

## PROCUREMENT SUMMARY

**A650 HEAVY RAIL VEHICLE (HRV) COUPLER ASSEMBLY  
OVERHAUL/RR127894000**

1.	<b>Contract Number:</b> RR127894000	
2.	<b>Recommended Vendor:</b> Dellner, 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 type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	<b>Procurement Dates :</b>	
	<b>A. Issued :</b> January 31, 2025	
	<b>B. Advertised/Publicized:</b> January 31, 2025	
	<b>C. Pre-Proposal Conference:</b> N/A	
	<b>D. Proposals Due:</b> March 24, 2025	
	<b>E. Pre-Qualification Completed:</b> March 24, 2025	
	<b>F. Ethics Declaration Forms submitted to Ethics:</b> March 25, 2025	
	<b>G. Protest Period End Date:</b> September 23, 2025	
5.	<b>Solicitations Downloaded:</b> 9	<b>Bids/Proposals Received:</b> 2
6.	<b>Contract Administrator:</b> Jessica Omohundro	<b>Telephone Number:</b> (213) 922-4790
7.	<b>Project Manager:</b> Richard Lozano	<b>Telephone Number:</b> (213) 792-8047

**A. Procurement Background**

This Board Action is to approve Contract No. RR127894000 for the inspection, overhaul, testing, and transportation of one hundred (100) A650 Couplers or fifty (50) kits in support of Metro's A650 Heavy Rail Vehicles (HRV). Board approval of contract award is subject to the resolution of any properly submitted protest(s), if any.

On January 31, 2025, Request for Proposals (RFP) No. RR127894 was issued as a competitive procurement in accordance with Metro's Acquisition Policy. The contract type is a firm fixed price. The Diversity & Economic Opportunity Department did not recommend a Small Business Enterprise (SBE) or a Disabled Veteran Business Enterprise (DVBE) participation goal for this procurement due to the lack of small businesses that perform these services.

Three (3) amendments and one (1) set of clarifications were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on February 7, 2025, Contract Administrator change;
- Amendment No. 2, issued on February 20, 2025, extended proposal due date;
- Amendment No. 3, issued on July 14, 2025, Best and Final Offer (BAFO).

A total of nine (9) firms downloaded the RFP and were included in the planholders' list. There were two (2) questions received for this RFP, and responses were provided prior to the proposal's due date.

A total of two (2) proposals were received by the due date of March 24, 2025.

Although the two (2) responding firms are the only known railcar coupler manufacturers, Metro staff conducted a market survey of the firms on the planholders list to determine why no other proposals were received. One firm indicated they declined to participate because of their limited access to some of the specialized components necessary for the overhaul services. The rest of the nonrespondent planholders were suppliers or distributors interested in providing parts and components to support the overhaul, but not the performance of the overhaul services.

The results of the market survey indicated that the decisions of the firms not to propose were based on individual business considerations and as such, the competitive solicitation could proceed to be awarded.

## **B. Evaluation of Proposals**

A diverse Proposal Evaluation Team (PET) consisting of staff from Transit Vehicle Engineering, Rail Vehicle Maintenance, and Rail Quality Assurance conducted a comprehensive technical evaluation of the proposals received.

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

- |                        |            |
|------------------------|------------|
| • Proposed Work Scope  | 30 percent |
| • Technical Capability | 20 percent |
| • Past Performance     | 15 percent |
| • Project Management   | 15 percent |
| • Price                | 20 percent |

The evaluation criteria are appropriate and consistent with criteria developed for similar overhaul procurements. Several factors were considered when developing these weights, giving the greatest importance to the proposed scope of work.

Of the two (2) proposals received, both were determined to be within the competitive range and are listed in alphabetical order:

1. Dellner, Inc.
2. Wabtec Passenger Transit

No firms were determined to be outside the competitive range, and no firms were excluded for further consideration.

Evaluations were conducted on May 19, 2025 of the two (2) proposals received and both determined to be responsive, responsible, and qualified to perform the services based on the RFP requirements. The PET conducted technical fact-finding meetings and a full technical evaluation of the proposals. The proposals were found to be technically acceptable and in compliance with requirements of the RFP.

A Best and Final Offer (BAFO) was issued on July 14, 2025 requesting a BAFO proposal. The PET members met on July 28, 2025, to discuss and finalize the BAFO scoring and upon the completion of the evaluation process, found Dellner, Inc. to be the most qualified to perform the necessary work highlighted in our Scope of Services.

### **Qualifications Summary of Firms within the Competitive Range:**

#### **Dellner, Inc.**

Dellner, Inc. is a global leader in rail vehicle connection systems with over 80 years of experience and a presence in more than 20 countries. As an OEM and trusted provider of coupler overhaul services for major transit agencies worldwide, Dellner offers in-house engineering, machining, testing, and quality assurance capabilities. Their North American facilities and established supply chain enable efficient sourcing and support, making them well-qualified for the A650 Coupler Overhaul.

#### **Wabtec Passenger Transit**

Wabtec Passenger Transit is a leading provider of rail technology and services with extensive experience supporting transit agencies across North America. With over a century of industry expertise, Wabtec specializes in the overhaul and maintenance of critical rail systems, including couplers, braking systems, and propulsion equipment. As an OEM and authorized service provider for multiple transit fleets, Wabtec offers robust in-house capabilities for engineering, testing, remanufacturing, and quality assurance capabilities. Their U.S.-based facilities and strong supply chain infrastructure ensure timely delivery, technical accuracy, and lifecycle support, making Wabtec well-qualified to perform the A650 Coupler Overhaul.

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	<b>Dellner, Inc.</b>				
3	Proposed Work Scope	83.33	30.00%	25.00	
4	Technical Capability	92.25	20.00%	18.45	
5	Past Performance	93.80	15.00%	14.07	
6	Project Management	91.33	15.00%	13.70	
7	Price	100.00	20.00%	20.00	
8	<b>Total</b>		<b>100.00%</b>	<b>91.22</b>	<b>1</b>
9	<b>Wabtec Passenger Transit</b>				
10	Proposed Work Scope	82.00	30.00%	24.60	
11	Technical Capability	90.65	20.00%	18.13	
12	Past Performance	94.00	15.00%	14.10	
13	Project Management	86.33	15.00%	12.95	
14	Price	90.65	20.00%	18.13	
15	<b>Total</b>		<b>100.00%</b>	<b>87.91</b>	<b>2</b>

### C. Cost/Price Analysis

The recommended price has been determined to be fair and reasonable based upon adequate competition, price analysis, an Independent Cost Estimate (ICE), technical evaluation, fact finding, and negotiations. The negotiated amount is 1.46% greater than Metro's ICE due current market conditions and anticipated cost increases.

	Proposer Name	Proposal Amount	Metro ICE	Negotiated or NTE amount
1.	Dellner, Inc.	\$3,120,000.00	\$3,075,000.00	\$3,120,000.00
2.	Wabtec Passenger Transit	\$3,476,700.00	\$3,075,000.00	\$3,441,409.46

#### **D. Background on Recommended Contractor**

Dellner, Inc., established in 1987, is a trusted manufacturer and service provider specializing in automatic and semi-permanent couplers for rail passenger transit applications. Headquartered in Charlotte, NC, with a full-service overhaul and repair facility in Roseville, CA, Dellner supports over 40 North American transit authorities as well as major rail vehicle manufacturers and maintainers. With more than 25 years of experience, the company has evaluated, repaired, and overhauled at least 500 couplers of similar design, size, and capacity to those specified for light rail vehicles, demonstrating proven capability and deep industry expertise in passenger rail systems.

Dellner, Inc. has provided services for Metro and performance has been satisfactory.