

## PROCUREMENT SUMMARY

GLASS ANTI-GRAFFITI FILM MAINTENANCE AND REPLACEMENT SERVICES /  
OP1246400003367, OP1246420003367, OP1246430003367, OP1246440003367

1.	<b>Contract Number:</b> A: OP1246400003367 B: OP1246420003367 C: OP1246430003367 D: OP1246440003367	
2.	<b>Recommended Vendor:</b> A: Graffiti Shield, Inc. (Region 1) B: Graffiti Shield, Inc. (Region 2) C: XInt Tint of Anaheim, Inc. (Region 3) D: XInt Tint of Anaheim, Inc. (Region 4)	
3.	<b>Type of Procurement (check one):</b> <input type="checkbox"/> RFP <input checked="" type="checkbox"/> IFB <input type="checkbox"/> IFB-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> November 15, 2018	
	B. <b>Advertised/Publicized:</b> November 19, 2018	
	C. <b>Pre-Proposal/Pre-Bid Conference:</b> December 4, 2018	
	D. <b>Proposals/Bids Due:</b> January 10, 2019	
	E. <b>Pre-Qualification Completed:</b> February 1, 2019	
	F. <b>Conflict of Interest Form Submitted to Ethics:</b> January 17, 2019	
	G. <b>Protest Period End Date:</b> February 15, 2019	
5.	<b>Solicitations Picked up/Downloaded:</b> 24	<b>Bids Received:</b> Region 1: 3 bids Region 2: 3 bids Region 3: 3 bids Region 4: 3 bids
6.	<b>Contract Administrator:</b> Rommel Hilario	<b>Telephone Number:</b> (213) 922-4654
7.	<b>Project Manager:</b> Maral Minasian	<b>Telephone Number:</b> (213) 922-6762

**A. Procurement Background**

This Board Action is to approve contract awards to two Small Business Enterprise (SBE) firms, XInt Tint of Anaheim, Inc. and Graffiti Shield, Inc. to provide anti-graffiti film maintenance, installation and replacement services for four regions to protect the glass surfaces system-wide as outlined in Invitation for Bid (IFB) No. OP57985, effective June 1, 2019. Board approval of contract awards are subject to resolution of any properly submitted protest(s).

Prior to the release of IFB No. OP57985, an informational meeting was held at Metro Headquarters on November 1, 2018, to share details and timelines for the upcoming procurement, and also provide an opportunity to potential bidders on how Metro would be replacing the existing system-wide service area with four new geographical regions. This action was intended to expand opportunities for small business participation while maintaining service efficiency and continuity. A total of 12 participants representing 8 firms were present at the meeting.

On November 15, 2018, IFB No. OP57985 was issued as a competitive procurement in accordance with Metro's Acquisition Policy. The proposed contract types are firm fixed unit rates.

One amendment was issued during the solicitation phase of this IFB:

- Amendment No. 1, issued on December 5, 2018, provided pre-bid conference material including sign-in sheets, planholder's list, and prevailing wage information.

A pre-bid conference was held on December 4, 2018 and was attended by six participants representing five firms.

## **B. Evaluation of Bids**

This procurement was conducted in accordance, and complies with Metro's Acquisition Policy for a competitive sealed bid. As detailed in the IFB requirements, bidders were allowed to submit bid packages for a maximum of three geographical regions. Each geographical region was assigned a 10% goal, inclusive of a 7% Small Business Enterprise (SBE) goal and a 3% Disabled Veteran Business Enterprise (DVBE) goal.

The following are the bids received by Regions:

### **REGION #1**

1. Graffiti Shield, Inc.
2. Solar Art
3. XInt Tint of Anaheim, Inc.

### **REGION #2**

1. Graffiti Shield, Inc.
2. Outdoor Service Providers
3. Solar Art

### **REGION #3**

1. Outdoor Service Providers
2. Solar Art
3. XInt Tint of Anaheim, Inc.

### **REGION #4**

1. Graffiti Shield
2. Outdoor Service Providers
3. XInt Tint of Anaheim, Inc.

### C. Cost/Price Analysis

The bids from Graffiti Shield, Inc. and XInt Tint of Anaheim, Inc., both certified Small Business Enterprise firms, were determined to be the lowest, responsive bids for Regions 1 through 4.

#### **REGION #1**

The bid from Graffiti Shield, Inc., in the amount of \$3,045,871, has been determined to be fair and reasonable based upon adequate competition, comparison with Metro's independent cost estimate, and technical evaluation by the Program Manager.

<b>BIDDER</b>	<b>AMOUNT</b>	<b>METRO ICE</b>	<b>AWARD AMOUNT</b>
Graffiti Shield, Inc.	\$3,045,871	\$3,431,000	\$3,045,871
XInt Tint of Anaheim, Inc.	\$3,149,929		
Solar Art	\$3,539,996		

#### **REGION #2**

The bid from Graffiti Shield, Inc., in the amount of \$3,524,512, has been determined to be fair and reasonable based upon adequate competition, comparison with Metro's independent cost estimate, and technical evaluation by the Program Manager.

<b>BIDDER</b>	<b>AMOUNT</b>	<b>METRO ICE</b>	<b>AWARD AMOUNT</b>
Graffiti Shield, Inc.	\$3,524,512	\$3,840,400	\$3,524,512
Solar Art	\$4,278,896		
Outdoor Service Providers	\$7,846,900		

#### **REGION #3**

The bid from XInt Tint of Anaheim, Inc., in the amount of \$3,549,832, has been determined to be fair and reasonable based upon adequate competition, comparison with Metro's independent cost estimate, and technical evaluation by the Program Manager.

BIDDER	AMOUNT	METRO ICE	AWARD AMOUNT
XInt Tint of Anaheim, Inc.	\$3,549,832	\$3,713,200	\$3,549,832
Solar Art	\$4,139,068		
Outdoor Service Providers	\$7,210,804		

**REGION #4**

The bid from XInt Tint of Anaheim, Inc., in the amount of \$7,177,237, has been determined to be fair and reasonable based upon adequate competition, comparison with Metro’s independent cost estimate, and technical evaluation by the Program Manager.

BIDDER	AMOUNT	METRO ICE	AWARD AMOUNT
XInt Tint of Anaheim, Inc.	\$7,177,237	\$8,442,500	\$7,177,237
Graffiti Shield	\$7,374,728		
Outdoor Service Providers	\$9,500,909		

**D. Background on Recommended Contractor**

**Graffiti Shield, Inc.**

Graffiti Shield, Inc., located in Anaheim, California, manufactures surface protection products for glass, metal, and solid surfaces. The firm specializes in precut anti-graffiti films for public and private spaces. Graffiti Shield was founded in early 2013, and has experience manufacturing and installing protective films. Graffiti Shield is the incumbent for the existing contract for stainless steel anti-graffiti film installation and replacement services and has performed satisfactorily.

**XInt Tint of Anaheim, Inc.**

XInt Tint of Anaheim, Inc. was founded in 1988 as a solar control film company that primarily focused on automotive and residential installations, and commercial applications for the installation of a variety of window films. XInt Tint started focusing their efforts on medium to large installation projects in Southern California. Currently, XInt Tint is the incumbent for the existing contract for glass anti-graffiti film replacement and installation services and has performed satisfactorily.