

PROCUREMENT SUMMARY

A650-2022 HEAVY RAIL VEHICLE (HRV) REFURBISHMENT

1.	Contract Number: A650-2022	
2.	Recommended Vendor: Woojin IS America, Inc.	
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: 10/12/23	
	B. Advertised/Publicized: 10/12/23	
	C. Pre-Proposal Conference: 10/24/23	
I	D. Proposals Due: 11/21/23	
	E. Pre-Qualification Completed: 12/22/23	
	F. Ethics Declaration Forms submitted to Ethics: 11/21/23	
	G. Protest Period End Date: 01/31/24	
5.	Solicitations Picked up/Downloaded: 89	Bids/Proposals Received: 1
6.	Contract Administrator: Elizabeth Martin-Maldonado, Sr. Manager, Contract Administration	Telephone Number: 213-922-1041
7.	Project Manager: Annie Yang	Telephone Number: 213-922-3254

A. Procurement Background

This Board Action is to approve Contract No. A650-2022000 to refurbish, modernize, and replace critical components on the Option Buy AC propulsion Heavy Rail Vehicle (HRV) fleet and spare trucks; subject to the resolution of any properly submitted protest(s), if any. The Option Buy fleet will consist of a Base quantity of thirty-five (35) married-pairs (70 HRVs) to be refurbished, along with ten (10) spare truck assemblies, and an Option for an additional two (2) married-pairs (4 HRVs). The contract type is a Firm Fixed Price and is expected to be completed in 5 years after the issuance of Notice to Proceed.

The Request for Proposal (RFP) document (A650-2022) was initially issued on December 9, 2022, downloaded by 89 interested firms, and responded to by one (1) proposer; Woojin IS America, Inc. After receipt of the proposal, additional A650 Option Buy HRVs were made available for refurbishment. By including these additional HRVs into the refurbishment campaign it was determined to be in Metro's best interest, therefore Metro modified the original requirements by increasing the number of HRVs to be refurbished from 60 HRVs to 74 HRVs, and issued the solicitation amendment on October 12, 2023. To ensure full and open competition, this RFP amendment requested complete and new proposals and was distributed to the entire list of potential proposers initially notified of this procurement. The amended RFP was responded to by one (1) proposer; Woojin IS America, Inc. A

total of seven (7) amendments and five (5) clarifications were issued to ensure clear requirements and compliant submission from the proposers, answering a total of fifty-seven (57) questions received from the prospective proposers. There was an original pre-proposal and vehicle inspection meeting held on January 5, 2023, and a subsequent meeting on October 24, 2023, to allow for discussion and inspection of the additional HRVs that were added to the scope.

A clarification meeting was conducted after the proposal review and site visit. The price was within the competitive range and discussions ensured Woojin is aware and compliant with all the contract requirements.

While only a single proposal was received, the offer was developed and submitted in a competitive environment. The original RFP was downloaded by 89 firms. The amended RFP was distributed to the entire list of proposers initially identified. Woojin IS America, Inc. is the only company that responded and submitted a proposal to perform the work. Metro proactively contacted other eligible Transit Vehicle Manufacturers (TVM) railcar manufacturers to explore interest in the refurbishment project. The responses to the survey indicated no other companies were interested in participating in the project. Further, the vehicles that are the subject of the procurement are essential to Metro's mission and time is of the essence to proceed with the required refurbishment of the railcars in order to meet Metro's service needs.

B. Evaluation of Proposals

This procurement was conducted in accordance with Metro's Acquisition Policy and Procedure. A Proposal Evaluation Team (PET) consisting of staff from Rail Fleet Services, Rail Vehicle Acquisition and Rail Fleet Services Warranty / Quality Assurance was convened and conducted a comprehensive technical evaluation of the proposal received.

The proposal was evaluated based on the following evaluation criteria and weights:

• Past Experience and Past Performance	300 Points
• Technical Compliance	250 Points
• Project Management Experience	200 Points
• U.S. Employment Plan	50 Points
• Price	200 Points

The evaluation criteria are appropriate and consistent with criteria developed for other similar rail vehicle overhaul solicitations. Several factors were considered when developing these weights, giving the greatest importance to Past Experience and Past Performance. The final evaluation scoring for the single proposer Woojin IS America, Inc. is as follows:

	Evaluation	Average Score	Weight Factor	Weighted Score	Rank
1	Past Experience and Past Performance	75.0	300	225.0	
2	Technical Compliance	78.5	250	196.3	
3	Project Management Experience	78.8	200	157.6	
4	Price	100.0	200	200.0	
5	U.S. Employment Plan	100.0	50	50.0	
	Total		1000	828.9	1

The single proposal received by Woojin IS America, Inc. for this solicitation was found to be responsive to the RFP requirements and within the competitive range; therefore, the firm is being recommended for award.

As part of the evaluation the evaluation committee visited the proposed manufacturing site on December 14, 2023. The firm's proposed key team members were present and had an opportunity to respond to the evaluation team's questions regarding the manufacturing facility.

C. Price Analysis

In accordance with Metro's Acquisition Policy and Procedures for a competitive acquisition, a price analysis is required. Therefore, staff performed a Price Analysis that consisted of a comparison of the proposed price against the Independent Cost Estimate (ICE). The proposed price of \$213,587,542.63 is 13.8% lower than the ICE. It has been determined that the proposed price from Woojin IS America, Inc. is fair and reasonable, based on the technical evaluation and price analysis using the ICE.

	Item Name	Metro ICE	Proposal Amount
1.	Base Qty MP (70 cars)	218,582,790.81	179,541,053.32
2.	Spare Parts	5,399,824.24	14,941,638.39
3.	Special Tools	1,290,000.00	791,523.18
4.	Diagnostic Test Equip.	400,000.00	145,000.00
5.	Training	505,806.22	0.00*
6.	Manuals	1,532,570.76	0.00*
7.	Performance Bond	336,281.00	3,046,400.00
8.	All for Unknown Base	500,000.00	1,081,000.00
9.	Spare Trucks	292,711.65	1,674,487.74
10.	Option Price (4 cars)	12,943,943.24	11,285,440.00

11.	All for Unknown Option	1,405,442.33	1,081,000.00
	Total	243,189,370.25	213,587,542.63

*Included in Proposal Price

D. Background on Recommended Contractor

The recommended firm, Woojin IS America, Inc., located in Santa Fe Springs, CA, has been in business for 12 years and is a leader in providing transportation equipment specializing in rail vehicle electronic and electric systems. The proposed project manager and system integrator meet the minimum years of experience and will be onsite in Santa Fe Springs from Notice-To-Proceed to project completion. The local Los Angeles area manufacturing will allow Metro resources convenient site access to monitor the refurbishment program. Woojin has also worked successfully with other transit agencies such as TriMet, Massachusetts Bay Transportation Authority (MBTA), and UTA Transit Authority to replace different systems and equipment for their older generation vehicles.