

## PROCUREMENT SUMMARY

## PARTS WASHER LEASING AND MAINTENANCE SERVICES/PS7235000

1.	<b>Contract Number:</b> PS7235000	
2.	<b>Recommended Vendor:</b> FRS Environmental Inc.	
3.	<b>Type of Procurement (check one):</b> <input checked="" type="checkbox"/> IFB <input 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> November 13, 2020	
	<b>B. Advertised/Publicized:</b> November 13, 2020	
	<b>C. Pre-Bid Conference:</b> November 23, 2020	
	<b>D. Bids Due:</b> December 21, 2020	
	<b>E. Pre-Qualification Completed:</b> January 21, 2021	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> December 28, 2020	
	<b>G. Protest Period End Date:</b> March 22, 2021	
5.	<b>Solicitations Picked up/Downloaded:</b> 8	<b>Bids Received:</b> 1
6.	<b>Contract Administrator:</b> Antwaun Boykin	<b>Telephone Number:</b> (213) 922-1056
7.	<b>Project Manager:</b> Alan Tang	<b>Telephone Number:</b> (213) 922-5707

**A. Procurement Background**

This Board Action is to approve the award of Contract No. PS7235000 to FRS Environmental, Inc. to provide parts washer leasing and maintenance services for Metro's Central Maintenance Shops as well as certain bus/rail maintenance divisions.

Invitation for Bid (IFB) No. PS72350 was issued as a competitive procurement in accordance with Metro's Acquisition Policy. The proposed contract type is a firm fixed unit rate. The IFB was open only to Metro Certified Small Business Enterprise (SBE) firms.

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

- Amendment No. 1, issued on November 24, 2020 revised Section III of the IFB, Submittal Requirements to include additional requirements.
- Amendment No. 2, issued on December 11, 2020 revised Exhibit A, Scope of Services and Exhibit 2, Schedule of Quantities and Prices to include additional equipment requirement.
- Amendment No. 3, issued on December 17, 2020 extended the bid due date and revised the bid opening date.

IFB No. PS72350 was released on November 13, 2020, as a competitive procurement open only to Metro certified small businesses. The solicitation was available for download from Metro's website. Advertisements were placed with the Los Angeles Daily News to notify potential proposers of this solicitation. Metro notified

proposers from Metro's vendor database based on applicable North American Industry Classification System (NAICS) codes.

A pre-bid conference was held on November 23, 2020 and was attended by one participant.

Eight (8) firms downloaded the IFB and were included on Metro's planholders' list. Eight (8) questions were received regarding the solicitation and were responded to prior to the bid due date. Only one (1) bid was received on December 21, 2020.

Metro staff canvassed firms on the planholders list to determine why no other bids were received. Only a single response was received from TEQ Lease stating they only finance equipment. The planholders list consisted of the incumbent contractor, four (4) companies that provide access to bid plan rooms and upcoming bid opportunities, two (2) firms that provide specialty services that are different from the IFB requirements and one (1) firm is a parts washer manufacturer.

**B. Evaluation of Bids**

This procurement was conducted in accordance with and complies with Metro's Acquisition Policy for a competitive sealed bid. One (1) bid was received from the bidder listed below:

FRS Environmental Inc.

The firm was determined to be responsive, responsible and qualified to perform the services based on the IFB's requirements.

**C. Cost/Price Analysis**

The recommended fully burdened unit rates from FRS Environmental Inc. were determined fair and reasonable based on price analysis, technical evaluation, fact finding and negotiations.

<b>Bidder Name</b>	<b>Original Bid Amount</b>	<b>Metro ICE</b>	<b>Negotiated Bid Amount</b>
FRS Environmental Inc.	\$1,476,365.00	\$1,411,250.00	\$1,443,375.00

**D. Background on Recommended Contractor**

The recommended firm, FRS Environmental Inc. (FRS Environmental) located in Corona, CA has been in business for over 20 years. It provides waste management solutions such as pressure washing, hazardous waste management, lab packing, vacuum pumping, parts washers and soaps and solutions. FRS Environmental's clients include the City of Los Angeles, 29 Palms US Marine Corps Base, Omnitrans, and Metro.

FRS Environmental is a Metro certified SBE firm. It has been providing parts washing leasing and maintenance services to Metro since 2006 and performance has been satisfactory.