

**ATTACHMENT A  
PROCUREMENT SUMMARY**

**A650 HEAVY RAIL VEHICLE AUTOMATIC TRAIN CONTROL UPGRADE**

1.	<b>Contract Number:</b> OP116496	
2.	<b>Recommended Vendor:</b> HITACHI RAIL STS USA, INC.	
3.	<b>Type of Procurement (check one):</b> <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input checked="" type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> October 23, 2023	
	<b>B. Advertised/Publicized:</b> N/A	
	<b>C. Pre-Proposal Conference:</b> N/A	
	<b>D. Proposals Due:</b> October 27, 2023	
	<b>E. Pre-Qualification Completed:</b>	
	<b>F. Ethics Declaration Forms submitted to Ethics:</b> October 31, 2023	
	<b>G. Protest Period End Date:</b> December 15, 2023	
5.	<b>Solicitations Picked up/Downloaded:</b> One (1)	<b>Bids/Proposals Received:</b> One (1)
6.	<b>Contract Administrator:</b> Jessica Omohundro	<b>Telephone Number:</b> 213-922-4790
7.	<b>Project Manager:</b> Ray Saito	<b>Telephone Number:</b> 213-922-3141

**A. Procurement Background**

This Board Action is to approve Contract No. OP116496 issued in support of Metro's A650 Heavy Rail Vehicle (HRV) to procure services required to upgrade the onboard train control system to ensure compatibility with upcoming upgrades to Metro's wayside signaling and communication systems. It was determined by Metro's Engineering and Operations team that the design, manufacturing, installation, testing, and warranty be provided by the Original Equipment Manufacturer (OEM), Hitachi Rail.

The non-competitive Request for Proposal (RFP) was issued on October 23, 2023, in accordance with Metro's Acquisition Policy and the contract type is Firm-Fixed-Price.

**B. Evaluation of Proposal**

This single source procurement is consistent with Public Utility Code § 130237 for the duplication or replacement of existing equipment already in use. The proposal was evaluated in compliance with Metro's Acquisition Policy and Procedures.

Metro's Project Manager conducted an evaluation of the technical proposal submitted by Hitachi. The technical evaluation consisted of reviews of the Proposer's key personnel, management, and quality assurance plans. Metro Staff and Proposer are still negotiating price, terms, and schedule.

The recommendation for award to Hitachi Rail is made subject to resolution of any properly submitted protests.

**C. Cost/Price Analysis**

A cost analysis of the elements of cost including labor rates, indirect rates and other direct costs will be completed in accordance with Metro's Procurement Policies and Procedures, including fact-finding, clarification, and negotiations to establish a fair and reasonable price.

**D. Background on Recommended Contractor**

The recommended firm, Hitachi Rail STS USA, Inc., has been the single ATC system supplier of Metro's rail system for the past fifteen (15) years and conducts all its design and production operations at two major facilities in the United States: The Pittsburgh Technology Center (PTC) in Pittsburgh, PA and the Batesburg Manufacturing & Customer Service Center in Batesburg, SC. The company also has design and project management offices in Baltimore, Boston, and Los Angeles. Hitachi is directed by CEO and a separate President. The former is focused on business development and project delivery, while the latter is focused on daily functions such as administration, staffing and finance. However, both officers play extensive roles in decision-making across the entire organizational spectrum. Hitachi serves as a full-line supplier of signaling and automation systems, equipment, and services for all types of railway and guideway operations around the world.