

## PROCUREMENT SUMMARY

### INTEGRATED DATA AND COMMUNICATIONS SYSTEM (IDCS) – (TS83056-2)

1.	<b>Contract Number:</b> TS85036-2	
2.	<b>Recommended Vendor:</b> SIEMENS MOBILITY, 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> 02-03--2022	
	<b>B. Advertised/Publicized:</b> 02-01-2022	
	<b>C. Pre-Bid Conference:</b> 02-24-2022	
	<b>D. Bids Due:</b> 05-19-2023	
	<b>E. Pre-Qualification Completed:</b> 03-22-2023	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> 05-26-2023	
	<b>G. Protest Period End Date:</b> 11-10-23	
5.	<b>Solicitations Picked up/Downloaded:</b> 66	<b>Bids Received:</b> 2
6.	<b>Contract Administrator:</b> Aniza Wan nawang, Contract Administrator	<b>Telephone Number:</b> 213 922 4677
7.	<b>Project Manager:</b> Bob Spadafora	<b>Telephone Number:</b> 213 922 3144

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

This Board Action is to approve Contract No. TS83056-2 to design, develop, install, integrate, commission, operate and test an Integrated Data and Communication System (IDCS) with two distinct subsystems which are the monitoring system (hardware) and the data management system (software) for the A650 heavy rail vehicle fleet as the base contract requirement with the remaining four (4) fleets: the P3010, P2000 and P2550 light rail vehicles, and the HR4000 heavy rail vehicle, included as options to the contract, subject to resolution of any properly submitted protests. The contract type is a Firm Fixed Price for the base contract and each of the four (4) options and is expected to be completed in 5 years after the issuance of Notice to Proceed.

The Request for Proposal (RFP) document (TS83056-2) was initially issued on January 28, 2022, downloaded by 66 interested firms, and responded by two (2) proposers; Siemens Mobility Inc and Quester Tangent. A total of twelve (12) amendments were issued in order to ensure clear requirements and compliant submissions from the proposers.

Negotiations were conducted after initial proposal reviews resulting in BAFO III proposals received on May 19, 2023 from both proposers. The BAFO proposals were reviewed and contained no apparent exceptions or qualifications and were therefore both considered in the final evaluation by the PET. However, the proposal submitted by Quester Tangent was ultimately determined as non-responsive for failing to meet the DBE goal requirement in the solicitation.

During the solicitation phase of this RFP through BAFO III, Metro issued twelve (12) amendments and nine (9) sets of clarifications, answering a total of sixty-five (65) questions received from the bidders.

**B. Evaluation of Proposals**

This procurement was conducted in accordance with LACMTA Acquisition Policy for a competitively negotiated procurement. The two (2) proposals received are listed below in alphabetical order:

1. Quester Tangent Corporation
2. Siemens Mobility, Inc

The PET is comprised of Metro staff members from Transit Vehicle Engineering, Information Technology and Rail Fleet Services who performed an evaluation of the technical proposal in accordance with the RFP. The PET conducted a full evaluation and ranking of the technical proposals. The technical evaluation consisted of evaluating, scoring and ranking of each of the proposer’s technical capabilities, their proposed design, previous performance and experience, and project management team and key personnel in accordance with the evaluation criteria set forth in the RFP. The proposals required multiple rounds of clarifications and discussions but were eventually found to be technically and commercially acceptable and in compliance with the requirements of the RFP. The final evaluation scoring was as follows:

Evaluation	Weightage	Weighted Score	
		Quester Tangent	Siemens Mobility
Technical Proposal (80 points)			
1. Technical capability	20	14.3	18.8
2. Proposed design	30	21.8	27.6
3. Experience	20	14.9	19.5
4. Project Management	10	7.1	9.3
Total Technical Proposal Score		58.1	75.2
Price Proposal (20 points)	20	4.7	20.0
Total Weighted Score	100	62.7	95.2
Rank		2	1

The firm recommended for award; Siemens Mobility Inc was found to be responsive with the RFP requirements.

Quester Tangent Corporation was determined to be non-responsive since they did not meet the Disadvantaged Business Enterprise (DBE) commitment of eighteen percent (18%) of the total contract price.

### **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 in compliance with Metro's Acquisition Policy for competitive acquisitions. The Price Analysis consisted of a comparison of the proposed price against the Independent Cost Estimate (ICE).

<b>Item</b>	<b>Quester Tangent</b>	<b>Siemens Mobility</b>	<b>ICE</b>
Base A650	\$30,240,559	\$5,043,855	\$6,177,237
Option 1 P3010	\$59,347,449	\$18,051,025	\$16,643,101
Option 2 P2000	\$29,458,008	\$4,415,668	\$4,787,895
Option 3 P2550	\$24,574,264	\$4,775,826	\$4,290,175
Option 4 HR4000	\$22,154,480	\$6,417,348	\$4,801,592
Total Proposal Price	\$165,774,759	\$38,703,722	\$36,700,000

Based on the final offer received, Siemens Mobility submitted the lowest price at \$38,703,722 which is 5.5% higher than the ICE while Quester Tangent's Price Proposal at \$165,774,759 is over 350% higher than the ICE.

It is determined that the proposed price from Siemens Mobility is the best attainable, fair and reasonable, based on adequate price competition, technical evaluation and price analysis using the ICE.

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

Siemens Mobility Inc. is a subsidiary of Siemens AG and has established North America's only permanent design, manufacturing, test and service facility for light rail vehicles, locomotives, and coaches specifically to guide our customers over the 30+ year design life of modern rail vehicles. Siemens Mobility is headquartered in McClellan Park, California. The McClellan Park Facility houses a full vehicle service center which provides services such as accident repair, high and low voltage repairs, overhaul, and refurbishment, as well as a dedicated Bogie Service Center which specializes in bogie overhauls, repairs, and upgrades.

Siemens Mobility employs 140+ engineers in the USA, whose expertise in maintenance, system integration, and cyber security. Siemens on going contract includes the Monitoring and Diagnostic System Upgrade for Bombardier LRV with Metropolitan Council, MIN, Fleet Monitoring and Diagnostic System Update for Valley Metro, Phoenix AZ, Amtrak ACS-64 Technical Support and Spares Supply Agreement (TSSSA) for Amtrak USA and Full Service Contract for Brightline, FL. These contracts are anticipated to finish by 2029 with exception to the Brightline contract which is ongoing for 30 years.