposals Due:</b> 03-07-2025	
	<b>E. Pre-Qualification Completed:</b> 04-02-2025	
	<b>F. Ethics Declaration Forms submitted to Ethics:</b> 03-10-2025	
	<b>G. Protest Period End Date:</b> October 21, 2025	
5.	<b>Solicitations Downloaded:</b> 26	<b>Proposals Received:</b> 5
6.	<b>Contract Administrator:</b> Aniza Wan Nawang	<b>Telephone Number:</b> 213-922-4677
7.	<b>Project Manager:</b> Richard Lozano	<b>Telephone Number:</b> 323-224-4042

**A. Procurement Background**

This Board Action is to approve the award of Contract No. OP127799000 to W.Baker Management dba UKM Transit Products (UKM) issued in support of the P3010 Light Rail Vehicle master controller overhaul. Board approval of contract award is subject to the resolution of any properly submitted protest(s), if any.

On January 14, 2025, Request for Proposals (RFP) No. OP127799 was issued as a competitive procurement in accordance with Metro's Acquisition Policy. The proposed contract type is firm fixed price. The Diversity and Economic Opportunity Department (DEOD) did not recommend a Small Business Enterprise (SBE and/ Disabled Veteran Business Enterprise (DVBE)(SBE/DVBE)) participation goals for this procurement due to lack of subcontracting opportunities.

Six (6) amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on January 28, 2025, clarified the details of the master controller;
- Amendment No. 2, issued on February 19, 2025, extended the proposal due date and other critical dates;
- Amendment No. 3, issued on February 24, 2025, modified the milestone payment schedule;

- Amendment No. 4 issued on March 5, 2025, modified the Proposal Letter and SBE/DVBE Forms submission
- Amendment No. 5 issued on May 8, 2025, Best and Final Offer.
- Amendment No. 6 issued on June 13, 2025, Best and Final Offer II.

A total of twenty-six (26) firms downloaded the RFP and were included in the planholder's list. A virtual pre-proposal conference was held on January 22, 2025, and was attended by twenty (20) participants representing four (4) firms. There were twenty-five (25) questions received for this RFP and responses were provided prior to the proposal due date.

A total of five (5) proposals were received by the due date of March 7, 2025 and are listed below in alphabetical order:

1. AmeTrade Inc. dba AmePower (AmePower)
2. EB Electronics, LLC dba Bohr Electronics (Bohr)
3. Schaltbau North America (Schaltbau)
4. Technical Services and Logistics, Inc. (TSL)
5. W.Baker Management dba UKM Transit Products (UKM)

## **B. Evaluation of Proposals**

A diverse Proposal Evaluation Team (PET) consisting of staff from Rail Vehicle Maintenance, Rail Fleet Services and Transit Vehicle Engineering was convened and conducted a comprehensive technical evaluation of the proposals received.

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

- Proposed Work Scope - 30 percent
- Technical Capability - 20 percent
- Price - 20 percent
- Past Performance - 15 percent
- Project Management - 15 percent

The evaluation criteria are appropriate and consistent with criteria developed for other, similar overhaul campaign projects. Several factors were considered in developing these weights, giving the greatest importance to the understanding of the scope of services, technical capability of proposers as well as the proposed price.

During the week of May 5, 2025, discussions were conducted with proposers to discuss relative strengths and weaknesses of each proposal. Subsequently, on May 8, 2025 and June 13, 2025 Metro issued requests for Best and Final Offer (BAFO) and BAFO II respectively. These BAFO requests addressed clarifications made during the discussions and qualifications submitted by the proposer.

One (1) proposer, Bohr was determined to be non-responsive as they submitted qualifications which were not compliant with the requirements of the solicitation and were excluded from further evaluation.

Four (4) other proposals were determined to be responsive, responsible and qualified to perform the services based on the RFP requirement.

The four (4) firms within the competitive range are listed below in alphabetical order:

1. AmeTrade Inc. dba AmePower (AmePower)
2. Schaltbau North America (Schaltbau)
3. Technical Services and Logistics, Inc. (TSL)
4. W.Baker Management dba UKM Transit Products (UKM)

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

#### **AmePower**

AmePower, founded in 2022 and based in Miami, FL, specializes in design, modernization and manufacturing power electronic systems. AmePower products include advanced propulsion inverters, auxiliary power supplies, and battery chargers and propulsion inverters. AmePower has experience in overhaul projects with transit agencies including New Jersey Transit, Massachusetts Bay Transit Authority (MBTA), RTD Denver, Washington DC Streetcar, Metro Rail Houston and LA Metro.

#### **Schaltbau**

Schaltbau is a wholly owned subsidiary of Schaltbau GmbH, established in 2001 and based in Happpauge, New York. Schaltbau supports the North American market with railway products from contactors, snap action switches, control devices and high voltage equipment primarily for railway applications. Schaltbau is the OEM manufacturer for the P3010 master controllers and an existing vendor with Metro.

#### **TSL**

TSL is a Santa Ana, CA based company founded in 2008 specializing in light rail electronic communication and computer systems including electronic and precision repair and maintenance within the rail industry with a focus in high quality repair and extending equipment life to optimize client's assets.

#### **UKM**

UKM Transit Products is a specialized manufacturer with over 70 years of experience providing custom metalworking and engineered components for passenger railcars. The company focuses on delivering high quality, durable products for regional, metro and light rail transit systems. UKM is headquartered in Harleysville, Pennsylvania and in 2021 became part of Irwin Car & Equipment, expanding its expertise in rail transit manufacturing. Its previous clients include Chicago Transit Authority (CTA), Kawasaki Rail Cars and Siemens.

The final evaluation scoring is shown as follows:

	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
	<b>AmePower</b>				
1	Proposed Work Scope	83.56	30%	25.07	
2	Technical Capability	85.73	20%	17.15	
3	Price	75.05	20%	15.01	
4	Past Performance	83.27	15%	12.49	
5	Project Management	75.00	15%	11.25	
	<b>Total Weighted Score</b>		<b>100%</b>	<b>80.97</b>	<b>2</b>
	<b>Schaltbau</b>				
1	Proposed Work Scope	73.13	30%	21.94	
2	Technical Capability	76.20	20%	15.24	
3	Price	78.95	20%	15.79	
4	Past Performance	82.73	15%	12.41	
5	Project Management	81.33	15%	12.20	
	<b>Total Weighted Score</b>		<b>100%</b>	<b>77.58</b>	<b>4</b>
	<b>TSL</b>				
1	Proposed Work Scope	72.67	30%	21.80	
2	Technical Capability	76.85	20%	15.37	
3	Price	94.75	20%	18.95	
4	Past Performance	78.00	15%	11.70	
5	Project Management	79.33	15%	11.90	
	<b>Total Weighted Score</b>		<b>100%</b>	<b>79.72</b>	<b>3</b>
	<b>UKM</b>				
1	Proposed Work Scope	75.67	30%	22.70	
2	Technical Capability	77.20	20%	15.44	
3	Price	100.00	20%	20.00	
4	Past Performance	73.93	15%	11.09	
5	Project Management	87.00	15%	13.05	
	<b>Total Weighted Score</b>		<b>100%</b>	<b>82.28</b>	<b>1</b>

### **C. Cost / Price Analysis**

The recommended price has been determined to be fair and reasonable based on the price analysis, adequate price competition, and comparison to the Independent Cost Estimate (ICE), technical evaluation, fact finding and discussions with the proposer.

	<b>Proposer Name</b>	<b>BAFOI Proposal Price</b>	<b>Metro ICE</b>
1	AmePower	\$2,548,772.89	\$1,920,000.00
2	Schaltbau	\$2,423,108.70	\$1,920,000.00
3	TSL	\$2,018,325.00	\$1,920,000.00
4	UKM	\$1,912,500.00	\$1,920,000.00

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

The recommended proposer, UKM is headquartered in Harleysville, PA and has been in business since 1944. Previously, UKM has completed master controller overhaul work for New Jersey Transit (NJT) and Niagara Frontier Transportation Authority (NFTA) as well as other component overhaul projects for other transit agencies: Toronto Transit Commission (TTC), Chicago Transit Authority (CTA), and Massachusetts Bay Transportation Authority (MBTA). UKM is a new vendor to Metro and their performance has been satisfactory based on a reference check conducted with previous clients.