

**PROCUREMENT SUMMARY**

**COUNTYWIDE TRANSIT SIGNAL PRIORITY CLOUD SOLUTION  
PS125493000**

1.	<b>Contract Number:</b> PS125493000	
2.	<b>Recommended Vendor:</b> JMDiaz, Inc.	
3.	<b>Type of Procurement (check one):</b> <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.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> August 6, 2024	
	<b>B. Advertised/Publicized:</b> August 8, 2024	
	<b>C. Pre-Proposal Conference:</b> August 20, 2024	
	<b>D. Proposals Due:</b> September 12, 2024	
	<b>E. Pre-Qualification Completed:</b> January 29, 2025	
	<b>F. Ethics Declaration Forms Submitted to Ethics:</b> September 13, 2024	
	<b>G. Protest Period End Date:</b> March 25, 2024	
5.	<b>Solicitations Downloaded:</b> 71	<b>Bids/Proposals Received:</b> 4
6.	<b>Contract Administrator:</b> Joshua Sierra	<b>Telephone Number:</b> 213-922-4539
7.	<b>Project Manager:</b> Eva Moon	<b>Telephone Number:</b> 213-418-3285

**A. Procurement Background**

This Board Action is to approve Contract No. PS125493000 issued in support of equipping and transitioning the entire footprint (except the Southeast Los Angeles area which will be covered under a separate contract) of Countywide Signal Priority (CSP) enabled intersections with an off-the-shelf cloud-based Transit Signal Priority (TSP) system. Board approval of contract award is subject to the resolution of any properly submitted protest(s), if any.

Request for Proposals (RFP) No. PS125493 was issued in accordance with Metro’s Acquisition Policy as a Small Business Prime Set-Aside, and the contract type is a firm fixed price.

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

- Amendment No. 1, issued on August 15, 2024, provided updated SBE Set-Aside forms and updated information for the pre-proposal conference.
- Amendment No. 2, issued on August 22, 2024, provided a revision of Exhibit A, Scope of Services.

A total of 71 firms downloaded the RFP and were included on the planholders’ list. A virtual pre-proposal conference was held on August 20, 2024, and was attended by 13 participants representing six firms. There were 13 questions received for this RFP and responses were provided prior to the proposal due date.

A total of four proposals were received on the due date of September 12, 2024, and are listed below in alphabetical order:

1. Architectural Engineering Technology, Inc. (AET)
2. Connected Signals
3. Irvine Global Consultants (IGC)
4. JMDiaz, Inc. (JMD)

## **B. Evaluation of Proposals**

A diverse Proposal Evaluation Team (PET) consisting of staff from the Intelligent Transportation Systems, Speed and Reliability Transit Engineering, and Alternative Delivery Construction Management Departments was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were evaluated based on the following evaluation criteria and weights:

- |                                                        |            |
|--------------------------------------------------------|------------|
| • Experience and Qualifications of the Contractor Team | 25 percent |
| • Experience and Qualifications of the Personnel       | 25 percent |
| • Effectiveness of Work Plan/Project Approach          | 30 percent |
| • Cost Proposal                                        | 20 percent |

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

Of the four proposals received, two were determined to be within the competitive range.

The two firms within the competitive range are listed below in alphabetical order:

1. Architectural Engineering Technology, Inc. (AET)
2. JMDiaz, Inc. (JMD)

Two firms were determined to be outside the competitive range and were not included for further consideration.

In October, the Proposal Evaluation Team (PET) met with the firms in the competitive range. During this meeting, each firm's project managers and key team members presented their qualifications, work plan, approach, and responded to the PET's questions. The presentations generally covered the RFP requirements, the team's experience, and each firm's commitment to the project's success. The PET also had an opportunity to ask the firms questions regarding the technical risks and challenges of the project, how tasks and staff hours were to be allocated, what stakeholder deliverables and engagement would be necessary, what components they felt were most critical

during the O&M phase, what made their proposed TSP solution unique, would there be any customization expected for LA Metro, and finally what is their licensing structure.

### **Qualifications Summary of Firms within the Competitive Range:**

#### **JMD**

JMDiaz, Inc. has been in business for 25 years. They specialize in the field of civil engineering services for transportation and land development projects and have worked on cloud-based systems projects, with communication infrastructure, traffic signal controller and firmware operations, and testing and configuration. The JMD team also includes Iteris, a company with a 15-year history developing traveler information systems, connected vehicle technologies, traffic performance measurement, and analytics software solutions. Iteris brings significant expertise in traffic signal operations and has successfully designed, configured, implemented and operated a multi-jurisdictional TSP project, spanning 13-corridors and 24 agencies across the Los Angeles County area.

#### **AET**

Architectural Engineering Technology, Inc. is a comprehensive transportation consulting firm offering a wide range of services to both public and private sector clients. Their expertise spans Transportation Planning, Traffic and Parking Studies, Signal Improvements, Intelligent Transportation Systems (ITS), Smart Mobility, Transportation Management, and Emerging Technologies. Clients include City of Torrance, City of Westminster, City of Costa Mesa, City of San Gabriel, Los Angeles County Metropolitan Transit Authority (LACMTA), and Virginia Department of Transportation.

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	<b>JMDiaz (JMD)</b>				
3	Experience and Qualifications of the Contractor Team	85.00	25.00%	21.25	
4	Experience and Qualifications of the Proposed Personnel	88.33	25.00%	22.08	
5	Effectiveness of Work Plan/Project Approach	86.67	30.00%	26.00	
6	Cost Proposal	51.16	20.00%	10.23	
7	<b>Total</b>		<b>100.00%</b>	<b>79.56</b>	<b>1</b>
8	<b>Architectural Engineering Technology (AET)</b>				
9	Experience and Qualifications of the Contractor Team	83.33	25.00%	20.83	
10	Experience and Qualifications of the Proposed Personnel	73.33	25.00%	18.33	
11	Effectiveness of Work Plan/Project Approach	73.33	30.00%	22.00	
12	Cost Proposal	48.16	20.00%	9.63	
13	<b>Total</b>		<b>100.00%</b>	<b>70.79</b>	<b>2</b>

### C. Cost/Price Analysis

The recommended price has been determined to be fair and reasonable based upon adequate price competition and price analysis. The negotiated amount of \$ \$2,443,389 is 39% below the Independent Cost Estimate (ICE). The ICE used a higher fully-burdened hourly rate and overestimated the hours on several tasks.

The change in the proposal amount from the original proposal to the accepted proposal amount is due to a clarification on the license agreement. The proposer had made an assumption that the license for this project would continue to be provided under the CSP Pilot Project and therefore noted in their proposal that the license was not included. Upon Metro's inquiry, the clarification was provided that the license would need to be provided under this agreement, and the contractor provided the revision to their proposal.

The revised proposal, inclusive of the license, is \$2,443,389.

	Proposer Name	Proposal Amount	Metro ICE	Negotiated or NTE amount
1.	JMD	\$1,473,768	\$4,003,949	\$2,443,389

#### **D. Background on Recommended Contractor**

The recommended firm, JMDiaz, located in City of Industry, has been in business for 25 years and is a leader in the field of civil engineering services for transportation and land development projects. Previous clients include City of Anaheim, County of Los Angeles Department of Public Works (LACDPW), City of Glendora, and Culver City. JMD has also previously provided services for Metro and their performance has been satisfactory.