

# Items 25, 26 & 27

## Approve Contract Awards Regions 1 Through 3

*Item 25: Trash & Overgrown Vegetation Removal*

*Item 26: Landscape & Irrigation Maintenance*

*Item 27: Graffiti Abatement*

# Existing & New Improved Maintenance Contracts

## Existing 4 Regions, Combined Services Contracts

- On September 17, 2015, Metro Board of Directors awarded **four (4) contracts**, one per region:
  - ✓ **Regions 1 & 3: Woods Maintenance Services, Inc. (Woods)**
  - ✓ **Regions 2 & 4: Parkwood Landscape Maintenance, Inc. (Parkwood)**
- **Graffiti Abatement, landscape & irrigation maintenance and trash & overgrown vegetation removal services are combined under one contract per region**
- **The existing four (4) regions contracts expire on June 30, 2021**
- **Woods, Parkwood and their subcontractors are in good standing with Metro's established SBE & DVBE goals**

## New 3 Regions, Service Specific Contracts

- **Metro's service area has been restructured and split into three (3) regions**
- **Maintenance to be provided through service specific contracts**

# Existing & New Improved Maintenance Contracts

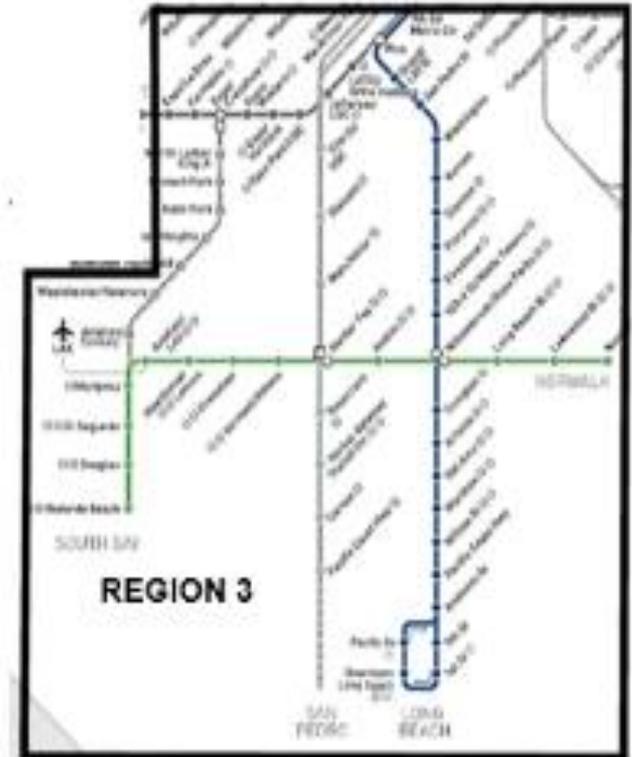
## Existing 4 Regions - Combined Services Contracts

Region 1	Region 2	Region 3	Region 4
Graffiti Abatement	Graffiti Abatement	Graffiti Abatement	Graffiti Abatement
Landscape & Irrigation	Landscape & Irrigation	Landscape & Irrigation	Landscape & Irrigation
Trash & Overgrown Vegetation Removal			

## New 3 Regions - Service Specific Contracts

Region 1	Region 2	Region 3
Graffiti Abatement	Graffiti Abatement	Graffiti Abatement
Landscape & Irrigation	Landscape & Irrigation	Landscape & Irrigation
Trash & Overgrown Vegetation Removal	Trash & Overgrown Vegetation Removal	Trash & Overgrown Vegetation Removal

# New & Improved Service Specific Maintenance Contracts



# New & Improved Service Specific Maintenance Contracts

## The Three (3) Regions Contracts offer

- Moderately sized service areas, improving maintenance oversight and service delivery
- Enhanced service levels & staffing resources based on site specific needs and accessibility, in compliance with Metro's safety and operations requirements

## Service specific Contracts ensure providing

- Quality maintenance through a dedicated service specific experienced staff
- Streamlined processes monitoring applicable job classifications & wages while eliminating cross functional staffing issues
- Cost effective maintenance to be performed by experienced service specific prime and subcontractors, away from excessive general contracting fees

# New & Improved Service Specific Maintenance Contracts

Expanded opportunities for competition & small business participation

Existing 4 Regions Combined Services Contracts		New 3 Regions Service Specific Contracts	
SBE	DVBE	SBE	DVBE
22%	3%	24%	3%
Mandatory	Required with Evidence for GFE	Mandatory	
25%		27%	
Total of four (4) subcontractors		Total of six (6) subcontractors	
<ul style="list-style-type: none"> <li>✓ BJAG</li> <li>✓ Far East Landscape &amp; Maint.</li> <li>✓ BriteWorks</li> <li>✓ IECLT, Inc.</li> </ul>		<ul style="list-style-type: none"> <li>✓ BJAG</li> <li>✓ Far East Landscape &amp; Maint.</li> <li>✓ Briteworks</li> <li>✓ IECLT, Inc.</li> <li>✓ Bread &amp; Water LLC - New</li> <li>✓ ACME Manpower - New</li> </ul>	

# Procurement Actions

- Outreach event was conducted with approximately 26 participating firms
- Request for Proposal (RFP)
- Proposals may be submitted for one or more regions, in separate packages
- Metro may award contracts to one or more proposers:
  - ✓ Proposals that meet the requirements
  - ✓ Most advantageous to Metro
- **Evaluation Criteria:**

✓ Qualifications of the firm/team	15 Points
✓ Qualifications and experience of key personnel	20 Points
✓ Management plan/approach	35 Points
✓ Cost proposal	30 Points
- Technical evaluation overall scores reflect a clear difference among proposers, specifically for the Management Plan/Approach criteria

# Procurement Actions

Proposals received per the following:

<b>Regions</b>	<b>Graffiti Abatement</b>	<b>Landscape &amp; Irrigation</b>	<b>Trash &amp; Overgrown Vegetation Removal</b>
<b>Region 1</b>	<b>Parkwood Urban Graffiti Woods</b>	<b>Far East Parkwood Woods</b>	<b>Urban Graffiti Parkwood Woods</b>
<b>Region 2</b>	<b>Parkwood Urban Graffiti Woods</b>	<b>Far East Parkwood Woods</b>	<b>Parkwood Woods</b>
<b>Region 3</b>	<b>Parkwood Urban Graffiti Woods</b>	<b>Far East Parkwood Woods</b>	<b>Parkwood Woods</b>
<b>Total proposals received per service Type</b>	<b>9</b>	<b>9</b>	<b>7</b>

# Recommended Awards

Recommended Awards	Graffiti Abatement	Landscape & Irrigation	Trash & Overgrown Vegetation Removal
Region 1	Woods	Parkwood	Woods
Region 2		Woods	
Region 3			

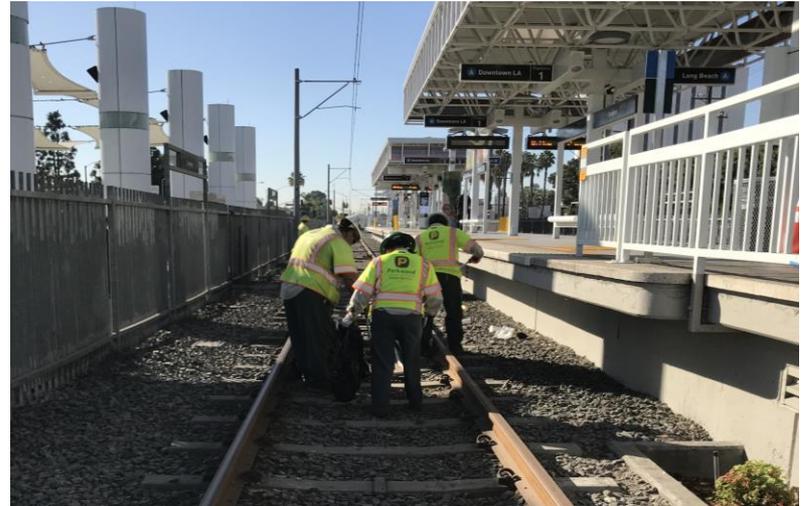
<u>Total Five (5) Year Value</u> Existing 4 Regions Combined Services Contracts	<u>Total Five (5) Year Value</u> New 3 Regions Service Specific Contracts
\$113,141,243.39	\$95,439,199

**Cost Savings of ~16%, for a total of \$17.7 million**

# Highlights of Contracted Maintenance Services



**Woods**



**Parkwood**

