

PROCUREMENT SUMMARY

PEST AND BIRD CONTROL SERVICES / OP48505(2)0008370

1.	Contract Number: OP48505(2)0008370	
2.	Recommended Vendor: CDS Services, Inc. DBA, Legion Pest	
3.	Type of Procurement (check one) : <input checked="" type="checkbox"/> IFB <input type="checkbox"/> RFIQ <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: July 26, 2024	
	B. Advertised/Publicized: July 26, 2024	
	C. Pre-Bid Conference: August 6, 2024	
	D. Bids Due: September 4, 2024	
	E. Pre-Qualification Completed: January 24, 2025	
	F. Ethics Declaration Forms submitted to Ethics: August 13, 2024	
	G. Protest Period End Date: March 6, 2025	
5.	Solicitations Picked up/Downloaded: 16	Bids Received: 3
6.	Contract Administrator: Ana Rodriguez	Telephone Number: (213) 922-2790
7.	Project Manager: Ruben Cardenas	Telephone Number: (213) 922- 5932

A. Procurement Background

This Board Action is to approve the award of Contract No. OP48505(2)0008370 to support pest and bird control services throughout Los Angeles County. Board approval of contract award is subject to the resolution of any properly submitted protest(s), if any.

On May 5, 2023, Invitation for Bids (IFB) No. OP48505 was issued as a competitive sealed bid procurement in accordance with Metro's Acquisition Policy and the contract type is firm fixed unit rate. This IFB was issued under the Medium Sized Business Enterprise I Program (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 10% and a DVBE goal of 3%. On May 21, 2024, Metro rejected all bids and informed bidders that IFB No. OP48505 was cancelled and would be resolicited.

On July 26, 2024, the solicitation was re-issued as IFB No. OP48505(2) and was issued as a competitive sealed bid procurement in accordance with Metro's Acquisition Policy and the contract type is firm fixed unit rate. This IFB was issued under the Medium Sized Business Enterprise I Program (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 10% and a DVBE goal of 3%.

Two (2) amendments were issued during the solicitation phase of this IFB:

- Amendment No. 1, issued on August 20, 2024, amended DEOD Instructions to Bidders/Proposers and updated amended section SP-18 Living Wage/Service Contract Worker Retention Policy of the sample contract
- Amendment No. 2, issued on August 26, 2024, amended Exhibit 2, Schedule of Quantities and Prices and extended the bid due date to September 4, 2024.

A virtual pre-bid conference was held on August 6, 2024, with five firms in attendance and ten attendees.

Sixteen firms downloaded the IFB and were included on Metro's planholders' list. Four questions were received, and responses were released prior to the bid due date.

A total of three bids were received by the due date of September 4, 2024, and are listed below in alphabetical order:

1. CDS Services, Inc.
2. Loison, Inc. DBA A1 Watkins Pest and Termite Control (Loison Inc.)
3. Stafford Environmental Services, Inc.

B. Evaluation of bids

On September 4, 2024, the bids received were forwarded to the Pre-Qualification Office to determine eligibility to MSZ-I program requirements. All three bidders were deemed responsive to the MSZ-I requirement.

Stafford Environmental Services, Inc., was determined to be non-responsive to the SBE/DVBE goal.

The recommended firm, CDS Services Inc., was the apparent lowest bidder, and its bid was evaluated to determine responsiveness to the solicitation requirements. Areas of responsiveness included meeting the minimum qualifications, such as years of experience providing pest and bird control services, possession of required licenses to perform the services, and having access to the necessary equipment required to perform the services.

C. Price Analysis

The award amount has been determined to be fair and reasonable based on an award to the lowest responsive, responsible bidder, adequate competition, price analysis, and technical analysis. The recommended award amount of \$4,813,060 is 42.09% lower than the Independent Cost Estimate (ICE) due to differences in the method of calculation for pest control services for rail cars and Union Station Headquarters and the competitiveness of the solicitation leading to lower-than-expected service rates. The recommended bidder proposed to absorb the additional monthly costs for each rail car location within the overall systemwide monthly cost. Conversely, the ICE assumed a firm fixed unit rate per rail car, per location, as is the case with the existing contract. Additionally, the service rates for pest and bird control are between 14% and 20% lower than the ones used by the ICE that were based on existing contract rates.

	Bidder Name	Bid Amount	Metro ICE	Award Amount
1.	CDS Services, Inc.	\$4,813,060	\$8,311,668	\$4,813,060
2.	Loisun, Inc.	\$5,900,899		
3.	Stafford Environmental Services	\$8,669,464		

D. Background on Recommended Contractor

The recommended firm, CDS Services Inc., established in 2013 is located in Murrieta, California. It specializes in developing custom Integrated Pest Management (IPM) and Bird Management Plans. IPM is a specialized pest control program that is an effective and environmentally responsible approach to pest management services. CDS Services has accounts in the Greater Los Angeles, Orlando, New York, Fresno, Rocky Mountain Veterans Affairs Medical Centers, and military bases.