

PROCUREMENT SUMMARY

BUS LANE ENFORCEMENT SYSTEM / OP48185000

1.	Contract Number: OP48185000	
2.	Recommended Vendor: Hayden AI Technologies, Inc.	
3.	Type of Procurement (check one): <input type="checkbox"/> IFB <input type="checkbox"/> RFIQ <input checked="" type="checkbox"/> RFP <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	Procurement Dates:	
	A. Issued: March 8, 2023	
	B. Advertised/Publicized: March 8, 2023	
	C. Pre-Proposal Conference: March 15, 2023	
	D. Proposals Due: April 26, 2023	
	E. Pre-Qualification Completed: May 8, 2023	
	F. Ethics Declaration Forms submitted to Ethics: April 26, 2023	
	G. Protest Period End Date: October 24, 2023	
5.	Solicitations Picked up/Downloaded: 23	Proposals Received: 3
6.	Contract Administrator: Shannon Thoene	Telephone Number: (213) 922-2790
7.	Project Manager: Stephen Tu	Telephone Number: (213) 418-3005

A. Procurement Background

This Board Action is to approve the award of Contract No. OP48185000 in support of the implementation of an end-to-end standalone solution for an automated camera enforcement system capable of detecting parking violations on bus lanes and bus zones. Board approval of contract award is subject to resolution of all properly submitted protest(s), if any.

On March 8, 2023, Requests for Proposals (RFP) No. OP48185 was issued as a competitive procurement in accordance with Metro's Acquisition Policy and the contract type is firm fixed unit price. This RFP was issued with a Race Conscious Disadvantaged Business Enterprise (DBE) goal of six percent (6%).

Five (5) amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on March 15, 2023, clarified the address of the location for the worksite visit;
- Amendment No. 2, issued on April 6, 2023, extended the proposal due date, increased the maximum page count of the technical proposal, revised GC-01, Glossary of Terms to update the definition of "Evidence Package, and revised the scope of services to clarify bus lane enforcement system requirements;
- Amendment No. 3, issued on April 14, 2023, extended the proposal due date;
- Amendment No. 4, issued on April 17, 2023, revised the scope of services to update reference section provided for the Evidence Preparation Schedule; and

- Amendment No. 5, issued on April 18, 2023, extended the proposal due date.

A total of 23 firms downloaded the RFP and were included on Metro’s planholders’ list. A virtual pre-proposal conference was held on March 15, 2023, and was attended by 18 participants, representing five firms. A worksite visit was conducted on March 16, 2023, with four participants from four firms in attendance. There were 19 questions received, and responses were released prior to the proposal due date.

A total of three proposals were received by the due date of April 26, 2023, and are listed below in alphabetical order:

1. Gatekeeper Systems USA Inc.
2. Hayden AI Technologies, Inc.
3. Seon Design (USA) Corp. dba Safe Fleet

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from Metro Revenue Collection and Service Planning Departments and City of Los Angeles Parking and Operations Department was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were evaluated based on the following evaluation criteria:

Phase I - Evaluation of Minimum Qualification Requirements: This is a pass/fail criteria. To be responsive to the RFP minimum qualification requirements, proposers must be able to demonstrate their experience doing business with a government or commercial/private entity deploying an end-to-end camera enforcement solution installed on school or transit buses on either an operational or pilot environment.

Phase II – Weighted Evaluation: Proposers that meet the Phase I Minimum Qualification Requirements are further evaluated based on the following criteria and weights:

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|--|-----------|
| • Qualifications of the Firm and Key Personnel | 30 Points |
| • Technical and Functional Capability of the Proposed System | 15 Points |
| • Understanding of the Work and Technical Approach | 30 Points |
| • Price Proposal | 25 Points |

The evaluation criteria are appropriate and consistent with criteria developed for similar types of procurements. Several factors were considered in developing these weights, giving the greatest importance to both the qualifications of the firm and key personnel and understanding of the work and technical approach.

During the period of May 3, 2023 to May 25, 2023, the PET independently evaluated and scored the technical proposals. On May 8, 2023, the PET deemed all three

proposals to be responsive to the Phase I - Minimum Qualification Requirements and continued to evaluate the proposals based on Phase II – Weighted Evaluation criteria.

On May 25, 2023, the PET reconvened and determined that all three firms were within the competitive range and were invited to participate in demonstrations and interviews on June 13, 2023. The firms' project managers and key team members had an opportunity to demonstrate their proposed bus lane enforcement system, present the team's qualifications and respond to the PET's questions.

Qualifications Summary of Firms within the Competitive Range:

Gatekeeper Systems USA Inc.

Gatekeeper Systems Inc. (Gatekeeper), established in 1998, is headquartered in Foothill Ranch, CA. It provides intelligent video and data solutions designed to provide a safer transportation environment on multiple transportation modes. Gatekeeper currently provides License Plate Reading (LPR) cameras to school districts such as Red Clay Consolidated School District, Habersham County School District, Troup County School System, and Washoe County School District and transportation agencies, including Southeastern Pennsylvania Transportation Authority (SEPTA) and Toronto Transit Commission.

Hayden AI Technologies, Inc.

Hayden AI Technologies, Inc. (Hayden AI), headquartered in Oakland, CA, has been in business for over four years. It provides mobile automated bus enforcement systems with nearly 500 installations with the New York Metropolitan Transportation Authority for bus lane enforcement and 140 units currently being installed on Metro buses for the Washington Area Metropolitan Transit Authority. Other transit agency clients include City of Santa Monica, Sacramento Regional Transit, and Southeastern Pennsylvania Transportation Authority.

Seon Design (USA) Corp. dba Safe Fleet

Seon Design (USA) Corp. dba Safe Fleet, headquartered in Bellingham, WA, has been in business since 2009. It provides innovative mobile video surveillance and fleet management solutions for the school bus and transit industry. Safe Fleet currently provides camera technology and equipment for New York City Transit, Los Angeles County Metropolitan Transportation Authority, Regional Transportation District, and North County Transit District.

On June 22, 2023, the PET completed its evaluation and determined Hayden AI Technologies, Inc. to be the highest ranked proposer.

The following is a summary of the PET scores:

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Hayden AI Technologies, Inc.				
3	Qualifications of the Firm and Key Personnel	90.50	30.00%	27.15	
4	Technical and Functional Capability of the Proposed System	90.00	15.00%	13.50	
5	Understanding of the Work and Technical Approach	86.50	30.00%	25.95	
6	Price Proposal	58.50	25.00%	14.63	
7	Total		100.00%	81.23	1
8	Seon Design (USA) Corp. dba Safe Fleet				
9	Qualifications of the Firm and Key Personnel	71.00	30.00%	21.30	
10	Technical and Functional Capability of the Proposed System	65.00	15.00%	9.75	
11	Understanding of the Work and Technical Approach	71.50	30.00%	21.45	
12	Price Proposal	100.00	25.00%	25.00	
13	Total		100.00%	77.50	2
14	Gatekeeper Systems USA Inc.				
15	Qualifications of the Firm and Key Personnel	77.00	30.00%	23.10	
16	Technical and Functional Capability of the Proposed System	82.50	15.00%	12.38	
17	Understanding of the Work and Technical Approach	75.00	30.00%	22.50	
18	Price Proposal	74.28	25.00%	18.57	
19	Total		100.00%	76.55	3

C. Cost Analysis

The recommended price has been determined to be fair and reasonable based upon the independent cost estimate (ICE), cost analysis, technical evaluation, fact finding and negotiations. Metro staff successfully negotiated a cost savings of \$3,194,635.

	Proposer Name	Proposal Amount	Metro ICE	Negotiated Amount
1.	Hayden AI Technologies, Inc.	\$13,694,205	\$ 9,610,299	\$ 10,499,570
2.	Seon Design (USA) Corp. dba Safe Fleet	\$ 8,011,570		
3.	Gatekeeper Systems USA Inc.	\$ 10,784,421		

The variance between the ICE and the negotiated amount is due to increased operations and maintenance costs which were not considered in Metro's ICE.

D. Background on Recommended Contractor

Hayden AI Technologies, Inc. (Hayden AI), headquartered in Oakland, CA, was founded in 2019. It provides mobile automated bus lane and bus stop enforcement systems and digital twin modeling. Hayden AI's project manager has 20 years of experience working with transit agencies and cities managing their parking, permit and fare payment programs.

The Hayden AI team includes two DBE-certified subcontractors: Aeon Group, LLC providing program management support and ESP Services, Inc. for installation and maintenance support.

In November 2021, Hayden AI implemented a two-month bus lane enforcement system pilot program for Metro and performance was satisfactory.