

PROCUREMENT SUMMARY

TECHNICAL SUPPORT SERVICES/PS330290011455

1.	Contract Number: PS330290011455 (RFP No. PS11455)	
2.	Recommended Vendor: Jennillian Corporation	
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: April 13, 2015	
	B. Advertised/Publicized: Daily News (4/15/15 & 4/20/15); Southwest Wave (4/16/15 & 4/23/15); Eastside Sun (4/16/15 & 4/23/15); and Asian Week (4/16/15 & 4/22/15)	
	C. Pre-proposal Conference: April 29, 2015	
	D. Proposals Due: May 19, 2015	
	E. Pre-Qualification Completed: August 7, 2015	
	F. Conflict of Interest Form Submitted to Ethics: August 20, 2015	
	G. Protest Period End Date: October 20, 2015	
5.	Solicitations Picked up/Downloaded: 53	Bids/Proposals Received: 4
6.	Contract Administrator: Victor Zepeda	Telephone Number: (213) 922-1458
7.	Project Manager: Iain Fairweather	Telephone Number: (213) 922-5650

A. Procurement Background

This Board Action is to approve Contract No. PS330290011455 for technical support services for motorist/traveler aid services and programs as provided and operated by the Los Angeles Service Authority for Freeway Emergencies (LA SAFE).

The Request for Proposals (RFP) was issued in accordance with LA SAFE's Procurement Policies and the type contract is a firm fixed unit price. The RFP was issued under the Small Business Enterprise (SBE) Set-Aside Program and was open to LACMTA certified small businesses only.

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

- Amendment No. 1, issued on May 6, 2015, provided the sign-in sheets, electronic copies of the Plan-Holders' list, business cards from the Pre-Proposal Conference and responses to questions received as of May 4, 2015;
- Amendment No. 2, issued on May 12, 2015, provided a response to one question received after May 4, 2015.

A pre-proposal conference was held on April 29, 2015, and was attended by eight participants representing eight companies. Nineteen questions were asked and subsequent responses were released prior to the proposal due date.

A total of 4 proposals were received on May 19, 2015. The 4 proposers were:

1. Irvine Global Consulting
2. Jennillian Corporation
3. Nimbus Software, inc.
4. Morgner Construction Management

B. Evaluation of Proposals/Bids

A Proposal Evaluation Team (PET) consisting of staff from LA SAFE, Metro, and the San Francisco-Bay Area Metropolitan Transportation Commission was convened and conducted a comprehensive technical evaluation and review of the proposals received.

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

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| 1. Proposed Management Plan, Work Plan Approach & Schedule | 30% |
| 2. Team Qualifications | 20% |
| 3. Experience and Past Performance | 30% |
| 4. Cost Proposal | 20% |

The evaluation criteria used is appropriate and consistent with criteria developed for other similar motorist/traveler aid service procurements. Several factors were considered when developing these weights, giving the greatest importance to management plan, work plan approach and schedule, experience and past performance.

On May 21, 2015, all four proposals were distributed to the PET. Two were determined to be outside of the competitive range due to lack of relevant past experience with 511, call boxes, interactive voice recognition, etc. and insufficient information provided in response to all the evaluation criteria. The remaining two firms within the competitive range are listed below in alphabetical order:

1. Irvine Global Consulting
2. Jennillian Corporation

From May 21 to July 15, 2015, the PET met and interviewed the two firms. The firm's project managers and key team members had an opportunity to present each team's qualifications and respond to the evaluation team's questions. In general, each team's presentation addressed the requirements of the RFP, perceived project issues, commitment to schedule, and project manager's experience with 511 projects, Call Box Systems, and Regional Integration of Intelligent Transportation System (RIITS). Based on the final evaluation scores Jennillian Corporation was determined to be the most advantageous to Metro.

Qualifications Summary of Firms within the Competitive Range:

Irvine Global Consulting

Irvine Global Consulting (IGC), a Metro certified SBE, specializes in information technology systems and program management services and has developed software products for multi-modal traffic management systems.

The IGC proposal did not demonstrate a thorough understanding of LA SAFE projects; nor did the proposal present a strong in-depth knowledge of interactive voice recognition systems, call boxes, and 511 operations. Per the proposal, IGC's experience is in ITS technology and programs in addition to transportation project management.

Jennillian Corporation

Jennillian Corporation, a sole proprietorship and Metro certified SBE, offers information technology and development services with a specialty in transportation motorist/traveler aid services and programs. The proposed team has direct and relevant experience in providing technology services in the areas of call boxes, interactive voice recognition, RIITS, Freeway Service Patrol communications, call center programs, and technical support on 511-related projects required for this project. The work plan provided an understanding of LA SAFE needs and provided action items that support the projects technical goals.

JC included two Metro-certified SBE firms as part of its team: EigerTech Systems and Transportation Mobility Solutions, LLC.

EigerTech Systems is a Metro-certified SBE that has experience in developing requirements definition, technical specifications, and technical analysis services required by 511 SOW. EigerTech Systems has experience with traveler information systems on behalf of transit agencies such as Metro, Torrance Transit, Montebello Bus Lines and Foothill Transit.

Transportation Mobility Solutions, LLC, a newly formed firm, is a Metro-certified SBE whose project manager has over 20 years of experience in designing, implementing, and operating Intelligent Transportation Systems with an emphasis on traffic management, parking, and toll road operations.

Overall, JC's team demonstrated a thorough understanding of LA SAFE's needs as an agency and, specifically, 511 programs. The proposed team has a combined 75 years of transportation experience and over ten years of recent, direct, and relevant experience related to motorist aid traveler information systems, call box, and RIITS experience.

The following is a summary of PET evaluation scores:

1	Firm	Weighted Average Score	Factor Weight	Average Score	Rank
2	Jennillian Corporation				
3	Proposed Management Plan, Work Plan Approach & Schedule	94.47	30.00%	28.34	
4	Team Qualifications	96.67	20.00%	19.33	
5	Experience and Past Performance	91.67	30.00%	27.50	
6	Cost Proposal	46.66	20.00%	9.33	
7	Total		100.00%	84.50	1
8	Irvine Global Consulting				
9	Proposed Management Plan, Work Plan Approach & Schedule	84.47	30.00%	25.34	
10	Team Qualifications	84.67	20.00%	16.93	
11	Experience and Past Performance	83.00	30.00%	24.90	
12	Cost Proposal	45.29	20.00%	9.06	
13	Total		100.00%	76.23	2

C. Cost/Price Analysis

The recommended fully burdened rates for the labor classifications required for this contract have been determined to be fair and reasonable based upon an independent cost estimate, price analysis, technical analysis, fact finding, and negotiations.

	Proposer Name	Proposal Amount	LA SAFE ICE	Negotiated Amount
1.	Jennillian Corporation	\$650,057	\$689,624	\$623,598

D. Background on Recommended Contractor

The recommended firm, Jennillian Corporation (JC), located in Westminster, CA, has been in business for 13 years and is a leader with over 35 years of information technology experience with a specialty in transportation motorist/traveler aid services and programs.

The project manager holds a doctorate degree in computer science and has a strong technical and engineering background. JC has significant experience with LA SAFE partners such as Metro, Caltrans, and Orange County Transportation Authority.

JC has worked on several LA SAFE projects and performed satisfactorily.