

## PROCUREMENT SUMMARY

**P2550 PROPULSION INVERTER PHASE MODULE OVERHAUL & UPGRADE  
CONTRACT NO. MA53984000**

1.	<b>Contract Number: MA53984000</b>	
2.	<b>Recommended Vendor:</b> AmePower	
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> June 19, 2018	
	<b>B. Advertised/Publicized:</b> June 25, 2018	
	<b>C. Pre-Proposal Conference:</b> July 11, 2018	
	<b>D. Proposals Due:</b> October 16, 2018	
	<b>E. Pre-Qualification Completed:</b> January 17, 2019	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> December 1, 2018	
	<b>G. Protest Period End Date:</b> March 25, 2019	
5.	<b>Solicitations Picked up/Downloaded:</b> 19	<b>Proposals Received:</b> 3
6.	<b>Contract Administrator:</b> Jean Davis	<b>Telephone Number:</b> 213/922-1041
7.	<b>Project Manager:</b> Richard Lozano	<b>Telephone Number:</b> 323/224-4042

**A. Procurement Background**

This Board Action is to approve Contract No. MA53984000 issued in support of Metro's P2550 Light Rail Vehicle (LRV) to procure services required for the overhaul and upgrade of the Propulsion Inverter Phase Modules Assemblies. Board approval of contract award is subject to resolution of any properly submitted protest.

The Request for Proposals (RFP) was issued in accordance with Metro's Acquisition Policy and the contract type is an Indefinite Delivery, Indefinite Quantity (IDIQ).

Four (4) amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on July 16, 2018 revised the proposal due date.
- Amendment No. 2, issued on September 4, 2018 revised the proposal due date and offered potential responders a Job Walk.
- Amendment No. 3, issued on September 10, 2018 provided changes to the RFP and Statement of Work.
- Amendment No. 4, issued on September 28, 2018 revised the proposal due date from October 1 to October 16, 2018.

A pre-proposal conference was held on July 11, 2018 and was attended by seven participants. During the procurement process, Metro provided formal responses to a total of 66 questions from potential proposers. Three (3) proposals were received on October 16, 2018.

## **B. Evaluation of Proposals**

This procurement was conducted in accordance and complies with Metro's Acquisition Policy for an explicit factors best value, competitive RFP procurement process. The RFP instructions required proposers to submit proposals for two distinct scopes of work scenarios: Scenario #1 - to provide all services and equipment for overhaul and upgrade of the propulsion inverter phase modules; and/or Scenario #2 - to provide complete replacement of propulsion inverters.

A Proposal Evaluation Team (PET), consisting of Metro staff members from Rail Fleet Services and Rail Vehicle Engineering departments, convened and conducted the evaluation based on the proposals received.

The proposals were evaluated based on the following evaluation criteria:

- |                         |     |
|-------------------------|-----|
| 1. Proposed Design      | 30% |
| 2. Technical Capability | 20% |
| 3. Past Performance     | 15% |
| 4. Project Management   | 15% |
| 5. Cost                 | 20% |

The evaluation criteria are appropriate and consistent with criteria developed for similar Metro rail component overhaul services procurements. Several factors were considered when developing these weights, giving the greatest importance to the Proposed Design.

Three (3) firms submitted proposals for both scope of work scenarios. AmePower and PSI Repair Services, Inc. were both deemed to be fully responsive and responsible to the RFP requirements. Alstom Transportation, Inc. (Alstom) proposed material changes to Metro's technical specification and standard contract terms and conditions. After extensive discussions with Alstom, Metro's PET determined their requested changes materially altered Metro's technical and contract requirements; thus, the proposer was eliminated from further award consideration.

The three proposers are listed in alphabetical order below:

<b>No.</b>	<b>Proposer Name</b>
1.	Alstom Transportation, Inc.*
2.	AmePower
3.	PSI Repair Services, Inc. (PSI)

\*This Firm was eliminated from award consideration due to their requests for material changes to RFP's technical requirements and to the RFP's standard contract terms & conditions.

Based on Metro's PET comprehensive reviews and evaluation of all proposals, the PET elected to proceed with Scope of Work Scenario #1, for the potential awardee to provide all services and equipment for overhaul and upgrade to the propulsion inverter phase modules.

The PET concluded that two (2) of the three (3) proposers were deemed fully responsive and responsible to the RFP requirements.

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

**AmePower**

AmePower’s proposal, through discussions with their technical team, determined they had the technical capability to perform the required overhauls and upgrade services. Amepower possesses the required experience, equipment, tools, and personnel to handle the overhaul/upgrade or the replacement of the propulsion inverter per the technical specification.

Amepower provided a detailed narrative and test plan which demonstrated an in depth knowledge of the Statement of Work. Amepower has a past history of successful performance with projects similar to the project Metro is currently seeking. Amepower exhibited extensive rail overhaul experience and technical knowledge. Amepower offered the lowest price proposal.

**PSI**

PSI Repair Services, Inc. (“PSI”) was deemed by the PET to have the necessary facilities and equipment and technical capability and past performance experience to meet the RFP requirements. PSI proposed upgrades with service proven technologies and products and a test plan sufficient to test and commission the inverters. However, PSI has not performed design or vehicle performance testing services and planned to subcontract these services. The PET expressed concerns regarding PSI’s ability to provide corrective actions related to specific past performance issues. PSI’s cost proposal is 47.447% percent higher than the ICE and the second highest rated proposer.

The following is a summary of the PET evaluation scores:

<b>1</b>	<b>FIRM</b>	<b>Average Score</b>	<b>Factor Weight</b>	<b>Weighted Average Score</b>	<b>Rank</b>
<b>2</b>	<b>AMEPOWER</b>				<b>1</b>
<b>3</b>	Proposed Design	96.70	30.00%	29.01	
<b>4</b>	Technical Capability	100.00	20.00%	20.00	
<b>5</b>	Past Performance	93.33	15.00%	14.00	
<b>6</b>	Project Management	93.33	15.00%	14.00	
<b>5</b>	Cost Proposal	100.00	20.00%	20.00	
<b>7</b>	<b>Total</b>		<b>100.00%</b>	<b>97.01</b>	

<b>8</b>	<b>PSI REPAIR SERVICES INC.</b>				<b>2</b>
<b>9</b>	Proposed Design	93.33	30.00%	28.00	
<b>10</b>	Technical Capability	70.00	20.00%	14.00	
<b>11</b>	Past Performance	76.70	15.00%	11.51	
<b>12</b>	Project Management	80.00	15.00%	12.00	
<b>13</b>	Cost Proposal	49.89	20.00%	9.98	
<b>14</b>	<b>Total</b>		<b>100.00%</b>	<b>75.49</b>	

**C. Price Analysis**

This formal procurement resulted in an open procurement with price competition. The recommended price has been determined fair and reasonable based on adequate price competition, Independent Cost Estimate (ICE), and engineer’s technical review. Metro received two (2) qualified price proposals with the lowest price offered being deemed as fair and reasonable.

<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>
AmePower, Inc.	\$6,065,920	\$5,768,400
PSI Repair, Inc.	\$12,157,452	

**D. Background on Recommended Contractor**

AmePower is located in Miami, Florida and has been in business over 20 years. Amepower is a certified engineering company whose expertise includes: Insulated-Gate Bipolar Transistor (IGBT) to IGBT and Gate Turn-Off (GTO) Thyristor to IGBT technology conversions; overhaul, retrofit and manufacturing services for rolling stock systems including: Complete Converters; Low Voltage Power Supplies (LVPS); Phase Modules; Auxiliary Power Supplies (APS); and Battery Chargers. Amepower evolved as leading suppliers of power electronics components in the South East, to a full Power Electronics solutions provider, primarily focused in the Mass Transportation Industry.

Amepower has contracts for rail component overhauls with New York Transit of New York City and ACI Herzog of Puerto Rico. The firm has completed contracts to provide upgrade services with MARC of Maryland and WMATA of Washington, DC in the past 3 years. Amepower has a current contract with Metro to repair the A650 GTO Phase Modules which will be completed in 2019. Amepower’s contract performance with Metro has been satisfactory.