

**PROCUREMENT SUMMARY  
ARTIFICIAL IVY INSTALLATION AND MAINTENANCE SERVICES  
OP1212080003367**

1.	<b>Contract Number:</b> OP1212080003367	
2.	<b>Recommended Vendor :</b> Intuitive Real Estate Solutions	
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>	
	A. <b>Issued:</b> September 28, 2018	
	B. <b>Advertised/Publicized:</b> September 28, 2018	
	C. <b>Pre-Proposal/Pre-Bid Conference:</b> October 9, 2018	
	D. <b>Proposals/Bids Due:</b> October 30, 2018	
	E. <b>Pre-Qualification Completed:</b> December 28, 2018	
	F. <b>Conflict of Interest Form Submitted to Ethics:</b> December 21, 2018	
	G. <b>Protest Period End Date:</b> February 25, 2019	
5.	<b>Solicitations Picked up/Downloaded:</b> 15	<b>Bids/Proposals Received:</b> 3
6.	<b>Contract Administrator:</b> Rommel Hilario	<b>Telephone Number:</b> (213) 922-4654
7.	<b>Project Manager:</b> Shaunt Avanesian	<b>Telephone Number:</b> (213) 922-5931

#### **A. Procurement Background**

This Board Action is to approve a firm fixed unit rate contract in support of Facilities Maintenance to provide, install, and maintain artificial ivy at various rail stations as a method of graffiti deterrence. The artificial ivy material consists of UV resistant polyethylene which is intended to resemble ivy plant material, and will be strategically placed at locations known for graffiti vandalism issues.

Through this program, approximately 40,000 square feet of artificial ivy will be installed at seven various locations within Metro rail system. The program also includes monthly inspections and maintenance to ensure the product remains in clean and well maintained conditions, free of graffiti and any other vandalism activities.

On September 28, 2018, Request for Proposals (RFP) No. OP57524 was released in the Small Business Enterprise Set-Aside program, and was issued as a competitive negotiated procurement in accordance with Metro's Acquisition Policy.

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

- Amendment No. 1, issued on October 2, 2018, extended the proposal due date;

- Amendment No. 2, issued on October 11, 2018, included pre-proposal documents, including the agenda, sign-in sheets, planholder's list, and a supplemental list of completed/current projects form.

A pre-proposal conference was held on October 9, 2018. A total of fifteen participants representing seven firms were in attendance.

On October 30, 2018, Metro received three proposals from three firms as follows, in alphabetical order:

1. CR&A Custom Apparel, Inc. (dba) CR&A Custom, Inc.
2. Intuitive Real Estate Solutions
3. Singh Group, Inc.

## **B. Evaluation of Proposals**

The Proposal Evaluation Team (PET), consisting of staff from Metro's Facilities Maintenance departments was convened and conducted a comprehensive technical evaluation of the proposals received.

The RFP required that all proposals shall be evaluated first on the minimum qualifications (pass/fail) basis. Any proposer that received a single fail for any of the minimum qualifications, as defined, would be eliminated from further consideration. The minimum qualifications are as follows:

1. Contractor shall demonstrate a minimum of three (3) years experience applying graffiti deterrent products or abatement services for a minimum of three (3) public or private entity clients for which it has performed work in accordance with the tasks and frequencies outlined in the statement of work.
2. Contractor must hold a valid, current State of California General Contractors License Class B and submit a copy with the bid documents. All licenses shall remain valid through the contract period of performance.

All three proposals met the minimum qualification requirements and were further evaluated based on the following evaluation criteria and weights:

### Degree of the Contractor's (Firm and Staff)

- |                         |     |
|-------------------------|-----|
| • Skills and Experience | 40% |
| • Product Effectiveness | 30% |
| • Cost Proposal         | 30% |

Following is a summary of the PET scores:

1	FIRM	Average Score	Factor Weight	Weighted Average Score	Rank
2	<b>Intuitive Real Estate Solutions</b>				
3	Degree of the Contractor's (Firm and Staff) Skills & Experience	85.75	40%	34.30	
4	Product Effectiveness	94.00	30%	28.20	
5	Cost	100.00	30%	30.00	
6	<b>Total</b>		<b>100.00%</b>	<b>92.50</b>	<b>1</b>
7	<b>Singh Group Inc.</b>				
8	Degree of the Contractor's (Firm and Staff) Skills & Experience	76.75	40%	30.70	
9	Product Effectiveness and Specifications	96.00	30%	28.80	
10	Cost	74.00	30%	22.20	
11	<b>Total</b>		<b>100.00%</b>	<b>81.70</b>	<b>2</b>
12	<b>CR&amp;A Custom Apparel, Inc. (dba) CR&amp;A Custom, Inc.</b>				
13	Degree of the Contractor's (Firm and Staff) Skills & Experience	82.50	40%	33.00	
14	Product Effectiveness and Specifications	66.00	30%	19.80	
15	Cost	74.00	30%	22.20	
16	<b>Total</b>		<b>100.00%</b>	<b>75.00</b>	<b>3</b>

**C. Cost/Price Analysis**

The recommended price has been determined to be fair and reasonable based upon adequate competition, price analysis, fact finding, and technical evaluation which included a review of equipment specifications as stated in the statement of work.

<b>PROPOSER</b>	<b>PROPOSAL AMOUNT</b>	<b>METRO ICE</b>	<b>AWARD AMOUNT</b>
Intuitive Real Estate	\$659,198	\$529,110	\$659,198
CR&A	\$892,454		
Singh Group, Inc.	\$894,100		

**D. Background on Recommended Contractor**

Intuitive Real Estate Solutions (Intuitive), a Los Angeles, CA based company, has been protecting real estate property from graffiti and vandalism through installation of glass/window like poly-carbonate products at vacant properties since 2013. In 2015, Intuitive partnered with Ivy-it Inc. and began manufacturing and installing a heavy duty, 100% recycled, low-density polyethylene product which resembled ivy plants. The ivy material is ultra violet resistant and fire retardant with a minimum life expectancy of seven years in an outdoor environment, exposed to direct sunlight and other forms of inclement weather conditions.

In 2017, Intuitive installed heavy duty artificial ivy product at two Metro locations for a pilot program. The product has been performing well in withstanding weather conditions, however, since the test areas were limited in size, product effectiveness as a graffiti deterrent require broader application in covering vertical surfaces at areas exposed to vandalism activities. Other artificial ivy customers include the cities of Riverside, Lynnwood, Bell Gardens and Anaheim.