

PROCUREMENT SUMMARY

ZERO EMISSION BUS (ZEB) PROGRAM MANAGEMENT, ENGINEERING, AND
TECHNICAL CONSULTANT SERVICES/ PS140440000

1.	Contract Number: PS140440000	
2.	Recommended Vendor: WSP USA Inc.	
3.	Type of Procurement (check one): ☐ IFB ☒ RFP ☐ RFP-A&E ☐ Non-Competitive ☐ Modification ☐ Task Order	
4.	Procurement Dates:	
	A. Issued: March 16, 2026	
	B. Advertised/Publicized: March 21, 2026 – March 26, 2026	
	C. Pre-Proposal Conference: April 10, 2026	
	D. Proposals Due: May 1, 2026	
	E. Pre-Qualification Completed: May 1, 2026	
	F. Ethics Declaration Forms submitted to Ethics: May 6, 2026	
	G. Protest Period End Date: July 20, 2026	
5.	Solicitations Downloaded: 135	Bids/Proposals Received: 3
6.	Contract Administrator: Uriel Villa	Telephone Number: 213-922-1025
7.	Project Manager: Amy Romero	Telephone Number: 213-922-5709

A. Procurement Background

This Board Action is to approve Contract No. PS140440000 for consultant services to support Metro's vehicle and infrastructure acquisition and the transition to a zero-emission bus (ZEB) fleet. Board approval of contract awards is subject to the resolution of any properly submitted protest(s), if any.

Request for Proposals (RFP) No. PS140440 was issued in accordance with Metro's Acquisition Policy, and the contract type is a cost-plus fixed fee. The Diversity and Economic Opportunity Department (DEOD) did not recommend a Disadvantaged Business Enterprise (DBE) goal for this procurement. The U.S. Department of Transportation (USDOT) has issued an Interim Final Rule (IFR) that makes changes, to the DBE Program, including suspension of goals, counting of DBE participation, and enforcement effective October 3, 2025. While the DBE commitment is not a factor in the staff recommendation, there are three certified small businesses participating in this contract.

Three amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on 4/3/2026, clarified and modified critical dates;
- Amendment No. 2, issued on 4/28/2026, modified exhibit 2A and exhibit 12;
- Amendment No. 3, issued on 6/4/2026, requested BAFO.

The solicitation was advertised across four different platforms: LA Sentinel, Los Angeles Daily News, La Opinion, and Asian Week. A total of 135 firms downloaded the RFP and were included in the planholders' list. A virtual pre-proposal conference was held on April 10, 2026, and was attended by 39 participants representing 18 firms. There were 14 questions received for this RFP and responses were provided prior to the proposal due date.

A total of three proposals were received on May 1, 2026.

B. Evaluation of Proposals

A diverse Proposal Evaluation Team (PET) consisting of staff from Bus Acquisitions, Rail Vehicle Acquisitions, and Transportation Planning was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were initially evaluated based on the pass/fail minimum qualifications criteria outlined in the RFP. The pass/fail requirements required proposers to demonstrate that the Prime has at least four (4) years' of expertise providing engineering and project management support for at least two (2) public transit agency bus acquisition programs; the proposal team has a combined four (4) years of technical experience with zero-emission battery electric buses; and demonstrate that the proposal team has at least a combined two (2) years of experience with BEB charging infrastructure.

The PET determined that all three proposals met the minimum qualification requirements and were further evaluated based on the following weighted evaluation criteria:

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|--|-----------|
| • Project Management and Key Staff Qualifications and Experience | 35 Points |
| • Price | 30 Points |
| • Qualifications of the Proposer/Team | 25 Points |
| • Effective Schedule / Cost Management Plan | 10 Points |

The evaluation criteria are appropriate and consistent with criteria developed for other, similar ZEB consulting procurements. Several factors were considered when developing these weights, giving the greatest importance to Project Management and Key Staff Qualifications and Experience.

On May 15, 2026, the PET met to review the evaluation criteria package, process confidentiality and conflict of interest forms, and take receipt of the three proposals to initiate the evaluation phase. Evaluations were conducted from May 15, 2026, to June 1, 2026. The PET was supported by an internal subject matter expert related to the review, evaluation, assessments, and recommendations of the technical proposal.

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

1. AECOM Technical Services, Inc. (AECOM)
2. Hatch Associates Consultants, Inc. (Hatch)
3. WSP USA, Inc. (WSP)

No firms were determined to be outside the competitive range.

An invitation to submit their Best and Final Offer (BAFO) was issued on June 4, 2026. BAFO submittals were received on June 9, 2026, and were reviewed and evaluated by the PET.

Qualifications Summary of Firms within the Competitive Range:

AECOM Technical Services, Inc.

AECOM provides consultant support services, including vehicle engineering and acquisition, program management services for multiple high-volume transit agencies such as Los Angeles Department of Transportation (LADOT), Maryland Transit Administration, Washington Metropolitan Area Transportation Authority (WMATA), New York Metropolitan Transit Authority (MTA/NYCT), and Memphis Area Transit Authority (MATA).

Hatch Associates Consultants, Inc.

Hatch Associates Consultants, Inc. is a U.S. subsidiary of Hatch, a Canadian global consulting agency. The firm provides comprehensive consultant support services, including vehicle engineering, technical procurement specifications, and program management services for multiple high-volume transit agencies. This includes delivering specialized fleet modernization, engineering oversight, and vehicle acquisition support to major networks such as Metro, MTA/NYCT, Sound Transit in Seattle, and the Washington Metropolitan Area Transportation Authority (WMATA).

WSP USA Inc.

WSP USA Inc. is based in Los Angeles, California and is a U.S. subsidiary of WSP, a Canadian global consulting agency founded over 120 years ago. The firm provides comprehensive consultant support services, including vehicle engineering, technical procurement specifications, and program management services for multiple high-volume transit agencies. This includes delivering specialized fleet modernization and vehicle acquisition support to major networks such as Metro, MTA/NYCT, and the San Francisco Bay Area Rapid Transit District (BART).

A summary of the PET scores for Battery Electric Buses (BEBs) is provided below:

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	WSP				
3	Project Management and Key Staff Qualifications and Experience	97.48	35%	34.12	
4	Price	96.63	30%	28.99	
5	Qualifications of the Proposer/Team	94.32	25%	23.58	
6	Effective Schedule/ Cost Management Plan	97.80	10%	9.78	
7	Total		100.00%	96.47	1
8	AECOM				
9	Project Management and Key Staff Qualifications and Experience	92.14	35%	32.25	
10	Price	100.00	30%	30.00	
11	Qualifications of the Proposer/Team	88.60	25%	22.15	
12	Effective Schedule/ Cost Management Plan	84.50	10%	8.45	
13	Total		100.00%	92.85	2
14	Hatch				
15	Project Management and Key Staff Qualifications and Experience	81.14	35%	28.40	
16	Price	89.40	30%	26.82	
17	Qualifications of the Proposer/Team	80.40	25%	20.10	
18	Effective Schedule/ Cost Management Plan	72.70	10%	7.27	
19	Total		100.00%	82.59	3

C. Cost/Price Analysis

The recommended price has been determined to be fair and reasonable based upon adequate price competition, an Independent Cost Estimate (ICE), technical evaluation, and the BAFO.

The variance of 13.82% between the ICE and the proposed pricing is primarily driven by three factors: projected rate escalation, higher estimated profit margins, and the adoption of premium standard industry hourly rates for technical and project

management resources. These macroeconomic shifts and market pricing trends were fully analyzed during the development of the ICE to accurately capture potential economic impacts.

	Proposer Name	Proposal Amount	METRO ICE	Negotiated or NTE Amount
1.	WSP USA Inc.	\$16,585,857.33	\$18,010,432.00	\$15,520,898.51
2.	AECOM Technical Services, Inc.	\$15,428,534.12	\$18,010,432.00	\$14,996,346.61
3.	Hatch Associates Consultants, Inc.	\$17,989,324.80	\$18,010,432.00	\$16,775,570.80

Based on the cost analysis, staff determined that all three proposers submitted fair and reasonable pricing, with WSP offering the best value to Metro.

D. Background on Recommended Contractor

The recommended firm, WSP USA Inc., is a U.S. subsidiary of WSP, a Canadian global consulting agency founded over 120 years ago. WSP USA Inc. is an industry leader in fleet electrification, providing comprehensive planning, engineering, and deployment services for battery-electric and hydrogen fuel cell transit vehicles. The firm specializes in delivering critical ZEB solutions, including route modeling, utility grid analysis, charging infrastructure design, and facility modernization blueprints. WSP serves a diverse range of public transit agencies, municipal fleets, and regional transportation authorities across the United States, helping them navigate complex regulatory mandates and successfully transition to zero-emission operations.

WSP has provided services for Metro and performance has been satisfactory.