

PROCUREMENT SUMMARY

EXECUTIVE STRATEGIC ADVISORY SERVICES
PS131207000D1/ PS131207001D2

1.	Contract Number: PS131207000D1 (Discipline 1 - Strategic Advisory Services) PS131207001D2 (Discipline 2 - Mega Events Advisory Services)	
2.	Recommended Vendor: WSP USA Inc. (Discipline 1 and 2)	
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: April 17, 2025	
	B. Advertised/Publicized: April 17, 2025	
	C. Pre-Proposal Conference: April 28, 2025	
	D. Proposals Due: June 2, 2025	
	E. Pre-Qualification Completed: November 3, 2025	
	F. Ethics Declaration Forms submitted to Ethics: June 9, 2025	
	G. Protest Period End Date: January 20, 2026	
5.	Solicitations Downloaded: 110	Bids/Proposals Received: 10 (Discipline 1) 5 (Discipline 2)
6.	Contract Administrator: Annie Duong	Telephone Number: (213) 418-3048
7.	Project Manager: Elba Higueros	Telephone Number: (213) 922-6820

A. Procurement Background

This Board Action is to approve Contract Nos. PS131207000D1 (Discipline 1) and PS131207001D2 (Discipline 2) issued to provide on-call strategic and mega events advisory services to Metro's Office of the Chief Executive Officer (OCEO) on critical areas that influence the future of transportation in Los Angeles County. Board approval of contract awards is subject to the resolution of any properly submitted protest(s), if any.

On April 17, 2025, Request for Proposals (RFP) No. PS131207 was issued as a competitive procurement in accordance with Metro's Acquisition Policy, and the contract type is a firm fixed unit rate. The Diversity and Economic Opportunity Department (DEOD) established a Small Business Enterprise (SBE) goal of 8%. It was also subject to the Local Small Business Enterprise Preference Program, which awards a bonus of 5 preference points for utilization of local small business firms.

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

- Amendment No. 1, issued on May 9, 2025, extended the RFP proposal due date from May 19, 2025 to June 2, 2025;
- Amendment No. 2, issued on May 12, 2025, revised Exhibit 2 – Rate Sheet to update the list of required labor classifications;
- Amendment No. 3, issued on May 15, 2025, updated submittal instructions and required DEOD forms; and
- Amendment No. 4, issued on May 27, 2025, clarified the contract type in the LOI-01 Notice of Invitation.

A total of 110 downloads of the RFP were included in the planholders' list. A virtual pre-proposal conference was held on April 28, 2025, and was attended by 30 participants representing 15 firms. There were 63 questions received, and responses were issued prior to the proposal due date.

A total of 15 proposals were received by the proposal due date of June 2, 2025, and are listed below in alphabetical order by discipline:

Discipline 1 (Strategic Advisory Services)

1. Alvarez & Marsal Public Sector Services LLC
2. Arup US, Inc.
3. The Boston Consulting Group, Inc.
4. CohnReznick Advisory LLC
5. Deloitte Consulting LLP
6. Guidehouse Inc.
7. Hotep Consulting LLC
8. InfraStrategies, LLC
9. McKinsey & Company, Inc. Washington, D.C.
10. WSP USA Inc.

Discipline 2 (Mega Events Advisory Services)

1. Arup US, Inc.
2. The Boston Consulting Group, Inc.
3. Deloitte Consulting LLP
4. Hotep Consulting LLC
5. WSP USA Inc.

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from the Office of the Chief of Staff, Chief People Office, and Government Relations Department, was convened and conducted a comprehensive technical evaluation of the proposals received for Discipline 1 – Strategic Advisory Services and Discipline 2 – Mega Events Advisory Services.

Of the 15 proposals received, both proposals submitted by Hotep Consulting LLC (Hotep) were deemed non-responsive by DEOD for failing to meet the SBE goal requirement. Hence, Hotep was excluded from further evaluation.

From June 16, 2025, through October 20, 2025, the PET independently evaluated the remaining 13 proposals based on the following evaluation criteria:

• Skills and Experience of the Team	45%
• Approach and Expertise	40%
• Price	15%
• Local Small Business Enterprise (LSBE) Preference Program	5%

Several factors were considered in developing these weights, giving the greatest importance to skills and experience of the team.

Of the 13 remaining proposals, five were determined to be outside the competitive range and were excluded from further consideration.

The eight firms within the competitive range are listed below by discipline in alphabetical order:

Discipline 1 (Strategic Advisory Services)

1. CohnReznick Advisory LLC
2. Deloitte Consulting LLP
3. Guidehouse Inc.
4. InfraStrategies, LLC
5. McKinsey & Company, Inc. Washington, D.C.
6. WSP USA Inc.

Discipline 2 (Mega Events Advisory Services)

1. Deloitte Consulting LLP
2. WSP USA Inc.

At the conclusion of the evaluation, the PET determined WSP USA Inc. to be the top-ranked firm for Disciplines 1 and 2.

Qualification Summary of Firms within the Competitive Range:

Discipline 1: Strategic Advisory Services

WSP USA Inc.

WSP USA Inc. (WSP) is an engineering and professional services consulting firm specializing in executive-level strategic advisory services, with a focus on finance, policy, and organizational solutions. WSP provides advocacy services and strategic guidance to transportation agencies, including a long-standing partnership with Metro.

WSP's proposed team consists of senior public-sector staff with direct experience at all levels from executive collaboration to board governance. The team offers technical expertise in management consulting, planning, design, and engineering, as well as project delivery, construction management, and operations and maintenance.

WSP has worked with the California Department of Transportation (Caltrans), the Federal Transit Administration (FTA), Metro, as well as various agencies and councils throughout the Los Angeles area on a wide range of transportation planning and engineering projects. As a strategic advisor, WSP has played a key role in developing its strategy for delivering transportation for the 2028 Olympic and Paralympic Games and in securing funding.

Deloitte Consulting LLP

Deloitte Consulting LLP (Deloitte) provides executive-level strategy and technology transformation services to Fortune 500 companies and public sector agencies at the federal, state, and local levels.

Deloitte has completed projects for the San Diego Association of Governments (SANDAG), the North County Transit District (NCTD), the Metropolitan Transportation Commission

(MTC), the Port of Long Beach, Los Angeles World Airports (LAWA), the Santa Clara Valley Transport Authority (VTA), and the Golden Gate Bridge Highway and Transportation District.

InfraStrategies, LLC

InfraStrategies, LLC (InfraStrategies) is a strategic advisory firm focused on transportation infrastructure, funding, and organizational policy. The firm provides executive-level support to public agencies nationwide to advance project delivery and organizational priorities.

Major transit agency clients include the Dallas Area Rapid Transit, Bay Area Rapid Transit, SamTrans, Chicago Transit Authority, and Metrolink, alongside city and state departments of transportation (Caltrans and Southern California Association of Governments).

Guidehouse Inc.

Guidehouse Inc. (Guidehouse) is a consulting firm providing management, technology, and risk consulting services to public and commercial sectors. The services include strategic planning, compliance and reporting, equity and sustainability assessments, and safety and security initiatives.

Guidehouse has worked with transportation agencies including FTA, Seattle Sound Transit, Amtrak, New York Metropolitan Transportation Authority, and the Washington Metropolitan Area Transit Authority. Guidehouse also led long-term strategic transformations for Tri-County Metropolitan Transportation District of Oregon (TriMet) and New Jersey Transit where they managed the long-term transition strategy for zero-emission bus fleets.

McKinsey & Company, Inc. Washington, D.C. (McKinsey & Company)

McKinsey & Company is a management consulting firm that advises senior executives on strategy and operations across public and regulated sectors. The firm utilizes proprietary analytical tools to accelerate the development of long-term transit strategies.

McKinsey & Company has served California state agencies, departments, local governments, and universities, including: California Health and Human Services, Office of Technology and Solutions Integration, University of California Irvine Health, California Department of Health Care Services, California Department of Health Services, Bay Area Rapid Transit, San Francisco County Transportation Authority, Los Angeles World Airports, Department of Motor Vehicles, and Metro.

CohnReznick Advisory LLC

CohnReznick Advisory LLC (CohnReznick) is an advisory, assurance, and tax firm with experience supporting major capital infrastructure programs specializing in the finance and management of large-scale infrastructure and community development. CohnReznick provides financial oversight and compliance monitoring for high-value governmental projects. Its capabilities include strategic planning, procurement support, risk management, and grant administration.

CohnReznick has provided strategic advisory and advocacy services for the Washington Union Station Expansion project, Gateway Development Commission, Hudson Tunnel Project, the California High Speed Rail Authority, Diridon International Stations, Bay Area Rapid Transit, Southeast Gateway Light Rail System, Airport Metro Connector project, and the Zero-Emission Buses Procurement Program.

Discipline 2: Mega Events Advisory Services

WSP USA Inc.

WSP USA Inc. (WSP) specializes in executive-level strategic advisory services, focusing on finance, policy, and organizational solutions required for major infrastructure and global events. It has nearly a century of expertise in transportation planning, engineering, and program management.

WSP has supported ten Olympic Games, including the 1984 Los Angeles, 2000 Sydney, and 2012 London Games, as well as World Cups and Super Bowls. The firm served as the lead transportation planning consultant for several milestone events, including the 2000 Olympics in Sydney, the 2011 Rugby World Cup in New Zealand, the 2012 London Olympic Games, and the 2018 Commonwealth Games in Australia. As the lead transportation planner for these events, WSP designed the high-capacity mobility networks required to move millions of spectators across complex urban environments.

WSP assists transit agencies nationwide in preparing for the FIFA World Cup 2026 including the Southeastern Pennsylvania Transportation Authority, Sound Transit, New Jersey Transit, and Santa Clara Valley Transportation Authority.

WSP provides a multidisciplinary team with extensive mega event expertise, organized to deliver strategic advisory support across all aspects of major event transportation planning and operations.

Deloitte Consulting LLP

Deloitte Consulting LLP (Deloitte) has experience in large-scale event management, including organizational and digital strategy roles for the London 2012 Olympic Games and the 2022 FIFA World Cup. It specializes in technology transformation, stakeholder engagement, and business resiliency to ensure seamless event delivery.

As a Worldwide Olympic Partner through 2032, Deloitte provides management and business consulting directly to the International Olympic Committee (IOC). Deloitte is involved in over 50 large-scale events, offering digital and organizational expertise to address the complex challenges facing public agencies.

The following is a summary of the PET scores:

Discipline 1: Strategic Advisory Services

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	WSP USA Inc.				
3	Skills and Experience of the Team	87.78	45.00%	39.50	
4	Approach and Expertise	87.50	40.00%	35.00	
5	Price	71.07	15.00%	10.66	
6	Local Small Business Enterprise (LSBE) Preference Program Bonus	0.00	5.00%	0.00	
7	Total		105.00%	85.16	1
8	Deloitte Consulting LLP				
9	Skills and Experience of the Team	74.44	45.00%	33.50	
10	Approach and Expertise	72.50	40.00%	29.00	
11	Price	97.40	15.00%	14.61	
12	Local Small Business Enterprise (LSBE) Preference Program Bonus	0.00	5.00%	0.00	
13	Total		105.00%	77.11	2
14	InfraStrategies, LLC				
15	Skills and Experience of the Team	83.33	45.00%	37.50	
16	Approach and Expertise	71.68	40.00%	28.67	
17	Price	57.33	15.00%	8.60	
18	Local Small Business Enterprise (LSBE) Preference Program Bonus	0.00	5.00%	0.00	
19	Total		105.00%	74.77	3
20	Guidehouse Inc.				
21	Skills and Experience of the Team	73.33	45.00%	33.00	
22	Approach and Expertise	60.85	40.00%	24.33	
23	Price	100.00	15.00%	15.00	
24	Local Small Business Enterprise (LSBE) Preference Program Bonus	0.00	5.00%	0.00	
25	Total		105.00%	72.33	4
26	McKinsey & Company, Inc. Washington D.C.				
27	Skills and Experience of the Team	82.22	45.00%	37.00	
28	Approach and Expertise	76.68	40.00%	30.67	
29	Price	19.07	15.00%	2.86	
30	Local Small Business Enterprise (LSBE) Preference Program Bonus	0.00	5.00%	0.00	
31	Total		105.00%	70.53	5

32	CohnReznick Advisory LLC				
33	Skills and Experience of the Team	76.67	45.00%	34.50	
34	Approach and Expertise	70.83	40.00%	28.33	
35	Price	47.27	15.00%	7.09	
36	Local Small Business Enterprise (LSBE) Preference Program Bonus	0.00	5.00%	0.00	
37	Total		105.00%	69.92	6

Discipline 2: Mega Events Advisory Services

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	WSP USA Inc.				
3	Skills and Experience of the Team	86.67	45.00%	39.00	
4	Approach and Expertise	85.00	40.00%	34.00	
5	Price	71.53	15.00%	10.73	
6	Local Small Business Enterprise (LSBE) Preference Program Bonus	0.00	5.00%	0.00	
7	Total		105.00%	83.73	1
8	Deloitte Consulting LLP				
9	Skills and Experience of the Team	72.22	45.00%	32.50	
10	Approach and Expertise	65.00	40.00%	26.00	
11	Price	100.00	15.00%	15.00	
12	Local Small Business Enterprise (LSBE) Preference Program Bonus	0.00	5.00%	0.00	
13	Total		105.00%	73.50	2

C. Cost Analysis

The proposed firm fixed fully burdened hourly rates have been determined to be fair and reasonable based on cost analysis, technical evaluation, fact-finding, and negotiations. Staff successfully negotiated a reduction in the fee of 2%.

D. Background on Recommended Contractor

WSP USA Inc. (WSP) has been in business for over 100 years and maintains a significant local presence in Los Angeles, supported by a vast national network. It provides integrated strategic advisory, planning, engineering, and program management services across the transportation, infrastructure, and energy sectors.

For Discipline 1 (strategic advisory services), WSP's team includes five Metro-certified SBE firms. The team is led by a Project Manager with more than 20 years of experience in leading organizational change within public transportation agencies, including serving as project manager for Metro's recent Strategic Action Plan Update.

For Discipline 2 (mega events advisory services), WSP's team includes two Metro-certified SBE firms. The team is led by a Project Manager with over 11 years of experience in public agency leadership, program management, and strategic planning, specifically focused on

preparing transit systems for high-impact global events. The team has managed high-priority initiatives for the FIFA World Cup 2026 such as leading strategic event planning for the Southeastern Pennsylvania Authority and conducting readiness reviews for Washington's Sound Transit:

WSP has provided services for Metro and performance has been satisfactory.