

PROCUREMENT SUMMARY

**DORAN STREET GRADE SEPARATION CONSTRUCTION MANAGEMENT
SUPPORT SERVICES
CONTRACT NO. AE137794MC086**

1.	Contract Number: AE137794MC086	
2.	Recommended Vendor: Zephyr UAS, Inc. dba Zephyr Rail	
3.	Type of Procurement (check one): ☐ IFB ☐ RFP ☒ RFP-A&E ☐ Non-Competitive ☐ Modification ☐ Task Order	
4.	Procurement Dates:	
	A. Issued: November 20, 2025	
	B. Advertised/Publicized: November 20, 2025	
	C. Pre-Proposal Conference: December 11, 2025	
	D. Proposals Due: January 20, 2026	
	E. Pre-Qualification Completed: June 24, 2026	
	F. Conflict of Interest Form Submitted to Ethics: January 23, 2026	
	G. Protest Period End Date: July 27, 2026	
5.	Solicitations Downloaded: 139	Proposals Received: 11
6.	Contract Administrator: Vanessa Vingno	Telephone Number: 213-922-7574
7.	Project Manager: Kavita Mehta	Telephone Number: 213-922-4235

A. Procurement Background

This Board Action is to approve Contract No. AE137794MC086, Doran Street Grade Separation Construction Management Support Services, to support Metro's responsibilities to construct a grade separation over the Metro-owned railroad corridor that runs parallel to, and between San Fernando Road and San Fernando Road West, connecting West San Fernando Road to the Fairmont Avenue Bridge and linking Los Angeles and Glendale. Board approval of contract awards is subject to resolution of any properly submitted protest(s), if any.

The Request for Proposals (RFP) was issued in accordance with Metro's Acquisition Policy and California Government Code §4525-4529.5 for Architectural and Engineering services. The contract type is a cost reimbursable (cost plus fixed fee) type contract for a base term of four years with one, one-year option term. The RFP was advertised as part of the Small Business Enterprise Prime (Set-Aside) Program based on an original estimate of less than \$5 million.

One Amendment was issued during the Solicitation phase of this RFP:

- Amendment No. 1, issued on November 26, 2025, revised the Scope of Services chain of command and added additional required positions.

A total of 139 downloads of the RFP were recorded on the planholders' list. A virtual pre-proposal conference was held on December 11, 2025 and was attended by a

total of 57 individuals representing 41 firms. There were 70 questions received for this RFP and responses were provided prior to the proposal due date.

A total of 11 proposals were received on January 20, 2026, from the following firms listed below in alphabetical order:

1. C2PM
2. Construction Quality Management Solutions (CQMS)
3. Fountainhead Consulting Corporation
4. Fulcrum Consultants, Inc.
5. Hout Construction Services dba Hout Engineering
6. Morgner Construction Management
7. Pacific Pros Consultants, Inc.
8. Padcom Design and Construction Management
9. RVI CM Inc.
10. VSCE, Inc.
11. Zephyr UAS, Inc dba Zephyr Rail

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) comprised of staff from Transportation Planning, Program Management, and Program Control was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were evaluated based on the following evaluation criteria and associated weights:

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| • Experience and Qualifications of Firms on the Team | 30% |
| • Key Personnel's Skills and Experience | 40% |
| • Project Understanding and Approach | 30% |

The evaluation criteria are appropriate and consistent with the criteria developed for other Architectural and Engineering (A&E) procurements. Several factors were considered when developing the weightings, giving the greatest importance to Key Personnel's Skills and Experience.

This is an A&E, qualifications-based procurement; therefore, price cannot and was not used as an evaluation factor pursuant to state and federal law.

During March and April, the PET evaluated all 11 technical proposals and determined all to be within the competitive range. On April 16 and 17, 2026, the PET met with the firms for virtual oral presentations.

The proposing firms' project managers and key team members had the opportunity to present their team's qualifications, key personnel, and respond to the PET's questions. In general, each proposer's presentation addressed the requirements of

this RFP, experience with all aspects of the required and anticipated tasks, and stressed each proposer's commitment to the success of the contract. The firms also highlighted their staffing plans and work plans. Each proposing team was asked questions relating to each firm's previous experience performing work of a similar nature to the Scope of Services included in the RFP.

Qualifications Summary of the Recommended Firm:

Zephyr UAS, Inc. (dba Zephyr Rail) was ranked as the most qualified firm due to its strong technical expertise, organized team structure, and a realistic work plan tailored to the project's complexities. The firm offers extensive experience in grade separations, heavy civil construction, and rail-adjacent work, including multiple roadway-under-rail crossings, demonstrating its ability to manage the unique risks of this environment. Zephyr's familiarity with Caltrans, railroads, and third-party coordination, as well as CTC processes related to existing grants, enables efficient navigation of regulatory and stakeholder requirements. The proposal clearly identifies key issues, risks, and lessons learned from past projects, reflecting a mature understanding and credible mitigation strategies. The staffing plan presents a phase-aligned team with strong leadership and defined roles, supported by an effective small business plan that integrates partners. The team's current knowledge of the project, alignment with Metro's CMSS delivery model, and proactive approach to coordination, utility engagement, and risk management further demonstrate their readiness. These strengths position Zephyr Rail to deliver the project successfully.

The final scoring was based on evaluation of the written proposals, as supported by oral presentations, and clarifications received from the Proposers. The recommended most qualified firm is Zephyr Rail. The results of the final scoring are shown below:

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Zephyr UAS, Inc. dba Zephyr Rail				
3	Experience and Qualifications of Firms on the Team	93.10	30.00%	27.93	
4	Key Personnel's Skills and Experience	90.68	40.00%	36.27	
5	Project Understanding and Approach	92.43	30.00%	27.73	
6	Total		100.00%	91.93	1
7	Pacific Pros Consultants, Inc.				
8	Experience and Qualifications of Firms on the Team	87.33	30.00%	26.20	
9	Key Personnel's Skills and Experience	89.23	40.00%	35.69	
10	Project Understanding and Approach	91.33	30.00%	27.40	

11	Total		100.00%	89.29	2
12	VSCE, Inc.				
13	Experience and Qualifications of Firms on the Team	88.83	30.00%	26.65	
14	Key Personnel's Skills and Experience	88.58	40.00%	35.43	
15	Project Understanding and Approach	89.33	30.00%	26.80	
16	Total		100.00%	88.88	3
17	RVI CM Inc.				
18	Experience and Qualifications of Firms on the Team	86.60	30.00%	25.98	
19	Key Personnel's Skills and Experience	87.53	40.00%	35.01	
20	Project Understanding and Approach	87.90	30.00%	26.37	
21	Total		100.00%	87.36	4
22	Hout Construction Services dba Hout Engineering				
23	Experience and Qualifications of Firms on the Team	86.73	30.00%	26.02	
24	Key Personnel's Skills and Experience	86.88	40.00%	34.75	
25	Project Understanding and Approach	87.23	30.00%	26.17	
26	Total		100.00%	86.94	5
27	Construction Quality Management Solutions				
28	Experience and Qualifications of Firms on the Team	80.93	30.00%	24.28	
29	Key Personnel's Skills and Experience	85.23	40.00%	34.09	
30	Project Understanding and Approach	83.77	30.00%	25.13	
31	Total		100.00%	83.50	6
32	Morgner Construction Management				
33	Experience and Qualifications of Firms on the Team	83.40	30.00%	25.02	
34	Key Personnel's Skills and Experience	82.80	40.00%	33.12	
35	Project Understanding and Approach	81.77	30.00%	24.53	
36	Total		100.00%	82.67	7
37	Fountainhead Consulting Corporation				
38	Experience and Qualifications of Firms on the Team	81.50	30.00%	24.45	
39	Key Personnel's Skills and Experience	81.33	40.00%	32.53	

40	Project Understanding and Approach	81.43	30.00%	24.43	
41	Total		100.00%	81.41	8
42	C2PM				
43	Experience and Qualifications of Firms on the Team	82.00	30.00%	24.60	
44	Key Personnel's Skills and Experience	81.00	40.00%	32.40	
45	Project Understanding and Approach	79.77	30.00%	23.93	
46	Total		100.00%	80.93	9
47	Padcom Design and Construction Management				
48	Experience and Qualifications of Firms on the Team	80.57	30.00%	24.17	
49	Key Personnel's Skills and Experience	80.20	40.00%	32.08	
50	Project Understanding and Approach	79.67	30.00%	23.90	
51	Total		100.00%	80.15	10
52	Fulcrum Consultants, Inc.				
53	Experience and Qualifications of Firms on the Team	79.93	30.00%	23.98	
54	Key Personnel's Skills and Experience	79.60	40.00%	31.84	
55	Project Understanding and Approach	80.90	30.00%	24.27	
56	Total		100.00%	80.09	11

C. Cost Analysis

Metro completed negotiations and determined that the recommended estimated costs are fair and reasonable based on a cost analysis of labor rates, Independent Cost Estimate (ICE), indirect rates and other direct costs in accordance with Metro's Acquisition Policy. Metro confirmed indirect cost rates based on current audits by a cognizant agency or CPA in accordance with FAR Part 31 and established provisional indirect cost rates for the first year of the contract, subject to retroactive Contract adjustments upon completion of any necessary audits. Where indirect cost rates were not supported by a current audit, Metro negotiated provisional indirect rates so as not to delay the contract awaiting audit. Metro negotiated a fixed fee based on the total estimated cost negotiated.

	Proposal Amount	ICE	NTE Funding Amount
Base Period – 4 Years	\$10,525,171	\$4,210,200	\$5,994,149
Option Year 1	\$893,340.35		\$280,178

D. Background on Recommended Contractor

The recommended firm, Zephyr Rail, is located and headquartered in the city of Orange, California and was established in 2015. They hold certification as a Metro Small Business Enterprise (SBE). Zephyr Rails' staff demonstrated an excellent understanding of Los Angeles and local cities, agencies and Metro requirements, personnel and practices. They have extensive experience and skills in construction management services and are performing similar scope of services for ongoing Metro projects such as CMSS Capital Improvement Projects and Metro's LinkUS program, which include support for projects such as Harbor Gateway Transit and Sepulveda Transit Project Common Services Support. Their performance has been satisfactory.