

PROCUREMENT SUMMARY
P3030 NEW LIGHT RAIL VEHICLE PROCUREMENT PROJECT – PROFESSIONAL
SERVICE SUPPORT / PS118642

1.	Contract Number: PS118642	
2.	Recommended Vendor: Hatch Associates Consultants, 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: 11-16-2023	
	B. Advertised/Publicized: 11-22-2023	
	C. Pre-Proposal Conference: 11-28-2023	
	D. Proposals Due: 01-05-2024	
	E. Pre-Qualification Completed: 01-24-2024	
	F. Conflict of Interest Form Submitted to Ethics: 01-06-2024	
	G. Protest Period End Date: 04-25-2024	
5.	Solicitations Picked up/Downloaded: 87	Bids/Proposals Received: 3
6.	Contract Administrator: Aniza Wan Nawang	Telephone Number: (213) 922-4677
7.	Project Manager: Annie Yang	Telephone Number: (213) 922-3254

A. Procurement Background

This Board Action is to approve the award of Contract No. PS118642 to provide technical and project management support during the solicitation process of the procurement of new P3030 light rail vehicles (LRV) fleet. The contract type is a cost plus fixed fee and is expected to be completed by May 31, 2025. The Diversity & Economic Opportunity Department recommended a 20% Disadvantaged Business Enterprises (DBE) participation goal for this procurement. Board approval of contract award is subject to the resolution of any properly submitted protest.

On November 22, 2023, Request for Proposals (RFP) No. MA101250 was issued as a competitive procurement in accordance with LACMTA's Acquisition Policy. The RFP was downloaded by 87 interested firms, and responded by three (3) proposers; AtkinsRealis USA Inc, Hatch Associates Consultants, Inc and Ricardo, Inc.

During the solicitation phase of this RFP, LACMTA issued three (3) amendments and one (1) set of clarifications, answering a total of thirty-six (36) questions received from the proposers.

Three (3) amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on November 28, 2023, for missing exhibits to the RFP.
- Amendment No. 2, issued on December 13, 2023, included revisions to the Pricing Form and revised evaluation criteria.

- Amendment No. 3, issued on February 29, 2024, included revisions to the Form of Contract and request for Best and Final Offer.

BAFO proposals were received on March 11, 2024 from three proposers. The proposals were reviewed and contained no apparent exceptions to the solicitation and were therefore considered responsive in the final source selection evaluation by the PET.

B. Evaluation of Proposal

This procurement was conducted in accordance with LACMTA's Acquisition Policy and Procedures. A Proposal Evaluation Team (PET) was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were first evaluated based on the following minimum requirements based on Pass/Fail criteria:

Minimum Requirements: Pass/Fail

- Experience in providing administrative and technical consulting services during the pre-award stage, involving development and review of specifications and design for light/heavy rail transit vehicles for a large public transit agency acquiring new rail vehicles, or overhauling existing rail vehicle. (Pass/Fail).
- Demonstrated industry experience performing similar work on at least one (1) rail vehicle acquisition or rail vehicle overhaul project of similar size and scope within the last five (5) years. (Pass/Fail).

Proposers qualified under the Minimum Requirements criteria listed above were then evaluated according to the following criteria and associated weights.

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| • Team's Degree of Skill and Experience | 30% |
| • Cost Proposal | 30% |
| • Staff Quality and Technical Expertise | 20% |
| • Understanding of Work and Appropriateness of Approach and Implementation | 20% |

The evaluation criteria are appropriate and consistent with criteria developed for other similar consultant support services procurements.

Of the three (3) proposals received, all proposers passed the pass/fail minimum requirements and were determined to be responsive and within the competitive range. The firms are listed as below in alphabetical order:-

1. AtkinsRealis USA, Inc (AtkinsRealis)
2. Hatch Associates Consultants, Inc (Hatch)
3. Ricardo, Inc (Ricardo)

During the week of February 5th, 2024, LACMTA conducted oral presentations with all the proposers to evaluate the proposer's degree of skill and experience of the proposed staff and technical expertise as well as understanding their approach to project implementation.

From February 26th to February 28th, 2024, LACMTA conducted negotiations with each proposers to discuss proposers' commercial exceptions and relative strengths and weaknesses of each proposal based on the initial scoring. Subsequently, LACMTA issued a Best and Final Offer (BAFO) request on February 29, 2024 to all proposers in the competitive range. BAFO proposals were received on March 11, 2024, and the PET conducted its final evaluation with the scoring distribution shown in the table below.

Qualifications Summary of Firms within the Competitive Range

AtkinsRealis USA, Inc

AtkinsRealis USA, Inc was founded in 1960 and provides world leading engineering, design, and project management services across sectors which include rail and transit, ports, airports, highways, and power. AtkinsRealis has over 37,000 employees worldwide with offices in over 160 countries, including Los Angeles. AtkinsRealis U.S. Rail & Transit Group consists of over 100 professionals that has been servicing the U.S. market for over 35 years. AtkinsRealis clients in the United States include municipals such as Orange County Transportation Authority (OCTA), Maryland Transit Administration (MTA), Los Angeles County Metropolitan Transportation Authority (LACMTA) and the cities of Kansas and Omaha. AtkinsRealis has provided satisfactory services for LACMTA for Systems Engineering Support Services Systems, Engineering Support Services including Conceptual, Preliminary and Final Design support for the East San Fernando Valley (ESFV) project and West Santa Ana Branch (WSAB) project and design services during construction for the Crenshaw Transit project.

Hatch Associates Consultants, Inc

Hatch (previously known as LTK Engineering Services, Inc.) was founded in 1921 and is headquartered in Pittsburgh, Pennsylvania. Hatch has a local office in Los Angeles and specializes in rail systems engineering, maintenance facilities, signals and communications, traction electrification and fare collection. Hatch clients include Sound Transit, Charlotte Area Transit System (CATS), Dallas Area Transit System (DART), Denver Regional Transit District (RTD) and Massachusetts Bay Transportation Authority (MBTA) as well as LACMTA. Hatch has served LACMTA in the procurement of new HR5000 Heavy Rail Vehicle, and the rail vehicle overhaul campaigns for P3010 Light Rail Vehicles and P2550 Light Rail Vehicle. Hatch is also among the firms in LACMTA's current rail vehicle consultant support bench contract. Hatch has provided satisfactory rail vehicle and systems engineering services to LACMTA.

Ricardo, Inc

Ricardo PLC was founded in 1915 and Ricardo, Inc.'s US office is headquartered in the state of Michigan. Ricardo Inc. provides engineering services for rail and transit projects. Ricardo's global clients includes Nederlandse Spoorwegen (Netherlands) and Transport for New South Wales (Australia). This is Ricardo's first opportunity to provide consultant services for the purchase of new light rail vehicles to LACMTA.

The final evaluation scoring is tabulated as follows:

	Evaluation Criteria	Weight Factor	AtkinsRealis		Hatch		Ricardo	
			Average Score	Weighted Score	Average Score	Weighted Score	Average Score	Weighted Score
1	Team's Degree of Skill and Experience	30	77.5	23.3	87.5	26.3	61.9	18.6
2	Cost Proposal	30	n.a	22.5	n.a	21.7	n.a	30.0
3	Staff Quality and Technical Expertise	20	72.5	14.5	86.3	17.3	62.5	12.5
4	Understanding of Work and Appropriateness of Approach and Implementation	20	76.3	15.3	91.9	18.4	62.5	12.5
	Total Weighted Score			75.6		83.7		73.6
	Rank			2		1		3

All three (3) proposers were found to be responsive and met the Disadvantaged Business Enterprise (DBE) commitment of twenty (20%) of the total contract price.

C. Price Analysis

In accordance with LACMTA's Acquisition Policy and Procedures for a competitive acquisition, a price analysis is required. Therefore, staff performed a Price Analysis in compliance with LACMTA's Acquisition Policy for competitive acquisitions. The Price Analysis consisted of a comparison of the proposed prices and the Independent Cost Estimate (ICE).

The price negotiations that were conducted with each proposer resulted in BAFO pricing reductions from two (2) of the three (3) proposers, including the highest technically-rated proposer, Hatch. The recommended proposal price from Hatch of \$1,254,209.82 is 4.9% higher than the ICE and is considered within a reasonable range of the ICE. The negotiated price from Hatch is determined to be fair and reasonable based upon the price analysis, technical evaluation and negotiations.

Item	LACMTA ICE	AtkinsRealis	Hatch	Ricardo
Price Proposal	\$1,195,701.60	\$1,231,439.92	\$1,333,434.90	\$905,596.02

Negotiated amount	\$1,195,701.60	\$1,208,351.07	\$1,254,209.82	\$905,810.24
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D. Background on Recommended Contractor

The recommended firm, Hatch Associates Consultants, Inc., is a leader in providing consultant support services to the infrastructure, energy and mining and metals sectors. Hatch engineering expertise include areas such as rail vehicle engineering, rail systems engineering, revenue systems and technology, zero-emissions transportation, operations planning and simulations, systems assurance, intercity and high-speed rail, rail corridor development and transit advisory services. Hatch has offices in 27 cities across the U.S. Hatch's most recent rail vehicle support services Contracts include consulting services for LACMTA's P3010 New LRV procurement and the HR4000 & HR5000 New Heavy Rail Vehicle procurements, and P2550 Light Rail Vehicle Overhaul campaign.