

## PROCUREMENT SUMMARY

I-10 EXPRESSLANES EXTENSION INVESTMENT GRADE TRAFFIC AND REVENUE  
STUDY/PS67450000

|    |   |   |
|----|---|---|
| 1. | <b>Contract Number:</b> PS67450000  |   |
| 2. | <b>Recommended Vendor:</b> CDM Smith, Inc.  |   |
| 3. | <b>Type of Procurement (check one):</b> <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E<br><input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order |   |
| 4. | <b>Procurement Dates:</b>   |   |
|    | <b>A. Issued :</b> 1/28/2020  |   |
|    | <b>B. Advertised/Publicized:</b> 1/24/2020  |   |
|    | <b>C. Pre-Proposal Conference:</b> 2/5/2020   |   |
|    | <b>D. Proposals Due:</b> 2/28/2020  |   |
|    | <b>E. Pre-Qualification Completed:</b> 3/12/2020  |   |
|    | <b>F. Conflict of Interest Form Submitted to Ethics:</b> 8/3/2021   |   |
|    | <b>G. Protest Period End Date:</b> 10/25/2021   |   |
| 5. | <b>Solicitations Picked-up/<br/>Downloaded:</b> 33  | <b>Proposals Received:</b> 1                    |
| 6. | <b>Contract Administrator:</b><br><b>Andrew Conriquez</b>   | <b>Telephone Number:</b><br><b>213-922-3528</b> |
| 7. | <b>Project Manager:</b><br><b>Daniel Tran</b>   | <b>Telephone Number:</b><br><b>213-922-2313</b> |

**A. Procurement Background**

This Board Action is to approve the award of Contract No. PS67450000 with CDM Smith, issued to perform the I-10 ExpressLanes Extension Investment Grade Traffic and Revenue Study. Board approval of contract awards are subject to the resolution of any properly submitted protest(s).

On January 28, 2020 staff released Request for Proposals (RFP) PS67450 in accordance with Metro's Acquisition Policy and the contract type is firm fixed price.

No amendments were issued during the solicitation phase of this RFP.

A pre-proposal conference was held on February 5, 2020 and was attended by 14 participants representing eight companies. There were 7 questions asked and responses were released prior to the proposal due date. A total of 53 firms downloaded the RFP and were registered on the planholders list.

On February 28, 2020, one proposal was received from CDM Smith, Inc. Staff conducted a market survey to determine why no other proposals were received. Responses included such reasons as "the work required was not in their area of expertise", and "lack of resources and time to submit a proposal".

**B. Evaluation of Proposals**

A Proposal Evaluation Team (PET) consisting of staff from Metro Congestion Reduction Department was convened and conducted a comprehensive technical evaluation of the proposal received.

The proposal was evaluated based on the following evaluation criteria and weights that were published in the RFP:

- Proposed Team’s Qualifications and Experience 30 percent
- Firm’s Technical Approach 25 percent
- Team’s Management Approach 25 percent
- Partnering with Small Businesses 10 percent
- Cost 10 percent

The evaluation criteria are appropriate and consistent with criteria developed for other similar procurements in the past. Several factors were considered when developing these weights, giving the greatest importance to Proposed Team’s Qualifications and Experience.

On September 16, 2021, the PET completed its independent evaluation of the proposal and determined CDM Smith’s proposal to be responsible and responsive to the requirements of the RFP.

Due to the COVID-19 pandemic impacts experienced in 2020, including a reduction in traffic volumes on local freeways, this procurement was placed on hold until now.

**Qualifications Summary of Recommended Firm:**

**CDM Smith, Inc.**

CDM Smith, Inc., is a nationally recognized expert in traffic and revenue studies, supporting the feasibility assessment of pricing, revenue estimating, transportation operations, and congestion pricing.

The CDM Smith team has over five decades of toll facility support and their depth of tolling experience and successful delivery of traffic and revenue analyses in the industry. CDM Smith, Inc. has supported two similar studies in nature and complexity for Los Angeles County Metropolitan Transportation Authority.

Below is a summary of the firm’s score:

|   | Firm            | Weighted Average Score | Factor Weight | Average Score | Rank |
|---|-----------------|------------------------|---------------|---------------|------|
| 1 | CDM Smith, Inc. |                        |               |               |      |

|   |   |        |                |              |          |
|---|---|--------|----------------|--------------|----------|
| 2 | Proposed Team's Qualifications and Experience | 86.67  | 30.00%         | 26.00        |          |
| 3 | Firms Technical Approach                      | 89.33  | 25.00%         | 22.33        |          |
| 4 | Teams Management Approach                     | 84.60  | 25.00%         | 21.15        |          |
| 5 | Partnering with Small Businesses              | 86.67  | 10.00%         | 8.67         |          |
| 6 | Cost  | 100.00 | 10.00%         | 10.00        |          |
| 7 | <b>Total</b>                                  |        | <b>100.00%</b> | <b>88.15</b> | <b>1</b> |

### C. Cost Analysis

The recommended price has been determined to be fair and reasonable based upon an independent cost estimate (ICE), cost analysis, technical analysis, and fact finding. The recommended price exceeds the original proposal amount and ICE for two reasons. First, additional effort is needed to assess the impacts of COVID-19 on traffic volume. This will be done by collecting additional historical data and comparing that with traffic data that will be collected as part of the EIR. In addition, the stated preference survey area will be expanded to include Equity Focus Communities identified along the 10 corridor.

| Proposer Name   | Proposal Amount | Metro ICE   | Negotiated Amount |
|-----------------|-----------------|-------------|-------------------|
| CDM Smith, Inc. | \$1,080,354     | \$1,281,116 | \$1,363,452       |

### D. Background on Recommended Contractor

The recommended firm, CDM Smith, Inc., is a professional consultancy firm that is nationally recognized in traffic and revenue studies. CDM Smith, Inc., has conducted hundreds of T&R studies that have supported over \$120 billion in toll financing for transportation infrastructure. In addition, they have supported more than 40 percent of the recent investment grade studies for toll financed projects in the U.S. since 2010 and have supported the assessment of express/managed lane projects around the country, including 27 express lane projects currently operating in the United States.

The proposed project manager has 20 years of experience in managing toll feasibility analyses and travel demand modeling projects for both private and public agencies. His areas of specialization include toll diversion modeling and financial analysis; urban, intercity, and statewide regional travel demand forecasting; AET feasibility analysis; new mode modeling and analysis; traveler's behavioral theory; discrete choice models; stated preference and revealed preference survey design and implementation; and software interface development.

Key personnel have over 21 years of project experience that include I-605 Express lanes Revenue Study, I-105 Express lanes investment Grade Traffic and Revenue Study for LACMTA, I-10 and I-15 Express Lanes Investment Grade Traffic and Revenue Study for the San Bernardino County Transportation Authority, and 91 Express Lanes Traffic and Revenue Study for Orange County Transportation Authority.