

## PROCUREMENT SUMMARY

## FENCE REPAIR AND INSTALLATION SERVICES FOR METRO RAIL RIGHTS-OF-WAY, FACILITIES, AND PARCEL PROPERTIES/OP4056400OP

1.	<b>Contract Number:</b> OP4056400OP	
2.	<b>Recommended Vendor:</b> APW Construction, Inc., DBA Ace Fence Company	
3.	<b>Type of Procurement (check one):</b> <input type="checkbox"/> RFP <input checked="" type="checkbox"/> IFB <input type="checkbox"/> IFB-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> August 11, 2015	
	<b>B. Advertised/Publicized:</b> August 11, 2015	
	<b>C. Pre-proposal/Pre-Bid Conference:</b> August 18, 2015	
	<b>D. Proposals/Bids Due:</b> September 22, 2015	
	<b>E. Pre-Qualification Completed:</b> September 25, 2015	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> November 19, 2015	
	<b>G. Protest Period End Date:</b> February 25, 2016	
5.	<b>Solicitations Picked up/Downloaded:</b> 13	<b>Bids/Proposals Received:</b> 1
6.	<b>Contract Administrator:</b> Rommel Hilario	<b>Telephone Number:</b> (213) 922-4654
7.	<b>Project Manager:</b> Carlos Martinez	<b>Telephone Number:</b> (213) 922-6761

**A. Procurement Background**

This Board Action is to approve contract award in support of Facilities Maintenance to provide masonry walls, wrought iron, steel picket, welded wire mesh, and chain link fence installation, maintenance, and repair services for all Metro owned rail Rights-of-Way (ROWs), facilities and parcel properties as outlined in Invitation for Bid (IFB) No. OP1617533673491.

The IFB was issued as a competitive procurement in accordance with Metro's Acquisition Policy. The contract type is firm fixed unit price.

Three amendments were issued during the solicitation phase of this IFB:

- Amendment No. 1, issued on August 13, 2015, provided answers to bidders questions;
- Amendment No. 2, issued on August 28, 2015, provided pre-bid conference material including sign-in sheets, planholder's list, and prevailing wage information;
- Amendment No. 3, issued on September 14, 2015, extended the bid due date.

A pre-bid conference was held on August 18, 2015. One bid was received on September 22, 2015.

Metro staff conducted a market survey to determine why there were no other bids received, per the Acquisition Policy. Four firms responded with the following reasons:

1. Potential bidder felt that the SBE goal was too prohibitive.
2. Potential bidder decided that the solicitation process was too burdensome.
3. Potential bidder did not have sufficient resources to submit a bid.
4. Potential bidder arrived 15 minutes after the bid opening and did not submit their bid.

Based on the market survey and further analysis, it was determined that the solicitation was not restrictive and 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. Therefore, this solicitation can be awarded as a competitive award.

**B. Evaluation of Bids**

This procurement was conducted in accordance, and complies with, the Metro Acquisition Policy for a competitive sealed bid.

One bid was received from the incumbent, APW Construction, Inc., DBA Ace Fence Company. The firm was determined to be responsive, responsible and qualified to perform the required services based on the IFB's minimum requirements and technical evaluation by the Project Manager. Reference checks were conducted which resulted in positive remarks.

**C. Cost/Price Analysis**

The recommended pricing for the contract is fair and reasonable based on the firm's published prices, independent cost estimate, and technical evaluation. The bid unit prices are the same as the unit prices in the current contract.

<b>BIDDER</b>	<b>AMOUNT</b>	<b>METRO ICE</b>	<b>AWARD AMOUNT</b>
Ace Fence Company	\$1,696,800	\$1,761,600	\$1,696,800

**D. Background on Recommended Contractor**

Ace Fence Company originally started in the San Gabriel Valley in 1949, and is currently providing fence repair and maintenance services to Metro. In 1988 the company was acquired by America Tang, who has owned and managed the company until today. Ace Fence Company jobs are comprised of 95% Public Works and 5% Commercial and Industrial work. They are signatory to a collective bargaining agreement with the Southern California District Council of Laborers and

its affiliated locals. The company is one of California's earliest generation of fence contractors, providing engineering expertise in fencing to serve the Southern California community in all their fencing needs. Ace Fence Company has built and maintained a high reputation as a fence leader in the Southern California region, and they serve as fence consultants to many local agencies and major engineering firms. Ace Fence Company services customers from Santa Barbara to San Diego. The firm is certified as an MBE, WBE, SBE, DBE and UDBE. Ace Fence Company is listed in the Top 100 Women Owned Companies in the Los Angeles County since 1990. One of their largest projects was the construction of the electrified fence for the 105 Century Freeway spanning from the 605 Freeway to Los Angeles International Airport. The 34-mile median barrier chain link fence on both sides of the Metro Green Line was installed and completed within 45 days.