

**PROCUREMENT SUMMARY
P2000 COUPLER ASSEMBLY OVERHAUL**

CONTRACT NO. MA6264000

1.	Contract Number: MA6264000	
2.	Recommended Vendor: Wabtec Passenger Transit	
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: August 2, 2019	
	B. Advertised/Publicized: July 31, 2019	
	C. Pre-Proposal Conference: September 10, 2019	
	D. Proposals Due: October 9, 2019	
	E. Pre-Qualification Completed: January 29, 2020	
	F. Conflict of Interest Form Submitted to Ethics: January 23, 2020	
	G. Protest Period End Date: March 19, 2020	
5.	Solicitations Picked up/Downloaded: 15	Proposals Received: 2
6.	Contract Administrator: Jean Davis	Telephone Number: 213/922-1041
7.	Project Manager: Richard Lozano	Telephone Number: 323/224-4042

A. Procurement Background

This Board Action is to approve Contract No. MA6264000 issued in support of Metro's P2000 Light Rail Vehicle (LRV) to procure overhaul services for the Coupler Assemblies. Board approval of contract award is subject to resolution of any properly submitted protest.

The Request for Proposals (RFP) No. MA62640 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 August 9, 2019; provided changes to the RFP evaluation criteria and Technical Specifications, and cancelled the pre-proposal conference.
- Amendment No. 2, issued August 12, 2019; provided changes to the evaluation criteria, established a new pre-proposal conference date, and extended the proposal due date to September 18, 2019.

- Amendment No. 3, issued August 30, 2019; changed the pre-proposal conference to include a Job Walk and revised the proposal due date.
- Amendment No. 4, issued September 25, 2019; provided changes to Exhibit C – Work Completion/Deliverable Schedules and revised the proposal due.

A pre-proposal conference and Job Walk were held on September 10, 2019 with five (5) attendees.

Two (2) proposals were received on October 9, 2019.

B. Evaluation of Proposals

A Proposal Evaluation Team consisting of staff from the Operations Rail Fleet Services, Rail Vehicle Engineering and Vendor/Contract Management Services 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:

Proposer's Work Scope	30%
Technical Capability	20%
Past Performance	15%
Project Management	15%
Cost	20%

The evaluation criteria are appropriate and consistent with criteria developed for similar equipment overhaul services. Several factors were considered when developing these weights, giving the greatest importance to technical factors as this equipment is safety sensitive.

Of the two proposals received, both proposers were determined to be within the competitive range. The two firms within the competitive range are listed below in alphabetical order:

1. Dellner, Incorporated
2. Wabtec Passenger Transit

	FIRM	Average Score	Factor Weight	Weighted Average Score	Rank
	WABTEC PASSENGER TRANSIT				1
	Proposed Work Plan	86.67	30.00%	26.00	
	Technical Capability	84.33	20.00%	16.87	
	Past Performance	91.11	15.00%	13.67	
	Project Management	93.33	15.00%	14.00	
	Cost Proposal	100.00	20.00%	20.00	
	Total		100.00%	90.54	
	DELLNER, INC.				2
	Proposed Work Plan	70.00	30.00%	21.00	
	Technical Capability	80.33	20.00%	16.07	
	Past Performance	90.00	15.00%	13.50	
	Project Management	83.33	15.00%	12.50	
	Cost Proposal	93.32	20.00%	18.66	
	Total		100.00%	81.73	

The firm recommended for award, Wabtec Passenger Transit was found to be in full compliance with the technical and all other RFP requirements, and received the highest ranking.

Qualifications Summary of Firms within the Competitive Range:

Wabtec Passenger Transit

Wabtec Passenger Transit (WPT) is the Original Equipment Manufacturer (OEM) of the Coupler Systems for Metro's P2000 Green Line, A650 Red Line, and P2020 Blue Line railcars. WPT provided an acceptable work plan in their proposal, and it possesses the required experience, equipment, tools and personnel to provide overhaul services in accordance with both the SOW and Technical Specification.

WPT has completed similar coupler overhaul contracts for Sacramento RTA, it currently has coupler overhaul contracts with Crystal Movers in California, and with MARTA. As the OEM, WPT has the current contract with Metro for P2000 Coupler overhaul. WPT has made significant improvements in their contract performance with Metro.

Dellner, Inc.

Dellner Incorporated (Dellner) was determined to have the technical capability and capacity to perform the required coupler overhauls. Dellner also possesses the required experience, equipment, tools, and personnel to provide the coupler overhaul services of the coupler assembly per the technical specification. However, Dellner indicated an inability to meet the First Article Inspection (FAI) and Production Schedules in the time required as specified in the SOW.

Dellner has a current contract with Metro for overhaul services of the P2550 coupler assemblies. Dellner completed similar coupler overhaul contracts with Hitachi Rail of Loveridge, CA from 2010 to 2017 and Charlotte Area Transportation System (CATS) of Charlotte, NC from 2017 to 2019.

C. Price Analysis

The recommended price has been determined to be fair and reasonable based on award to the lowest responsive, responsible offer. A technical evaluation was performed on all proposals and WPT's price proposal in the amount of \$2,895,984 was further evaluated against the Independent Cost Estimate (ICE).

Proposer Name	Proposal Amount	Metro ICE
Dellner, Inc.	\$3,103,360	\$2,495,400
Wabtec Passenger Transit	\$2,895,984	

D. Background on Recommended Contractor

Wabtec Passenger Transit Corporation (WPT) was formed in November 1999. WPT is a manufacturer of pneumatic, electronic and mechanical devices such as braking equipment, controllers, current collectors and couplers for the transit industry worldwide. WPT is headquartered in Spartanburg, South Carolina, and has a service center located in San Fernando California.

WPT is the OEM for the Friction Brakes and Coupler Assembly Systems on Metro's A650, P2000, P2020, and P3010 rail vehicles. WPT currently has performed satisfactorily on five (5) separate overhaul contracts with Metro for the A650 and P2000 friction brake overhauls; and for the A650, P2000, and P2020 coupler assembly overhauls.