

PROCUREMENT SUMMARY

METRO MICRO CONTRACTED SERVICES/OP122943001 & OP122943002

1.	Contract Number: OP122943001 & OP122943002	
2.	Recommended Vendor: Nomad Transit, LLC, a wholly owned subsidiary of Via Transportation, Inc. (North and South Region)	
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: 4/19/2024	
	B. Advertised/Publicized: 4/19/2024	
	C. Pre-Proposal Conference: 5/6/2024	
	D. Proposals Due: 6/17/2024	
	E. Pre-Qualification Completed: 10/23/24	
	F. Ethics Declaration Forms submitted to Ethics: 6/18/2024	
	G. Protest Period End Date: 11/25/2024	
5.	Solicitations Picked up/Downloaded: 98	Bids/Proposals Received: 7
6.	Contract Administrator: Ana Rodriguez	Telephone Number: (213) 922-1076
7.	Project Manager: Dan Nguyen	Telephone Number: (213) 418-3233

A. Procurement Background

This Board Action is to approve the award of Contract No. OP122943001 and Contract No. OP122943002 to Nomad Transit, LLC (a wholly owned subsidiary of Via Transportation, Inc.) for the North and South Regions of the Metro Micro Contracted Services program which will provide the coordination, management, supervision, vehicle fleet, maintenance, fueling, storage, labor and equipment related to the operation of microtransit for LA Metro. Board approval of contract awards are subject to the resolution of properly submitted protest(s), if any.

On April 19, 2024, Request for Proposals (RFP) No. OP122943 was issued as a competitive procurement in accordance with Metro's Acquisition Policy. The proposed contract type is indefinite delivery/indefinite quantity. Proposers were allowed to submit proposals for either one or both regions.

The RFP was issued with a Disadvantaged Business Enterprise (DBE) goal of 20% and required a DBE Contracting Outreach and Mentoring Plan (COMP), which requires the selected Contractor(s) to mentor a total of two (2) DBE firms for protégé development.

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

- Amendment No. 1, issued on May 20, 2024, extended the proposal due date and updated critical dates table;
- Amendment No. 2, issued on May 24, 2024, extended the date for providing answers to questions submitted;
- Amendment No. 3, issued on May 29, 2024, clarified insurance requirements, provided an updated link to the Living Wage Policy/Service Contract Worker Retention

Policy, updated Exhibit 2, Schedule of Quantities and Prices for the North and the South regions, revised the Exhibit A, Scope of Services, and updated Exhibit H, Liquidated Damages

A hybrid pre-proposal conference was held on May 1, 2024. There were three in-person participants and 20 virtual participants for a total of 23 participants representing a total of 10 firms. There were 112 questions received, and responses were provided prior to the proposal due date.

A total of 98 firms downloaded the RFP and were included on the planholders list.

The following proposals were received on June 17, 2024, and are listed below in alphabetical order by region.

North Region:

1. MV Transportation, Inc.
2. Nomad Transit, LLC, a wholly owned subsidiary of Via Transportation, Inc.
3. Southland Transit, Inc.

South Region:

1. MV Transportation, Inc.
2. Nomad Transit, LLC, a wholly owned subsidiary of Via Transportation, Inc.
3. Circuit Transit Inc.

Alternate (North and South Region Combined):

1. MV Transportation, Inc.

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from Metro's MicroTransit Operations, Maintenance, and Bus Operations groups was convened and conducted a comprehensive technical evaluation of the proposals received.

On June 18, 2024, the PET met to discuss the evaluation process, confidentiality requirements, review information regarding conflicts of interest and receive the evaluation documents.

The RFP required that all proposals would be evaluated first 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 have experience on at least three projects providing on-demand rideshare microtransit services, or commercial transit services. At least one of the projects must be for a transit agency with on-demand rideshare or microtransit services.
2. Proposer shall demonstrate that they have at least three years of experience leading an on-demand microtransit project of similar scope utilizing software platform technology.
3. Proposer was the lead on the successful implementation of an on-demand rideshare program that is similar in scope within the last five years.

All proposals met the minimum qualification requirements and were further evaluated according to the following evaluation criteria:

- Experience and Qualifications of Proposed Team, Organization, and Past Performance 20 percent
- Experience and Qualification of Proposed Key Personnel 15 percent
- Approach to Work and Implementation of the Services 31 percent
- Contractor's Facility 10 percent
- Contracting Outreach and Mentoring Plan 4 percent
- Price Proposal 20 percent

The evaluation criteria are appropriate and consistent with criteria developed for other, similar operations procurements. Several factors were considered when developing these weights, giving the greatest importance to the approach to work and implementation of the services.

During the week of July 22, 2024, the evaluation committee conducted virtual interviews with the firms. The firms' key personnel had an opportunity to present each team's qualifications and respond to the evaluation committee's questions. In general, each team's presentation addressed each firm's technical proposal with a focus on the day-to-day operations and how the Proposer planned to manage the program. Each team was asked questions regarding key operations roles, driver schedules, flexibility to adjust schedules, and resolution of unexpected challenges.

On August 9, 2024, DEOD notified Circuit Transit and Nomad Transit, LLC that they were determined to be non-responsive for failure to meet the 20% DBE goal, and failure to demonstrate adequate Good Faith Efforts (GFE). Under Metro Administrative Code, proposers that fail GFE evaluations are afforded the opportunity of an administrative reconsideration conducted by Metro's Ethics Department. Both Circuit Transit and Nomad Transit, LLC requested Reconsideration Hearings and the hearings were held on August 21, 2024, and August 26, 2024, respectively.

During their hearings, both Circuit Transit and Nomad Transit, LLC presented evidence to support their position that adequate GFE had been made. Evidence submitted in support of adequate GFE is governed by specific criteria and a process which does not consider, for example, an individual proposer's previously achieved goal (i.e., whether they achieved 1% or 19%) or a proposer's cost estimate. Metro's Reconsideration Officer (RO) reviewed the requirements of each category, DEOD's initial evaluation, and all forms and evidence submitted by the Proposers.

On September 5, 2024, Metro's RO issued the Reconsideration Hearing Opinions for both Proposers.

In the case of Circuit Transit, the RO determined that Circuit Transit did not demonstrate sufficient GFE and as such on September 13, 2024, they were notified that they were determined to be non-responsive for failing to meet the DBE goal and not demonstrating that they made sufficient GFE. Circuit Transit was therefore eliminated from further consideration.

In the case of Nomad Transit, LLC, the RO determined that Nomad demonstrated GFE and was deemed to have passed GFE.

The PET Team was notified of the determination that Circuit Transit had been determined to be non-responsive and the evaluations continued for the remaining proposals, which were all determined to be within the competitive range, and are listed below in alphabetical order:

North Region:

1. MV Transportation, Inc.
2. Nomad Transit, LLC, a wholly owned subsidiary of Via Transportation, Inc.
3. Southland Transit, Inc.

South Region:

1. MV Transportation, Inc.
2. Nomad Transit, LLC, a wholly owned subsidiary of Via Transportation, Inc.

Alternate (North and South Region Combined):

1. MV Transportation, Inc.

Qualifications Summary of Firms within the Competitive Range:

MV Transportation, Inc. (MV)

MV is one of the largest contracted transportation providers in Los Angeles County. In addition, to four fixed routes that they currently operate for LA Metro, they also operate all of Los Angeles Department of Transportation's (LADOT) system, including microtransit, paratransit, fixed route, and commuter service. Their experience in microtransit specifically includes programs such as Dallas Area Rapid Transit's (DART) GoLink, LADOT's LANow, Go! Santa Clarita, and ReadiRide in Jacksonville, Florida.

Nomad Transit, LLC, a wholly owned subsidiary of Via Transportation, Inc. (Via)

Via has over 12 years of experience operating microtransit services and operates over 50 services across the United States. Some of Via's services include some of the world's largest microtransit services including Arlington On-Demand (100+ vehicles), Hannover's *sprinti* (100+ vehicles), Miami-Dade County's MetroConnect (45 vehicles), and King County Metro's MetroFlex (30 vehicles). Via currently delivers over 1.1 million microtransit rides per month.

Southland Transit, Inc. (Southland)

Southland has provided fixed route service to Metro since 2005 and operates services like Metro Micro such as dial-a-ride and ADA paratransit services. Services provided by Southland Transit include ADA/Dial-a-Ride Transportation and Call Center Services for the Riverside Transit Agency (RTA), and Specialized ADA Paratransit Services for Access Services.

Metro began discussions with all firms in the competitive range on September 23, 2024. Meetings were held to discuss firms' technical proposals, clarifications, contract exceptions, and price proposals. These discussions were held to give all proposers, within the competitive range, an opportunity to fully address and meet all of Metro's requirements.

Upon conclusion of the discussions, Metro issued two requests for Best and Final Offers (BAFO) which were then provided to the PET for technical scoring and were reviewed in accordance with the evaluation criteria. The PET reviewed all submitted changes and provided final scoring on October 21, 2024.

At the conclusion of the evaluation process, Via's North and South proposals were determined to be the top ranked proposals for the North and South Regions.

The following is a summary of the PET scores.

North Region

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Nomad Transit, LLC (Via) - North Region				
3	Experience and Qualifications of Proposed Team, Organization, and Past Performance	84.50	20.00%	16.90	
4	Experience and Qualification of Proposed Key Personnel	80.33	15.00%	12.05	
5	Approach to Work and Implementation of the Services	77.21	31.00%	23.94	
6	Contractor's Facility	91.60	10.00%	9.16	
7	Contracting Outreach and Mentoring Plan	25.00	4.00%	1.00	
8	Price	100.00	20.00%	20.00	
9	Total		100.00%	83.05	1
10	MV Transportation, Inc. - North Region				
11	Experience and Qualifications of Proposed Team, Organization, and Past Performance	85.70	20.00%	17.14	
12	Experience and Qualification of Proposed Key Personnel	90.53	15.00%	13.58	
13	Approach to Work and Implementation of the Services	84.21	31.00%	26.11	
14	Contractor's Facility	90.40	10.00%	9.04	
15	Contracting Outreach and Mentoring Plan	100.00	4.00%	4.00	
16	Price	57.25	20.00%	11.45	
17	Total		100.00%	81.32	2
18	MV Transportation, Inc. - Alternate (North and South Region Combined)				
19	Experience and Qualifications of Proposed Team, Organization, and Past Performance	85.60	20.00%	17.12	
20	Experience and Qualification of Proposed Key Personnel	85.73	15.00%	12.86	
21	Approach to Work and Implementation of the Services	85.95	31.00%	26.64	
22	Contractor's Facility	91.20	10.00%	9.12	
23	Contracting Outreach and Mentoring Plan	100.00	4.00%	4.00	
24	Price	53.85	20.00%	10.77	
25	Total		100.00%	80.51	3

26	Southland Transit, Inc. - North Region				
27	Experience and Qualifications of Proposed Team, Organization, and Past Performance	88.80	20.00%	17.76	
28	Experience and Qualification of Proposed Key Personnel	79.33	15.00%	11.90	
29	Approach to Work and Implementation of the Services	82.56	31.00%	25.59	
30	Contractor's Facility	95.60	10.00%	9.56	
31	Contracting Outreach and Mentoring Plan	50.00	4.00%	2.00	
32	Price	67.50	20.00%	13.50	
33	Total		100.00%	80.31	4

South Region

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Nomad Transit, LLC (Via) - South Region				
3	Experience and Qualifications of Proposed Team, Organization, and Past Performance	83.90	20.00%	16.78	
4	Experience and Qualification of Proposed Key Personnel	80.33	15.00%	12.05	
5	Approach to Work and Implementation of the Services	77.63	31.00%	24.07	
6	Contractor's Facility	92.40	10.00%	9.24	
7	Contracting Outreach and Mentoring Plan	25.00	4.00%	1.00	
8	Price	100.00	20.00%	20.00	
9	Total		100.00%	83.14	1
10	MV Transportation, Inc. - Alternate (North and South Region Combined)				
11	Experience and Qualifications of Proposed Team, Organization, and Past Performance	85.60	20.00%	17.12	
12	Experience and Qualification of Proposed Key Personnel	85.73	15.00%	12.86	
13	Approach to Work and Implementation of the Services	85.95	31.00%	26.64	
14	Contractor's Facility	91.20	10.00%	9.12	
15	Contracting Outreach and Mentoring Plan	100.00	4.00%	4.00	
16	Price	53.85	20.00%	10.77	
17	Total		100.00%	80.51	2
18	MV Transportation Inc. - South Region				
19	Experience and Qualifications of Proposed Team, Organization, and Past Performance	86.10	20.00%	17.22	
20	Experience and Qualification of Proposed Key Personnel	89.87	15.00%	13.48	
21	Approach to Work and Implementation of the Services	87.11	31.00%	27.00	
22	Contractor's Facility	86.80	10.00%	8.68	

23	Contracting Outreach and Mentoring Plan	100.00	4.00%	4.00	
24	Price	48.95	20.00%	9.79	
25	Total		100.00%	80.17	3

C. Price Analysis

The recommended Not-to-Exceed (NTE) amounts for the North and South Regions have been determined to be fair and reasonable based upon adequate price competition, discussions, negotiations, Best and Final Offers, and Metro's Independent Cost Estimate (ICE).

North Region

	Proposer Name	Proposal Amounts	Metro ICE	Best and Final Offers
1.	Nomad Transit, LLC (Via)(North)	\$95,931,413.77	\$104,597,315.96	\$92,066,033.83
2.	MV Transportation (North)	\$144,162,951.63	\$104,597,315.96	\$141,758,111.80
3.	MV Transportation (Alternate)	\$226,402,097.26	\$104,597,315.96	\$220,050,334.79
4.	Southland Transit	\$128,934,706.50	\$104,597,315.96	\$112,596,202.34

South Region

	Proposer Name	Proposal Amount	Metro ICE	Best and Final Offers
1.	Nomad Transit, LLC (Via)(South)	\$44,754,255.57	\$47,482,772.14	\$42,953,484.45
2.	MV Transportation (Alternate)	\$226,402,097.26	\$47,482,772.14	\$220,050,334.79
3.	MV Transportation (South)	\$88,360,335.37	\$47,482,772.14	\$82,911,703.10

The recommended NTE amount of \$92,066,033.83 proposed by Nomad Transit, LLC for the North Region is \$49,692,077.97 less than MV Transportation's North Region proposal, and \$20,530,168.51 less than Southland Transit's North Region proposal.

The recommended NTE amount of \$42,953,484.45 proposed by Nomad Transit, LLC for the South Regions is also \$39,958,218.66 less than MV Transportation's South Region proposal.

Nomad Transit, LLC's combined total proposal amount for the North and South Regions of \$135,019,518.27 is \$85,030,816.52 less than MV Transportation's Alternate Proposal combining the two regions. While the Alternate Proposal submitted by MV Transportation did provide an overall reduction of \$4,619,480.11 from their individual Region proposals, it is 63% higher than Nomad Transit, LLC's proposal and 45% higher than Metro's combined ICE of \$152,080,088.10.

D. Background on Recommended Contractor

The recommended firm, Nomad Transit, LLC, a wholly owned subsidiary of Via Transportation, Inc., is headquartered in New York, NY and has been in business for 12 years. As a leader in

the microtransit industry, Via has launched over 50 services in North America. Services currently in operation for similar transit agencies are the Metro Flex program for King County Metro in Seattle, WA, UTA On-Demand for the Utah Transit Authority, and MetroConnect for Miami-Dade County. Via previously provided LA Metro a service called Mobility-On-Demand as a pilot project beginning in 2018, and performance was satisfactory.