

## PROCUREMENT SUMMARY

METRO GREEN LINE FIBER OPTIC CABLE FOR EMERGENCY TRIP  
SYSTEM/OP45636000

1.	<b>Contract Number:</b> OP45636000	
2.	<b>Recommended Vendor:</b> JM Fiber Optics, 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> August 16, 2017	
	<b>B. Advertised/Publicized:</b> August 17, 2017	
	<b>C. Pre-Proposal Conference:</b> August 23, 2017	
	<b>D. Proposals Due:</b> September 19, 2017	
	<b>E. Pre-Qualification Completed:</b> December 6, 2017	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> November 9, 2017	
	<b>G. Protest Period End Date:</b> February 19, 2018	
5.	<b>Solicitations Picked up/Downloaded:</b> 23	<b>Bids/Proposals Received:</b> 2
6.	<b>Contract Administrator:</b> Victor Zepeda	<b>Telephone Number:</b> (213) 922-1458
7.	<b>Project Manager:</b> Kelvin Zan	<b>Telephone Number:</b> (213) 617-6264

**A. Procurement Background**

This Board Action is to approve Contract No. OP45636000 for the furnishing and installation of fiber optic cables on Metro's Green Line Stations. Board approval of contract awards are subject to resolution of any properly submitted protest.

The RFP No. OP45636 was issued in accordance with Metro's Acquisition Policy and the contract type is a firm fixed price.

The period of performance is two years from March 2018 to February 2020.

A Pre-Proposal Conference was held August 23, 2017, with nine attendees representing seven companies.

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

- Amendment No. 1, issued on 8/17/17, clarified drawings on Appendix A;
- Amendment No. 2, issued on 8/22/17, clarified Green Line Station information;
- Amendment No. 3, issued on 8/25/17, clarified the Statement of Work, deleted a submittal form and extended the due date;
- Amendment No. 4, issued on 8/25/17, approved a product substitution;
- Amendment No. 5, issued on 9/5/17, extended the due date;

- Amendment No. 6, issued on 9/8/17, clarified the Statement of Work and extended the due date;
- Amendment No. 7, issued on 9/11/17, revised Schedule of Quantities and Prices; and
- Amendment No. 8, issued on 9/14/17, provided Product Information Sheet for an approved fiber optic substitution.

On September 19, 2017, Metro received two proposals as follows, in alphabetical order:

1. Birdi & Associates, Inc.
2. JM Fiber Optics, Inc.

## **B. Evaluation of Proposals**

A Proposal Evaluation Team (PET) consisting of staff from Wayside Systems, Maintenance of Way, and Systems Safety was convened and conducted a comprehensive technical evaluation of the proposals received.

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

- |   |           |
|---|-----------|
| • (Product) Minimum Qualifications            | Pass/Fail |
| • Degree of the Prime's Skills and Experience | 20 Points |
| • Proposer's Team Experience                  | 25 Points |
| • Effectiveness of Execution Plan             | 20 Points |
| • Cost Proposal                               | 35 Points |

The evaluation criteria are appropriate and consistent with criteria developed for other, similar furnish and install procurements.

Of the two proposals received, both firms passed the minimum qualifications and were determined to be within the competitive range.

During the week of November 6, 2017, the PET met and interviewed the firms. The firms' project managers and key team members had an opportunity to present each team's qualifications and respond to the PET's questions. In general, each team's presentation addressed the requirements of the RFP, experience with all aspects of the required tasks, and stressed each firm's commitment to the success of the project. Also highlighted were staffing plans, work plans, and perceived project challenges. At the conclusion of interviews, each firm was requested to submit a Best and Final Offer (BAFO).

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

**Birdi & Associates, Inc.**

Birdi & Associates, Inc. (Birdi) is a Metro-certified SBE firm based out of Pasadena, CA that provides engineering consulting and contracting services. Birdi has experience providing and installing fiber optic cable for several public agencies including Metro. Birdi has performed satisfactorily for Metro.

**JM Fiber Optics, Inc.**

JM Fiber Optics (JM) is a Metro-certified SBE firm based out of Chino, CA. JM has been providing fiber optic and wireless product systems since 1992. JM has satisfactorily completed several similar projects for Metro.

The following is a summary of the PET’s evaluation scores:

<b>1</b>	<b>Firm</b>	<b>Average Score</b>	<b>Factor Weight</b>	<b>Weighted Average Score</b>	<b>Rank</b>
<b>2</b>	<b>JM Fiber Optic, Inc.</b>				
<b>3</b>	(Product) Minimum Qualifications	Pass		Pass	
<b>4</b>	Degree of the Prime Skills/Experience	82.50	20.00%	16.50	
<b>5</b>	Proposer Team Experience	80.80	25.00%	20.20	
<b>6</b>	Effectiveness of Execution Plan	76.65	20.00%	15.33	
<b>7</b>	Cost	100.00	35.00%	35.00	
<b>8</b>	<b>Total</b>		<b>100.00%</b>	<b>87.03</b>	<b>1</b>
<b>9</b>	<b>Birdi &amp; Associates, Inc.</b>				
<b>10</b>	(Product) Minimum Qualifications	Pass		Pass	
<b>11</b>	Degree of the Prime Skills/Experience	80.85	20.00%	16.17	
<b>12</b>	Proposer Team Experience	85.20	25.00%	21.30	
<b>13</b>	Effectiveness of Execution Plan	80.50	20.00%	16.10	
<b>14</b>	Cost	86.57	35.00%	30.30	
<b>15</b>	<b>Total</b>		<b>100.00%</b>	<b>83.87</b>	<b>2</b>

**C. Cost/Price Analysis**

The recommended price has been determined to be fair and reasonable based upon adequate competition, a comparison with Metro’s independent cost estimate, and technical evaluation by the Project Management Team.

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>BAFO Amount</b>
1.	JM Fiber Optic, Inc.	\$2,767,890	\$2,352,250	\$2,767,890
2.	Birdi & Associates, Inc.	\$3,208,811		\$3,197,725

The PET determined that when considering price and non-price factors, JM’s proposal provides the Best Value and is most advantageous to Metro.

**D. Background on Recommended Contractor**

The recommended firm, JM Fiber Optics, Inc. (JM), located in Chino, CA, has been in business for 26 years in the field of providing and installing fiber optics.

JM has completed several projects for Metro since 2014, two of which are similar in complexity and size. JM is proposing for this project a 20-year veteran in fiber optic systems as its Project Manager. In addition, JM proposed the lowest price to complete the services required.

JM also proposed an SBE subcontractor, Global Electric, to perform cabling installation.