

PROCUREMENT SUMMARY

**P2550 MIDLIFE MODERNIZATION CONSULTANT SUPPORT
SERVICES/CONTRACT NUMBER PS73193000**

1.	Contract Number: PS73193000	
2.	Recommended Vendor: LTK Consulting Services, Inc.	
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 : 11/06/20	
	B. Advertised/Publicized: 11/06/20	
	C. Pre-Proposal Conference: 11/18/20	
	D. Proposals Due: 12/08/20	
	E. Pre-Qualification Completed: Pending	
	F. Conflict of Interest Form Submitted to Ethics: 01/14/21	
	G. Protest Period End Date: 02/03/21	
5.	Solicitations Picked up/Downloaded: 02	Bids/Proposals Received: 02
6.	Contract Administrator: Nicole Banayan	Telephone Number: 213-922-7438
7.	Project Manager: Annie Yang	Telephone Number: 213-922-3254

A. Procurement Background

This Board Action is to approve Contract No. PS73193 for technical consulting services in support of the P2550 Light Rail Vehicle Midlife Modernization Program. The consultant shall provide Metro with technical oversight and program management support of the Transit Vehicle Manufacturer (TVM) selected to perform the midlife modernization. The recommended consultant will provide technical assistance to Metro staff to ensure the successful modernization of the P2550 Light Rail Vehicles. The services will include engineering and administrative resources to support Metro's Project Manager in the technical and program management of the project. Board approval of contract awards are subject to resolution of any properly submitted protest.

The RFP was issued in accordance with Metro's Acquisition Policy and the contract type is a cost-plus fixed fee.

One amendment was issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on November 18, 2020 revised Exhibit A entitled, "Scope of Services", Exhibit B entitled, "Advanced Memorandum of Costs" and added Corporate Safety's requirements.

A total of two (2) proposals were received on December 08, 2020.

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from Administrative and Financial Services, Rail Vehicle Engineering, and Rail Vehicle Acquisition was convened and conducted a comprehensive technical evaluation of the proposals received.

Proposals were first evaluated to determine each firm's ability to meet the following minimum qualifications on a pass/fail basis:

- Experience providing administrative and technical consulting services during the post award, design, production and delivery periods for a large public transit agency acquiring new rail vehicles; or overhauling existing rail vehicles.
- Demonstrated industry experience performing similar work on at least one (1) rail vehicle acquisition or rail vehicle overhaul project of similar size and scope within the last five (5) years.
- The following defines the minimum core competencies required of the Proposer's proposed staff:

1) Senior Program Manager

Education: BA/BS in Business, Engineering or related discipline, MS or MBA preferred. Five years of lead management role experience in the rail vehicle design, procurement, and/or commissioning strongly preferred.

2) Systems Integrator Engineer

Education: BS in Electrical Engineering, Master's Electrical Engineering preferred. Minimally five years of experience with rail vehicle system integration design, procurement, testing, and/or commissioning required.

3) Senior Systems Engineers / Commissioning Test Engineers

Education: BS in Electrical Engineering, Master's Electrical Engineering preferred. Minimally five years of experience with rail vehicle systems design, testing, and commissioning required.

4) Senior Schedule Analyst

Education: Bachelor's degree in related field. Master's degree and Project Management Professional (PMP) or Certified Associate in Project Management (CAPM) Certification preferred. Professional fluency in MS Project and Primavera (P6, P3) software required. Experience in review schedule of rail vehicle related projects preferred.

5) Quality Assurance Engineer

Education: BA/BS in Business, Engineering or related discipline,

MS or MBA preferred. Experience with rail vehicle procurement project strongly preferred.

6) Contract Administrator

Education: Associate of Arts degree in related field. Four-year degree and understanding of Metro's Procurement Processes preferred.

7) Inspectors (Contractor's Site)

Education: Associate of Arts degree in electrical, mechanical, electronics and/or equivalent trade from an accredited trade or vocational school. Five (5) years of experience as a rail Vehicle inspector may be substituted for educational requirement. Experience shall be specific to rail vehicle manufacturing, assembly and/or vehicle commissioning.

8) Inspector (Commissioning/Acceptance Site)

Education: Associate of Arts degree in electrical, mechanical, electronics and/or equivalent trade from an accredited trade or vocational school. Five (5) years of experience as a rail Vehicle inspector may be substituted for educational requirement. Experience shall be specific to rail vehicle manufacturing, assembly and/or vehicle commissioning required.

9) Administrative Staff/Document Control

Education: Administrative Staff shall have an Associate of Arts degree or equivalent

After reviewing each proposal, staff determined that both proposers met the minimum qualifications,

Proposals were then evaluated based on the following evaluation criteria and weights:

- The Team's Degree of Skill and Experience 30 percent
- Staff Quality and Technical Expertise 20 percent
- Understanding of Work and Appropriateness of Approach for Implementation 20 percent
- Cost Proposal 30 percent

The evaluation criteria are appropriate and consistent with criteria developed for other, similar consultant support services procurement. Several factors were considered when developing these weights, giving the greatest importance to the team's degree of skill and experience and price.

Of the two (2) proposals received, both were determined to be within the competitive range. The two firms within the competitive range are listed below in alphabetical order:

1. LTK Consulting Services (LTK)
2. STV, Inc. (STV)

On December 11, 2020, Metro conducted oral presentations with both firms to evaluate the firm's degree of skill and experience, proposed staff's qualifications and technical expertise and how well each firm understood the work and its approach to project implementation. At the conclusion of oral presentations, Request for Clarifications (RFC) were issued to both firms for the purpose of clarifying proposed staff's education and experience. Both firms provided satisfactory responses to Metro's clarification requests.

On December 29, 2020, Metro conducted negotiations to advise each proposer of its relative strengths and weaknesses based on Metro's first iteration of scoring. At the conclusion of negotiations, Metro issued a Best and Final Offer (BAFO) request to both firms. BAFO proposals were received on January 11, 2021. The PET conducted its final evaluation with the scoring distribution shown in the table below.

Qualifications Summary of Firms within the Competitive Range:

LTK Consulting Services, Inc.

LTK provided technical oversight consultant services during the original design and construction of the P2550 LRVs as well as assessed the P2550 fleet condition in 2016. Recently, LTK provided consultant support services to upgrade the P2550 propulsion controls and auxiliary power units. In addition, LTK is currently providing consultant support services to Metro's, HR4000 Heavy Rail Vehicle (HRV) Contract and the A650 HRV and P2550 LRV Overhaul Contracts.

STV, Inc.

STV provided technical and program support during the solicitation phase of the P2550 LRV Midlife Modernization specification development. STV assisted Metro in developing the current P2550 LRV Midlife Modernization and HR4000 HRV Technical Specifications and also provides subcontracted program support to Metro for the HR4000 Contract. STV recently provided similar consultant work under the General Engineering Contract to Maryland Department of Transportation Maryland Transit Administration (MTA) for 53 light rail vehicles. STV also provided fleet assessment on the Orange Line Vehicles for Massachusetts Bay Transportation Authority.

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Firm 1- LTK				
3	The team's degree of skills and experience	9.33	30.00%	28.00	
4	Staff Quality and Technical Expertise	9.33	20.00%	18.67	
5	Understanding of Work and Appropriateness of Approach for Implementation	9.33	20.00%	18.67	
6	Cost	N/A	30.00%	30.00	
7	Total		100.00%	95.34	1
8	Firm 2 -STV				
9	The team's degree of skills and experience	8.50	30.00%	25.50	
10	Staff Quality and Technical Expertise	8.08	20.00%	16.17	
11	Understanding of Work and Appropriateness of Approach for Implementation	8.83	20.00%	15.27	
12	Cost	N/A	30.00%	28.98	
13	Total		100.00%	85.91	2

C. Cost Analysis

The recommended price has been determined to be fair and reasonable based upon audit findings, an independent cost estimate, and negotiations.

	Proposer Name	Proposal Amount	Metro ICE	Negotiated or NTE amount
1.	LTK	\$6,622,110.70	\$7,344,929.00	\$6,470,848.47
2.	STV	\$6,768,004.85	\$7,344,929.00	\$6,698,672.76

D. Background on Recommended Contractor

The recommended firm, LTK Consulting Services, Inc., located in Ambler, PA, has been in business since 1921 and is a leader in providing consultant support services to the infrastructure, energy and mining and metals sectors. In November 2020, Hatch merged with LTK. The merger between Hatch and LTK was to create a powerhouse global service provider focused on the unique needs of their clients in the infrastructure, energy, and metals market sectors. Within the infrastructure sector, LTK brings 100 years of exceptional service and technical expertise to their clients in the rail industry, which will complement Hatch's existing capabilities in transportation and logistics, urban solutions, and water. LTK engineering expertise include areas such as rail vehicle engineering, rail systems engineering, revenue systems and technology, zero-emissions transportation, operations planning and simulations, systems assurance, intercity and high-speed rail, rail corridor development and transit advisory services. LTK has offices in 27 cities across the U.S. LTK's most recent rail vehicle support services Contracts include consulting services for Metro's P3010 New LRV procurement and HR4000 New Heavy Rail Vehicle procurement.