

PROCUREMENT SUMMARY

ELECTRIC VEHICLE CHARGING STATIONS- OPERATION AND MAINTENANCE/OP127536000

1.	Contract Number: OP127536000	
2.	Recommended Vendor: Axxera, 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: 03/17/2025	
	B. Advertised/Publicized: 03/17/2025	
	C. Pre-Proposal Conference: 03/28/2025	
	D. Proposals Due: 07/11/2025	
	E. Pre-Qualification Completed: 01/23/ 2026	
	F. Ethics Declaration Forms submitted to Ethics: 07/21/2025	
	G. Protest Period End Date: 04/21/2026	
5.	Solicitations Downloaded: 86	Bids/Proposals Received: 5
6.	Contract Administrator: Crystal Larios	Telephone Number: (213) 922-2413
7.	Project Manager: Uduak-Joe Ntuk	Telephone Number: (213) 922-4197

A. Procurement Background

This Board Action is to approve Contract No. OP127536000 to operate and maintain existing and future Metro electric vehicle charging stations. Board approval of contract awards is subject to the resolution of any properly submitted protest(s), if any.

Request for Proposals (RFP) No. OP127536 was issued in accordance with Metro’s Acquisition Policy and the contract type is a firm fixed unit price.

This RFP was issued under the Medium Sized Business Enterprise I (MSZ-I) Program which requires that bidders must be MSZ-I firms, Metro Certified Small Business Enterprises (SBE), Disadvantaged Business Enterprises (DBE), or Disabled Veterans Business Enterprises (DVBE) to be eligible to participate in this solicitation. Bidders were also required to meet or exceed the recommended SBE goal of 30% and a DVBE goal of 3%.

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

- Amendment No. 1, issued on March 20, 2025, revised the scope of services and the schedule of quantities and prices.
- Amendment No. 2, issued on April 1, 2025, updated the contract administrator assigned to the RFP.
- Amendment No. 3, issued on April 15, 2025, revised the critical dates and the proposal letter exhibit.
- Amendment No. 4, issued on May 1, 2025, extended the proposal due date.

- Amendment No. 5, issued on May 16, 2025, extended the proposal due date, updated the contract administrator assigned to the RFP, and revised the submittal requirements, schedule of quantities and prices, evaluation criteria, and scope of services.
- Amendment No. 6, issued on May 22, 2025, clarified the DEOD program requirements.
- Amendment No. 7, issued on May 30, 2025, extended the proposal due date.
- Amendment No. 8, issued on June 20, 2025, extended the proposal due date.

A total of 86 firms downloaded the RFP and were included in the planholders' list. A virtual pre-proposal conference was held on March 28, 2025, and was attended by 13 participants representing 10 firms. There were 25 questions received for this RFP and responses were provided prior to the proposal due date.

A total of five proposals were received by the due date of July 11, 2025, and are listed below in alphabetical order:

1. Axxera, Inc.
2. Chargie LLC.
3. Epic Charging
4. GreenWealth Energy Solutions, Inc. & SWITCH Energy Inc. (Joint Venture)
5. OP Connect

B. Evaluation of Proposals

A diverse Proposal Evaluation Team (PET) consisting of staff from the Sustainability Policy, Customer Experience, Office of Strategic Innovation, and Bus Maintenance departments were convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals received were forwarded to the Pre-Qualification Office to determine eligibility with the MSZ-I program requirements. All proposers were deemed responsive to the MSZ-I requirement.

The RFP required that all proposals first be evaluated on the minimum qualifications on a pass/fail basis. Any proposer that received a single rating of "fail" for any of the minimum qualifications would be eliminated from further consideration.

The minimum qualifications were as follows:

1. Proposer shall demonstrate that they have a minimum of five (5) years of experience with administering, operating, and maintaining networks of installed Level 2 and Level 3 (Direct Current Fast Charging) Electric Vehicle Charging Stations (EVCS), with at least one of those networks comprising a minimum of 100 EVCS.

2. Proposer shall demonstrate a minimum of five (5) years of experience working within the State of California and operating EVCS networks in compliance with pertinent State regulations.
3. Proposer shall demonstrate a minimum of five (5) years administering a 24-hour customer service system for a network of EVCS stations and providing customer support to EVCS users.
4. Proposer shall demonstrate knowledge and experience with the Open Charge Point Protocol (OCPP) and maintaining stations and a network in compliance with the OCPP.

Two proposers met the minimum qualifications requirements and were further evaluated according to the following evaluation criteria:

- Qualifications of the Prime's Experience and Skills 30 percent
- Capability to Provide Ongoing Services 35 percent
- Capability to Transition and Implement Services 20 percent
- Price Proposal 15 percent
- Local Small Business Enterprise Preference Program 5 Percent

The evaluation criteria are appropriate and consistent with criteria developed for other, similar RFP's. Several factors were considered when developing these weights, giving the greatest importance to capability to provide ongoing services.

Both proposers who met the minimum qualifications were determined to be within the competitive range. The firms within the competitive range are listed below:

1. Axxera, Inc.
2. GreenWealth Energy Solutions, Inc. &SWTCH (JV)

During the week of November 12, 2025 the evaluation committee met with the firms in the competitive range for a presentation and interview. 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 the 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 issues. The team was asked questions relative to the firm's proposed alternatives and previous experience.

Upon DEOD review, GreenWealth Energy Solutions, Inc.& SWTCH (JV), was found to not have met the DVBE requirements established for this solicitation and were therefore determined to be non-responsive and ineligible for contract award.

At the conclusion of the evaluation, the PET members determined that Axxera, Inc., met the requirement of the RFP and was technically qualified to perform the work.

The following is a summary of the PET scores for the eligible proposer:

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Axxera, Inc.				
3	Qualifications of the Prime's Experience and Skills	89.50	30.00%	26.85	
4	Capability to Provide Ongoing Services	91.29	35.00%	31.95	
5	Capability to Transition and Implement Services	85.50	20.00%	17.10	
6	Cost Proposal	100.00	15.00%	15.00	
7	Local Small Business Enterprise Preference Program	0.00	5.00%	0.00	
8	Total		105.00%	90.90	1

C. Cost/Price Analysis

The recommended price has been determined to be fair and reasonable based upon the Independent Cost Estimate (ICE), cost analysis, fact finding, and technical evaluation.

The ICE is \$14,726,125 higher than the proposal amount. The primary reason for this large variance is due to Metro's assumption that the rates proposed for the current contract, when it was awarded in 2018, were significantly below other bidders and did not include an escalation factor over the years. To compensate for this, the ICE preparers assumed higher estimated monthly costs per charger and escalated by an annual 6%. Results of the proposals revealed these estimates were much higher than market costs and projected escalations. Although the estimates proved to be higher than actual market pricing, the competitive solicitation resulted in proposals that provide the required services at a significantly lower cost than anticipated. Because of this, it is in Metro's best interest to proceed with the award and realize the benefits and cost savings achieved through this solicitation.

	Proposer Name	Proposal Amount	Metro ICE	Negotiated amount
1.	Axxera, Inc.	\$4,389,210	\$19,115,335	\$4,389,210

D. Background on Recommended Contractor

The recommended firm, Axxera, Inc. located in Irvine, CA has been in business for over 17 years and is one of the leaders in the field of EV Charging, software integration, and operations support. Axxera, Inc's clients include LA Metro, Zum, LUX Costa Mesa, UCLA Health, and USC Keck Medical Center. Axxera, Inc. has provided services for Metro and performance has been satisfactory.