

PROCUREMENT SUMMARY

**P3010 LIGHT RAIL VEHICLE (LRV) COUPLER OVERHAUL/CONTRACT NUMBER
TS127584000**

1.	Contract Number: TS127584000	
2.	Recommended Vendor: Dellner, 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 : 10/30/2024	
	B. Advertised/Publicized: 10/31/2024	
	C. Pre-Proposal Conference: 11/06/2024	
	D. Proposals Due: 12/20/2024	
	E. Pre-Qualification Completed: 01/08/2025	
	F. Conflict of Interest Form Submitted to Ethics: 12/24/2024	
	G. Protest Period End Date: 06/23/2025	
5.	Solicitations Picked up/Downloaded: 14	Bids/Proposals Received: 1
6.	Contract Administrator: Mildred Martinez	Telephone Number: 213-922-4753
7.	Project Manager: Richard Lozano	Telephone Number: 213-792-8047

A. Procurement Background

This Board Action is to approve the award of Contract No. TS127584000 to Dellner, Inc. for the P3010 Light Rail Vehicle (LRV) Coupler Overhaul. Dellner, Inc. will restore or overhaul the Coupler Assembly equipment to perform like new, meet like new reliability standards, and maintain a State of Good Repair. Board approval of contract award is subject to resolution of any properly submitted protest, if any.

On October 30, 2024, Request for Proposals (RFP) No. TS127584 was issued as a competitive procurement in accordance with Metro's Acquisition Policy. The proposed contract type is firm fixed unit price. Proposers were allowed to submit proposals for services to be provided either at their own facility or at Metro's Division 16, or both. The Diversity and Economic Opportunity Department (DEOD) did not recommend a Small Business Enterprise (SBE and/ Disabled Veteran Business Enterprise (DVBE)(SBE/DVBE) participation goals for this procurement due to lack of subcontracting opportunities.

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

- Amendment No. 1, issued on November 14, 2024, revised Section IV. Contract Documents, GC-33 Warranty*, Exhibit A – Scope of Services, and added Exhibit H – P3010 Los Angeles LRV Section 0300 Heavy Rail Maintenance Manual and Exhibit I – P3010 Los Angeles LRV Section 0300 Heavy Running Maintenance & Servicing Manual.

- Amendment No. 2, issued on November 22, 2024, revised LOI-01 Notice and Invitation, LOI-14 Critical Dates and Submittal Requirements (proposal due date extended), ARTICLE IV Compensation and Payment (retention removed), SP-13 Liquidated Damages (retention removed), SP-16 Subcontract Administration (removed retention), and added IV. CONTRACT DOCUMENTS (SAMPLE) GC-45 CONTRACTOR'S OBLIGATIONS.
- Amendment No. 3, issued on November 26, 2024, revised Exhibit C – Work-Completion/Deliverable Schedule and added Exhibit C-1 Milestone Completion Schedule under Section IV. CONTRACT DOCUMENTS (SAMPLE).
- Amendment No. 4, issued on March 14, 2025 added Attachment 1 – All Accepted Exceptions and Deviations to the RFP document and requested the BAFO submission no later than March 17, 2025.
- Amendment No. 5, issued on March 17, 2025 revised the due date for BAFO submission to March 18, 2025.

One proposal was received on December 20, 2024 by Dellner, Inc. Dellner submitted one scope of work with two separate site locations in their proposal. The first location included providing coupler overhaul work at their own facility in Roseville, California. Their alternate location included providing coupler overhaul work at Metro's Division 16 as allowed in the solicitation.

Metro staff conducted a market survey of the firms on the planholder's list to determine why no other proposals were submitted in response to RFP No. TS127584. Survey responses were received from 3 firms and included not having the capacity to provide the services as a prime contractor as they were a small business and not being able to provide the entirety of the work as they only provided logistics support.

The market survey revealed that the decisions not to propose were based on individual business considerations. The scope of services provided an opportunity for firms to submit proposals for coupler overhaul work based on their years of experience and availability of technical staff. Therefore, the solicitation was determined not to be restrictive and can be awarded as a competitive award.

B. Evaluation of Proposal

The Proposal Evaluation Team (PET) consisted of qualified staff from Rail Fleet Services, Transit Vehicle Engineering, and Bus Acquisition. The PET was convened and conducted a comprehensive technical evaluation of the proposal received.

The PET focused their evaluations on the Proposed Work Scope including review of the draft Work Plan, estimated Project Schedule, and draft test and inspection plan. Other areas of focus included Technical Capability, or the proposer's ability to perform and overhaul work of couplers of similar size and capacity, have certified technicians on staff, and past projects of similar size and scope within three years of the preceding date of the proposal. The PET also evaluated the proposed project management team of project managers, engineers, quality assurance staff, supervisory staff, and technical staff and their qualifications relevant to overhaul coupler work.

The proposal was evaluated based on the following evaluation criteria and points available:

Past Performance	15 points
Project Management	15 points
Technical Capability	20 points
Cost Proposal	20 points
Proposed Work Scope	30 points
Total Points Available:	100 points

The evaluation criteria are appropriate and consistent with criteria developed for other, similar component overhaul work procurements. Several factors were considered when developing these weights, giving the greatest importance to the firm's work scope and technical capability.

On February 21, 2025, discussions and negotiations were conducted with representatives of Dellner, Inc. to review the proposal comments, price proposal, next steps in the procurement schedule, and exceptions and deviations.

A Best and Final Offer (BAFO) request was issued on March 14, 2025. The firm's BAFO proposal was received on Tuesday, March 18, 2025. Final evaluation and discussion of the BAFO submittal was held on April 14, 2025 and used as the basis of the recommendation for award.

A. Qualifications Summary of the Proposer

Dellner, Inc. presently supports their North American customer base of 40+ transit authorities, all major passenger rail vehicle manufacturers/maintainers, and Maintenance of Way equipment manufacturers through successful implementation of their Business Management System (BMS) and strict adherence of their Quality Manual. Dellner's project management team brings 50+ combined years of experience in successfully completing Automatic Coupler overhaul programs for transit companies including Phoenix APM, Sound Transit (Seattle), SCVTA (Santa Clara) and Metro's P2550. Dellner's Roseville Facility is presently managing four

overhaul programs, one of which will be completed in early 2025, making room for the P3010 coupler overhaul work.

1	Firm	Average Score	Factor Weight	Weighted Score	Rank
2	Dellner, Inc.				
3	Past Performance	90.0	15.00%	13.5	
4	Project Management	100.0	15.00%	15.0	
5	Technical Capability	83.3	20.00%	16.7	
6	Cost Proposal	100.0	20.00%	20.0	
7	Proposed Work Scope	82.8	30.00%	24.8	
8	Total		100.00%	90.0	1

B. Cost Analysis

The proposed price has been determined to be fair and reasonable based upon price analysis, an Independent Cost Estimate (ICE), and negotiations. A price analysis is sufficient for this recommendation because the single offer was submitted in a competitive environment and the negotiated price is below the ICE. One of the reasons for the difference between the ICE and the final negotiated not-to-exceed amount is due to an overestimation of assumed inflation on the average cost of a coupler overhaul per kit (compared to the P2550 coupler overhaul in 2018 where quantities were lower). In addition to an overestimation of assumed inflation, economies of scale dictated a lower cost per kit for a higher number of units requested in the SOW, as compared to previous contracts. As the OEM, Dellner has already performed a Condition Assessment of a P3010 coupler to understand the true condition of the fleet and created a detailed overhaul plan based on the Technical Specifications and coupler condition assessment evaluation. Lastly, the overhaul work will take place at Dellner's Roseville, California facility, the same location where similar work is being performed for Metro's P2550 project. The P2550 project is expected to be completed in early 2025, thus freeing up resources and staff for the continuation of support to Metro. All of these factors have contributed to a cost savings of 43% for the P3010 LRV Coupler Overhaul.

	Proposer Name	Proposal Amount (BAFO)	Metro ICE	Negotiated or NTE amount
1.	Dellner, Inc.	\$8,792,530.00	\$15,612,200.00	\$8,792,530.00

C. Background on Recommended Contractor

The recommended firm, Dellner, Inc. (Dellner), was established in 1987 and has since steadily grown in their business of manufacturing new, repairing and overhauling existing, and supporting transit authorities directly in their use of Dellner automatic and semi-permanent couplers specific to rail passenger transit applications. Dellner's North American headquarters are based in Charlotte, North Carolina and they operate a complete overhaul and repair facility in Roseville, California. In the last five years, Dellner has evaluated, repaired, and overhauled over 500 couplers of similar design, size, and capacity. They have over 25 years of experience evaluating, repairing and overhauling Coupler kits of similar design, size, and capacity.