

**PROCUREMENT SUMMARY
ATMS II / PS122845000**

1.	Contract Number: P122845000	
2.	Recommended Vendor: Clever Devices Ltd.	
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: May 30, 2024	
	B. Advertised/Publicized: May 29 and 30, 2024	
	C. Pre-Proposal Conference: June 13, 2024	
	D. Proposals Due: September 26, 2024	
	E. Pre-Qualification Completed: December 20, 2024	
	F. Ethics Declaration Forms submitted to Ethics: September 30, 2024	
	G. Protest Period End Date: June 24, 2025	
5.	Solicitations Picked up/Downloaded: 148	Bids/Proposals Received: 7
6.	Contract Administrator: Victor Zepeda	Telephone Number: 213-922-1458
7.	Project Manager: Al Martinez	Telephone Number: 213-922-2956

A. Procurement Background

This Board Action is to approve Contract No. PS122845000 issued to upgrade Metro’s Advanced Transportation Management System (ATMS) II Computer Aided Dispatch/Automated Vehicle Location (CAD/AVL) system. The Board approval of a contract award is subject to resolution of any properly submitted protest(s).

Prior to the release of the solicitation, a virtual Metro Connect Industry Forum was conducted for the ATMS II project on April 8, 2024. The event was attended by 134 individuals. The event was held to inform the SBE community of the upcoming opportunity.

The RFP was issued in accordance with Metro’s Acquisition Policy and the contract type is a firm fixed price. The Diversity & Economic Opportunity Department recommended a Disadvantaged Business Enterprise (DBE) goal of 15%.

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

- Amendment No. 1, issued on June 13, 2024, clarified the site visit schedule;
- Amendment No. 2, issued on June 26, 2024, clarified the site visit process, submittal requirements, and extended the due date from July 23, 2024, to September 6, 2024;
- Amendment No. 3, issued on July 17, 2024, clarified sections of the Scope of Services (removed non-revenue vehicles from Yard Management System and revised the requirements matrix);

- Amendment No. 4, issued on August 14, 2024, clarified sections of the Statement of Services (updated workstation counts, added training details, and revised the requirements matrix based on questions received);
- Amendment No. 5 issued on August 23, 2024, extended the due date from September 6, 2024, to September 26, 2024; and,
- Amendment No. 6, issued on August 29, 2024, clarified sections of the Statement of Services (updated timeframe for oral presentations, and updated the requirements matrix based on questions received).

A total of 52 firms downloaded the RFP and were recorded in the planholder's list. A virtual pre-proposal conference was held on June 13, 2024, and was attended by 60 participants representing 22 companies. There were 488 questions received and responses were provided prior to the proposal due date.

A total of seven proposals were received on September 26, 2024, and are listed below in alphabetical order:

1. Clever Devices Ltd.
2. Clever Devices Ltd. (alternate proposal)
3. Conduent Transport Solutions, Inc.
4. Conduent Transport Solutions, Inc. (alternate proposal)
5. INIT Innovations in Transportation, Inc. (INIT)
6. Los Angeles Regional Interoperable Communications System Authority (LARICS)
7. Trapeze Software Group, Inc. dba Vontas (Vontas)

Two firms submitted alternate proposals for the Land Mobile Radio options.

B. Evaluation of Proposals

A diverse Proposal Evaluation Team (PET) consisting of staff from Bus Maintenance, Bus Operations, Voice Radio (Wayside), IT Infrastructure, Project Management/Finance, Project Management/Operations was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were evaluated based on the following evaluation criteria:

Minimum Qualifications Requirements (Pass/Fail): To be responsive to the RFP minimum qualifications requirements, proposers must meet all of the following:

- Deployment and have in operation of at least one CAD/AVL system with 1,000+ vehicles;
- Deployment and have in operation three or more CAD/AVL systems;
- Integration of LMR/DMR systems with their CAD/AVL solution; and,
- Demonstrate ability to deploy a Voice over IP based voice communications solution.

From October 15, 2024 to February 12, 2025, the PET independently evaluated and scored the technical proposals. The PET determined that LARICS did not meet the Minimum Qualifications Requirements. The remaining six proposals were further evaluated based on the following Weighted Evaluation Criteria:

- Qualifications of the Firm 20 percent
- Staffing and Project Organization 8 percent
- Software Functionality 25 percent
- Work Plan/Project Understanding 15 percent
- DBE Contracting and Mentor Protégé Approach 4 percent
- Maintenance and Support 8 percent
- Cost 20 percent

Several factors were considered when developing these weights, giving the greatest importance to software functionality.

INIT was determined by DEOD to be non-responsive for failure to meet the DBE goal. Clever Devices Ltd. (alternate proposal), Conduent Transport Solutions, Inc. (alternate proposal) and Vontas were determined to be outside the competitive range and were excluded from further consideration.

Clever Devices Ltd. and Conduent Transport Solutions, Inc. were determined to be within the competitive range and were invited for a 3-day in person interview and system demonstration from November 18, 2024 through December 12, 2024. The firm's project managers and key team members had an opportunity to present each team's proposed system, qualifications, approach, schedule, and respond to PET questions. In general, each team's presentation addressed the requirements of the RFP, experience with all aspects of the required tasks, and stressed each firm's commitment to the success of the project.

On January 8, 2025, clarification questions and a request for an additional option (Cloud-based Hosting) were requested of the two firms. Responses were received on January 31, 2025. At the conclusion of the evaluation, the PET determined Clever Devices to be the top ranked firm.

Qualifications Summary of Firms within the Competitive Range:

Clever Devices Ltd.

Clever Devices Ltd.'s (Clever Devices) proposal demonstrated that its staff and organization have the required experience to successfully deliver the project, presenting a well laid out approach to the project.

The proposed Program Manager possesses more than 35 years of experience in IT and engineering projects, and recently completed similar projects for New York City

Transit, Toronto Transit Commission, and Washington Metropolitan Area Transit Authority.

The proposed Deputy Project Director possesses over 36 years in intelligent transportation systems, including over three decades with Motorola specializing in engineering systems design and radio systems, and has completed projects with similar requirement with LA-RICS (land mobile radio project in LA County), Pierce Transit deploying the CAD/AVL including LMR systems, and Metro implementing transit CAD Systems.

Clever Devices’ clients include Washington Metropolitan Area Transit Authority, New York City Transit, Pittsburgh Regional Transit, Toronto Transit Commission, and Chicago Transit Authority.

During the interview and system demonstration, Clever Devices displayed a clear understanding of the Scope of Services and Metro’s needs and provided a detailed for delivery of the program.

Conduent Transport Solutions, Inc.

Conduent Transport Solutions, Inc.’s (Conduent) proposal provides a detailed narrative on each staff member’s role and program responsibilities. Its proposed implementation plan requires little to no downtime and a seamless transition. However, Conduent’s proposal is not clear as to who is leading the efforts (Conduent or its subcontractor). While Conduent focused on similar projects, Conduent did not provide details on how their systems were improving operations and they stated many systems have not yet been implemented. During the interview and system demonstration, Conduent appeared to lack preparation and cohesiveness as a team.

A summary of the PET scores is provided below:

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Clever Devices Ltd.				
3	Qualifications of the Firm	92.50	20.00%	18.50	
4	Staffing and Project Organization	90.00	8.00%	7.20	
5	Software Functionality	81.67	25.00%	20.42	
6	Work Plan/Project Understanding	83.67	15.00%	12.55	
7	DBE Contracting and Mentor Protégé Approach	50.00	4.00%	2.00	
8	Maintenance and Support	84.98	8.00%	6.80	
9	Cost	100.00	20.00%	20.00	

10	Total		100.00%	87.47	1
11	Conduent Transport Solutions, Inc.				
12	Qualifications of the Firm	77.92	20.00%	15.58	
13	Staffing and Project Organization	71.10	8.00%	5.69	
14	Software Functionality	70.67	25.00%	17.67	
15	Work Plan/Project Understanding	71.00	15.00%	10.65	
16	DBE Contracting and Mentor Protégé Approach	50.00	4.00%	2.00	
17	Maintenance and Support	76.13	8.00%	6.09	
18	Cost	98.35	20.00%	19.67	
19	Total		100.00%	77.35	2

C. Price Analysis

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

	Proposer Name	Proposal Amount	Metro ICE	Negotiated Amount
1.	Clever Devices Ltd.	\$144,153,463	\$151,741,836	\$129,760,941
2.	Conduent Transport Solutions, Inc.	\$146,584,511		

The final amount is lower than Metro's original ICE as a result of the following factors:

- Metro's ICE does not consider a streamlined installation schedule with multiple shifts and seven days a week, and it was based on limited access to Divisions, work hours, and days available for installation;
- The decision to implement a cloud-based hosted solution rather than an in-house Metro procured and installed arrangement; and,
- By negotiating a full program at once rather than by individual options provided substantial savings.

Staff successfully negotiated \$14,866,231 in cost savings from Clever Devices' proposal.

D. Background on Recommended Contractor

Clever Devices Ltd. (Clever Devices), located in the State of New York, has been in business for 30 years in the field of Intelligent Transportation Systems (ITS) for public transit agencies.

The Clever Devices team includes six subcontractors that will provide the land mobile radio system, yard management software services, quality assurance control services, systems support, material logistics, and that will install the system hardware on Metro vehicles. Five subcontractors are DBE firms.