Vehicle Maintenance and Engineering

PURCHASE OF REPLACEMENT VEHICLES THROUGH CALIFORNIA STATEWIDE CONTRACT

Operations, Safety, & Customer Experience Committee Meeting
January 16, 2025

RECOMMENDATION

AUTHORIZE the Chief Executive Officer to award firm fixed price contracts utilizing the State of California Statewide Contract in the sum of $24,259,612 inclusive of sales tax for 142 electric drive crossovers, 5 electric drive trucks, 97 hybrid sport utility vehicles (SUV's), 125 trucks, and 118 cargo and passenger vans. Delivery of the vehicles will be fulfilled by four suppliers of the State of California Statewide Contract. AUTHORIZE the Chief Executive Officer to negotiate options not to exceed $2,431,900 required for these vehicles to meet Metro's service profile. Total amount of award Not-to-Exceed $26,691,512 for purchase of vehicles plus options:

- **Downtown Ford** will provide 320 Ford trucks, cargo and passenger vans, and sedans including electric vehicle (EV) trucks and sedans in the amount of $15,957,919
- **Watsonville Fleet Group** will provide 63 Ford trucks in the amount of $3,100,604
- **Freeway of Toyota Hanford** will provide 97 Toyota Highlander Hybrid SUV's in the amount of $4,871,062
- **Elk Grove Auto** will provide 7 Dodge Ram trucks in the amount of $330,027

ISSUE & DISCUSSION

ISSUE

Metro's older non-revenue fleet vehicles have high mileage, are not reliable, and are costly to operate. Traditional procurement methods for these vehicles has resulted in either no bids or bid pricing of nearly double the ICE. The delays caused by these failed bids has resulted in a significant backlog of non-revenue vehicles in the procurement process. Metro requires a reliable non-revenue fleet to support all departments and numerous rail expansions.

DISCUSSION

This procurement of 487 standard non-revenue vehicles using the State Contract will eliminate 63% of the procurement backlog, while using traditional procurement methods for 282 specialty vehicles, and will accelerate procurement of 147 zero emission vehicles to replace higher emission vehicles that have exceeded 6 years of age and/or 150,000 miles of service.

Metro

CONTRACT AWARD

AWARDEES - Downtown Ford, Watsonville Fleet Group, Freeway of Toyota Hanford, Elk Grove Auto

NUMBER OF BIDS – N/A (State Contract)

DEOD COMMITMENT – 0%

Metro