



## Board Report

File #: 2019-0547, File Type: Contract

Agenda Number: 26.

### OPERATIONS, SAFETY, AND CUSTOMER EXPERIENCE COMMITTEE SEPTEMBER 19, 2019

**SUBJECT: METRO'S PHOTO ENFORCEMENT PROGRAM**

**ACTION: APPROVE RECOMMENDATIONS**

#### **RECOMMENDATION**

CONSIDER:

- A. AUTHORIZING the Chief Executive Officer to award an eight-year, firm fixed price Contract No. PS60032000, to Redflex Traffic Systems, Inc., for Photo Enforcement Program Services in an amount not to exceed \$25,385,196, effective October 1, 2019, subject to resolution of protest(s), if any; and
- B. TERMINATING Contract No. PS68103079 with Conduent State & Local Solutions, Inc. once all operations, maintenance and citation processing have been transitioned to the new awarded contractor Redflex.

#### **ISSUE**

In November 2013, the Board approved award of Contract No. PS68103079 with Conduent State & Local Solutions, Inc. (Conduent), formerly Xerox State and Local Solutions, Inc., for a period of eight years, inclusive of two, two-year options, starting July 1, 2014, for photo enforcement services. The Contract was executed for an eight-year term, inclusive of both options, expiring on June 30, 2022.

In June 2018, staff returned to the Board to exercise the first two-year option. During the June 2018 Executive Management Committee meeting, staff explained that while the project was 50% complete, Conduent's SBE attainment was only 12.55% (later corrected to 9.7%). This shortfall was attributed to Conduent self-performing the work of a listed and approved SBE subcontractor. Conduent conceded that the scope committed to its subcontractor had been self-performed for the first four years of the contract term by Conduent's own workforce without advisement or prior approval by Metro, as contractually required. Thus, a motion by Director Dupont-Walker to amend staff's recommendation and allow a six-month extension for this contract and re-evaluate Conduent's performance in six months on meeting the SBE commitment was approved. Subsequently at the Board Meeting, staff updated the recommended action to authorize the Chief Executive Officer to negotiate and execute necessary modifications to Contract PS68103079 with Conduent for Red Light Photo Enforcement installation and maintenance services and to return to the Board no later than

January 2019 with a recommendation to immediately re-procure if Conduent fails to substantially mitigate its SBE underpayments, or to recommend awarding the balance of the first two-year option if Conduent materially remediates its first four years of SBE payment shortfall.

In January 2019, staff returned to the Board to provide an update of the Metro’s Photo Enforcement Program. Conduent had shown improvements in the SBE participation from 9.71% in June 2018 to 12.14% in November 2018 against the overall contract commitment of 23.4%. The attributed factor to the shortfall of the SBE commitment is the pending issue of Conduent’s proposed SBE subcontractor substitution, which as of the date of this report has not been resolved. Metro staff have continued to work closely with the Contractor on this matter since June 2018.

Beginning in July 2018, staff has been meeting with Conduent monthly to monitor their SBE remediation plan for a period that extended beyond the planned end date of December 2018. The matrix below shows the Contract cumulative SBE participation through June 2019.

Jun-18 (BASE*)	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
9.71%	9.83%	9.95%	10.61%	11.77%	12.14%	17.40%

Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19
17.30%	17.10%	17.70%	17.70%	18.10%	17.85%

\*Adjusted per Conduent’s August 2, 2018 correction

As of June 30, 2019, the last month for which data is available for this report, the overall Project-to-Date Small Business Utilization Rate is 17.85% up 8.14% from the adjusted participation of 9.71% on June 30, 2018.

However, staff is concerned, based on the departure of its original SBE subcontractor, LA Signal, that Conduent will not meet its SBE commitment of 8.1% to LA Signal. As of the date of this report, the proposed SBE subcontractor substitution has not been resolved, which will continue to impact Conduent’s overall compliance target (23.4%).

**Labor Wage and Retention Programs Update**

In addition to the on-going SBE participation shortfall, Metro’s Labor Wage & Retention Programs (LWRP) unit received a letter dated November 16, 2018, from Conduent stating that this photo enforcement contract is a service contract and is not subject to federal or state prevailing wages. LWRP had previously submitted the scope of work for this contract to the Department of Industrial Relations (DIR) for review. On November 21, 2018, Metro received a response from the DIR stating that work related to installation and maintenance of the photo enforcement cameras, and graffiti removal is subject to prevailing wage requirements. Citing the letter from the DIR, as well as the

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solicitation documents for the contract, Metro responded to Conduent's letter on November 29, 2018, informing the firm that prevailing wages for the above type of work were applicable to the contract and that all certified payrolls and supporting documents are required to be submitted to Metro's Labor Wage & Retention Programs unit. Conduent failed to submit the requested documents.

As of the date of this report, Conduent acquiesced to the prevailing wage requirements and is in the process of making restitution payments to its workers and providing the requested documentation from November 2018.

Consequently, for the above reasons, staff initiated a re-solicitation effort in November 2018. Staff continues to work with and monitor Conduent and its existing subcontractors in resolving outstanding issues to avoid a disruption in photo enforcement services.

Also, as a result of the competitive procurement (RFP No. PS60032) process in January 2019, staff completed the evaluation of the proposals received and determined Redflex offers Metro the best value for photo enforcement services.

## **BACKGROUND**

Metro is a leader in the utilization of Intelligent Transportation Systems technologies aimed at mitigating train/vehicle and bus/vehicle accidents. Through support from Federal, State, and local programs, Metro has been able to develop and implement a successful safety improvement program. The safety program is made up of four elements: engineering, education, enforcement, and legislation. One of the prominent enforcement elements is the utilization of photo enforcement cameras at both rail grade crossings and Busway intersections. Citations are currently issued on the Metro Blue, Gold, Orange and Expo Lines.

## **DISCUSSION**

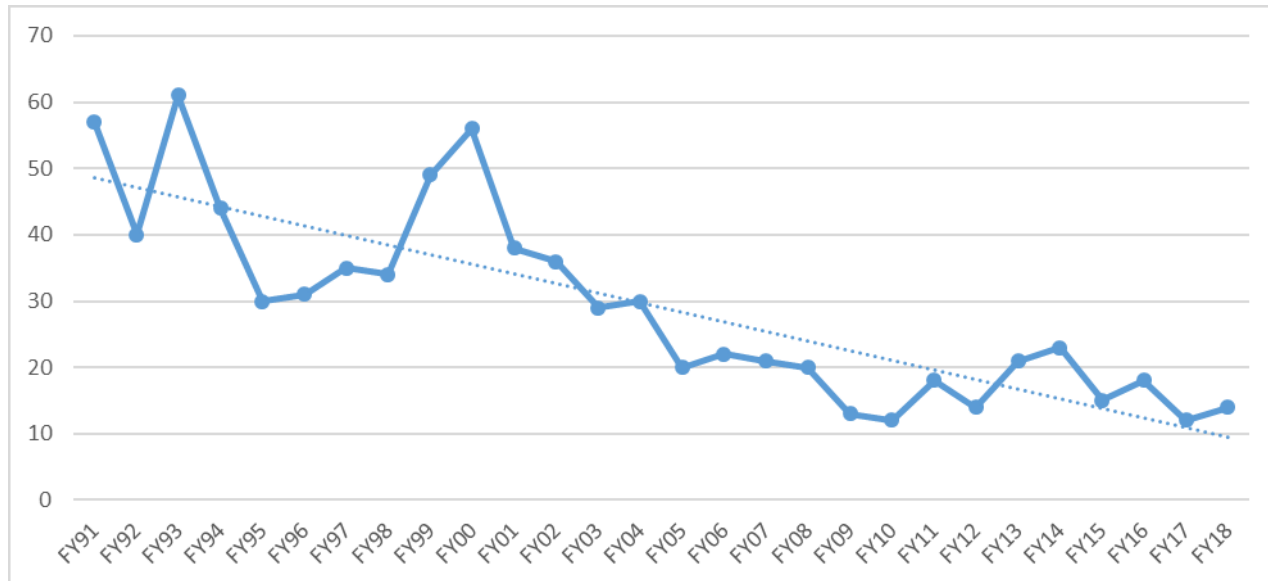
### **Findings**

The purpose of installing automated enforcement systems is to reduce dangerous driving behaviors and resulting collisions through deterrence and through the elimination of recidivism.

This program also supports our objectives to reduce collisions with our vehicles directly, reduce employee injuries and claims, and reduce the costs of litigation, damage to our real property and vehicles, reputation damage, disruption to our passengers and the opportunity costs of Metro employees and first responders who manage the incident and post-incident activities. The number of vehicular collisions on the MBL peaked in Metro's fiscal year 1993 at 61 collisions. For the fiscal year concluded in 2018, the number of vehicle collisions on the MBL fell to just 14, a 77% decline. This reduction in the aggregate number of vehicular collisions on the MBL is despite the addition of significantly more frequent service on the MBL since 1993, as well as substantially more vehicles crossing our rights-of-way driven by population growth. A graphical depiction of the MBL vehicular collision trend is shown below (Figure 1).

**Figure 1**

**MBL Gated and Non-Gated Intersection Accidents**



**DETERMINATION OF SAFETY IMPACT**

By continuing with the Photo Enforcement Program, Metro further enhances the safety of the public, patrons, and employees.

**FINANCIAL IMPACT**

The funding for nine (9) months of \$4.1 million for the new contract is not included in the FY20 budget. Funds required to cover these costs will be addressed by fund reallocations in FY20 to cost center 6810, Corporate Safety, under projects 300022 (Rail Operations - Blue Line), 300055 (Gold Line), 300066 (Rail Operations - Expo Line) and 301012 (Metro Orange Line). Since this is a multi-year contract, the Project Manager and the Chief Risk, Safety, and Asset Management Officer will be accountable for budgeting the cost in future years under the new contract. Approximately \$2.1 million was expended on photo enforcement services in FY19.

**Impact to Budget**

The current year funding for this action are bus and rail operations eligible and include fares and sales tax revenues. No other sources of funds were considered for this activity because the services exclusively support bus and rail operations under the new contract. This activity will result in an increase to operating costs from the prior fiscal year.

**IMPLEMENTATION OF STRATEGIC PLAN GOALS**

Recommendation supports strategic plan goal # 3. With the photo enforcement program in place,

Metro enhances community and lives by increasing safety awareness, minimizing potential accidents, and mitigating hazards associated with risky driving behavior at grade crossings.

### **ALTERNATIVES CONSIDERED**

Continue with the current contract through June 30, 2022. This alternative is not recommended since Conduent continues to struggle to comply with Metro's contractual requirements and Metro will be required to expend an extraordinary effort to monitor the firm's activities to ensure compliance.

### **NEXT STEPS**

Upon Board approval, staff will execute Contract No. PS60032000 with Redflex Traffic Systems, Inc. for photo enforcement services, effective October 2019 and will begin work on the transition to the new contractor including termination of the current Contract with Conduent State and Local Solutions, Inc.

### **ATTACHMENTS**

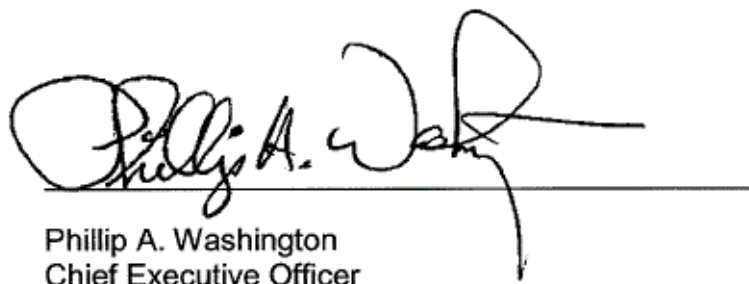
Attachment A - Procurement Summary

Attachment B - DEOD Summary

Prepared by: Abdul Zohbi, Manager, Systems Safety, (213) 922-2114

Reviewed by: Vijay Khawani, Interim Chief Risk, Safety and Asset Management Officer, (213) 922-4035

Debra Avila, Chief Vendor/Contract Management Officer, (213) 418-3051



Phillip A. Washington  
Chief Executive Officer

## PROCUREMENT SUMMARY

## PHOTO ENFORCEMENT PROGRAM/PS60032000

1.	<b>Contract Number: PS60032000</b>	
2.	<b>Recommended Vendor:</b> Redflex Traffic Systems, Inc.	
3.	<b>Type of Procurement (check one):</b> <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.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> January 16, 2019	
	<b>B. Advertised/Publicized:</b> January 16, 17, and 22, 2019	
	<b>C. Pre-Proposal Conference:</b> February 6, 2019	
	<b>D. Proposals Due:</b> April 4, 2019	
	<b>E. Pre-Qualification Completed:</b> May 23, 2019	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> April 10, 2019	
	<b>G. Protest Period End Date:</b> September 23, 2019	
5.	<b>Solicitations Picked up/Downloaded:</b> 41	<b>Bids/Proposals Received:</b> 2
6.	<b>Contract Administrator:</b> Victor Zepeda	<b>Telephone Number:</b> (213) 922-1458
7.	<b>Project Manager:</b> Abdul Zohbi	<b>Telephone Number:</b> (213) 922-2114

**A. Procurement Background**

This Board Action is to approve Contract No. PS60032000 issued in support of Metro's Photo Enforcement Program. Board approval of contract awards are subject to resolution of any properly submitted protest.

On January 17, 2019, staff provided an update to the Board on the existing Contract No. PS68103079, as requested by Director Dupont-Walker's motion, for an assessment of Conduent's efforts to remedy their SBE shortfall through December 2018. Staff reported that Conduent was still not meeting its SBE commitment and was not in compliance with the Labor Compliance/Prevailing Wage reporting requirements under the Contract. For these aforementioned reasons, staff initiated a re-solicitation effort in November 2018 resulting in the issuance of a Request for Proposals (RFP) in January 2019.

RFP No. PS60032 was issued in accordance with Metro's Acquisition Policy and the contract type is a firm fixed price. The RFP was issued with a DBE goal of 23%.

The period of performance is eight years from October 2019 to September 2027.

A Pre-Proposal Conference was held on February 6, 2019, with 15 attendees representing nine companies.

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

- Amendment No. 1, issued on January 23, 2019, clarified Prevailing Wages Requirements;
- Amendment No. 2, issued on February 13, 2019, extended the due date from February 27 to March 13, 2019;
- Amendment No. 3, issued on February 22, 2019, extended the due date from March 13 to April 4, 2019; and,
- Amendment No. 4, issued on April 30, 2019, requested from the Proposers an option cost proposal for physically inspecting equipment five days per week, instead of one day per week.

Metro received two proposals on the due date of April 4, 2019, as follows in alphabetical order:

1. Conduent State & Local Solutions, Inc. (Conduent)
2. Redflex Traffic Systems, Inc. (Redflex)

**B. Evaluation of Proposals**

A Proposal Evaluation Team (PET) consisting of representatives of law enforcement from the Los Angeles Sheriff Department and Metro’s Safety department were convened and conducted a comprehensive technical evaluation of the proposals received.

Proposals were evaluated based on the following minimum qualifications and evaluation criteria and weights. As stated in the RFP, only those proposers that met all the Minimum Qualification requirements progressed to the weighted criteria evaluation.

**Minimum Qualifications:**

1. Minimum of two years’ experience specific to rail road photo enforcement at gated crossings.
2. Minimum of five years’ general photo enforcement experience.
3. Experience enforcing a red light photo enforcement system in California and familiar with all applicable state laws and regulations.
4. Have or agree to have a local office in the Los Angeles County area or agreed to establish a local office within 60 days of Notice of Award.

**Evaluation Criteria:**

1. Firm (Prime) Experience	20 percent
2. Personnel Experience	20 percent
3. Work Plan and Project Master Schedule	20 percent
4. DBE Contracting Outreach and Mentoring Plan (COMP) Approach	4 percent
5. Price	<u>36</u> percent
Total	100 percent

The evaluation criteria are appropriate and consistent with criteria developed for other, similar program management services. Several factors were considered when developing these weights, giving the greatest importance to non-price factors.

Both proposals were determined to be within the competitive range and advanced for further evaluation.

The PET determined that proposals provided sufficient information to evaluate the firms without the need for interviews. The proposals demonstrated the firm’s experience relative to design, installation, and operations and maintenance tasks as required by the RFP.

**Qualifications Summary of Firms within the Competitive Range:**

**Conduent**

The photo enforcement division of Xerox, now Conduent, has provided services in California since 1994. Conduent has a local presence with an office in downtown Los Angeles, has worked with Metro since 1994, and has a nationwide presence with programs in Colorado, Delaware, Illinois, and Florida. As the incumbent operating 103 camera systems on Metro’s existing program, Conduent’s proposed management, technical, and maintenance personnel offer system continuity.

**Redflex**

Redflex is headquartered in Phoenix, Arizona and has been in business since 1987 with a long history of providing photo enforcement services in the US and internationally. Redflex has provided local photo enforcement services for over 21 years to the Cities of Culver City, Hawthorne, Commerce, and Montebello, as well as in other states such as Arizona and Texas. Redflex has a local office located in Culver City. Redflex proposed an experienced technical and project management team and its proposed system was deemed technically qualified.

Both firms were evaluated based on minimum qualifications and weighted criteria. Conduent and Redflex both demonstrated that they met or exceeded Metro’s minimum qualifications.

The following is a summary of the PET’s evaluation scores:

1	Firm	Average Score	Factor Weight (Points)	Weighted Average Score	Rank
2	Redflex				
3	Firm (Prime) Experience	93.33	20.00%	18.67	
4	Personnel Experience	93.33	20.00%	18.67	
5	Work Plan and Project Master Schedule	96.67	20.00%	19.33	



6	DBE COMP Approach	100.00	4.00%	4.00	
7	Price	100.00	36.00%	36.00	
8	<b>Total</b>		<b>100.00%</b>	<b>96.67</b>	<b>1</b>
9	<b>Conduent</b>				
10	Firm (Prime) Experience	90.67	20.00%	18.13	
11	Personnel Experience	95.56	20.00%	19.11	
12	Work Plan and Project Master Schedule	98.33	20.00%	19.67	
13	DBE COMP Approach	75.00	4.00%	3.00	
14	Cost	71.46	36.00%	25.73	
15	<b>Total</b>		<b>100.00%</b>	<b>85.64</b>	<b>2</b>

### C. Cost/Price Analysis

The recommended price has been determined to be fair and reasonable based upon adequate competition, technical evaluation, clarifications, price analysis, and ICE.

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>Negotiated or NTE amount</b>
1.	Redflex	\$25,517,634.26	\$24,641,400	\$25,385,195.51
2.	Conduent	\$35,708,986.45		N/A

### D. Background on Recommended Contractor

The recommended firm, Redflex, has been in business for 21 years and has provided local photo enforcement services to the Cities of Culver City, Hawthorne, Commerce, and Montebello, as well as in other States such as Arizona and Texas. Redflex's has a local office in Culver City where it serves as a processing center as well as a hub for field service technicians.

## DEOD SUMMARY

## PHOTO ENFORCEMENT PROGRAM/PS60032000

**A. Small Business Participation PS60032000**

The Diversity and Economic Opportunity Department (DEOD) established a 23% Disadvantaged Business Enterprise (DBE) goal for this solicitation. Redflex Traffic Systems, Inc. exceeded the goal by making a 29.61% DBE commitment.

<b>Small Business Goal</b>	<b>23% DBE</b>	<b>Small Business Commitment</b>	<b>29.61% DBE</b>
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	<b>DBE Subcontractors</b>	<b>Ethnicity</b>	<b>% Committed</b>
1.	Full Traffic Maintenance, Inc.	Hispanic American	0.79%
2.	Morgner Construction Management	Hispanic American Female	23.90%
3.	V&A, Inc.	Hispanic American	4.92%
	<b>Total DBE Commitment</b>		<b>29.61%</b>

**Contracting Outreach and Mentoring Plan**

To be responsive, Proposers were required to submit a Contracting Outreach and Mentoring Plan (COMP), which included its plan to mentor two DBE firms for protégé development. The selected protégés are Morgner Construction Management and V&A, Inc.

**B. Living Wage and Service Contract Worker Retention Policy Applicability**

The Living Wage and Service Contract Worker Retention Policy is not applicable to this contract.

**C. Prevailing Wage Applicability**

Prevailing Wage requirements are applicable to this project. DEOD will monitor contractors' compliance with the State of California Department of Industrial Relations (DIR), California Labor Code, and, if federally funded, the U S Department of Labor (DOL) Davis Bacon and Related Acts (DBRA).

**D. Project Labor Agreement/Construction Careers Policy**

Project Labor Agreement/Construction Careers Policy is not applicable to this Contract. Project Labor Agreement/Construction Careers Policy is applicable only to construction contracts that have a construction contract value in excess of \$2.5 million.

Proposer's (Firm) Name: Conduent

A.	Min. Qualifications: PRIME firm shall demonstrate how it meets the following:	1		2		3	
		Pass	Fail	Pass	Fail	Pass	Fail
1	Proposing firm shall have minimum of two (2) years' experience specific to Rail Road Photo Enforcement at gated crossings.	x		x		x	
2	Proposing firm shall have minimum of five (5) years of general Photo Enforcement experience	x		x		x	
3	Proposing firm shall have experience in operating a red light photo enforcement system in California and be familiar with all applicable state laws and regulations. Provide a synopsis of applicable laws/regulations and how the firm will comply.	x		x		x	
4	Proposing firm shall have a local office in the Los Angeles County area or agree to establish a local office within 60 days of Notice of Award.	x		x		x	

NO.	EVALUATION CRITERIA	WEIGHT	RATING	ASSIGNED RATING E#1	ASSIGNED RATING E#2	ASSIGNED RATING E#3	TOTAL SCORE
1	Firm Experience	20	1 - 100	18.00	18.90	17.50	18.13
2	Personnel Experience	20	1 - 100	18.67	18.67	20.00	19.11
3	Work Plan/Master Schedule	20	1 - 100	20.00	20.00	19.00	19.67
4	DBE/COMP	4	1 - 100	3.00	3.00	3.00	3.00
5	Cost	36	1 - 100	25.73	25.73	25.73	25.73
<b>TOTAL EVALUATION SCORE</b>		<b>100</b>					<b>85.64</b>

Proposer's (Firm) Name: RedFlex

A.	Min. Qualifications: PRIME firm shall demonstrate how it meets the following:	1		2		3	
		Pass	Fail	Pass	Fail	Pass	Fail
1	Proposing firm shall have minimum of two (2) years' experience specific to Rail Road Photo Enforcement at gated crossings.	x		x		x	
2	Proposing firm shall have minimum of five (5) years of general Photo Enforcement experience	x		x		x	
3	Proposing firm shall have experience in operating a red light photo enforcement system in California and be familiar with all applicable state laws and regulations. Provide a synopsis of applicable laws/regulations and how the firm will comply.	x		x		x	
4	Proposing firm shall have a local office in the Los Angeles County area or agree to establish a local office within 60 days of Notice of Award.	x		x		x	

NO.	EVALUATION CRITERIA	WEIGHT	RATING	ASSIGNED RATING E#1	ASSIGNED RATING E#2	ASSIGNED RATING E#3	TOTAL SCORE
1	Firm Experience	20	1 - 100	18.25	19.75	18.00	18.67
2	Personnel Experience	20	1 - 100	16.00	20.00	20.00	18.67
3	Work Plan/Master Schedule	20	1 - 100	20.00	20.00	18.00	19.33
4	DBE/COMP	4	1 - 100	4.00	4.00	4.00	4.00
5	Cost	36	1 - 100	36.00	36.00	36.00	36.00
<b>TOTAL EVALUATION SCORE</b>		<b>100</b>					<b>96.67</b>

PS60032 Photo Enforcement

(lowest proposal/proposer)\*points

lowest	\$ 25,517,634.26	36	
conduent	\$ 35,708,986.45	25.73	71.46
redflex	\$ 25,517,634.26	36.00	100.00
	n/a		
	\$ -	#DIV/0!	

ice	\$ 24,641,400.00		
conduent	\$ 35,708,986.45	45% over ice	
redflex	\$ 25,517,634.26	4%	
	0 n/a	#VALUE!	
	0 \$ -	-100%	

NO Interview

CRITERIA	WEIGHT	conduent			rediflex		
		Rating (0-100)	Subtotal	Comments	Rating (0-100)	Subtotal	Comments
<b>A. Min. Qualifications:</b> <b>PRIME firm shall demonstrate how it meets the following:</b>	Pass/Fail	<b>0 or 100</b>		Comments**	<b>0 or 100</b>		Comments**
1. Proposing firm shall have minimum of two (2) years' experience specific to Rail Road Photo Enforcement at gated crossings.	enter 100 for pass. If fail, leave as is.	100	PASS		100	PASS	
2. Proposing firm shall have minimum of five (5) years of general Photo Enforcement experience.	enter 100 for pass. If fail, leave as is.	100	PASS		100	PASS	
3. Proposing firm shall have experience in operating a red light photo enforcement system in California and be familiar with all applicable state laws and regulations. Provide a synopsis of applicable laws/regulations and how the firm will comply.	enter 100 for pass. If fail, leave as is.	100	PASS		0	FAIL	At Synthesis, they stated "We will review any additional local codes that apply" they have worked in LA County and still have to review any additional local codes. They should know all or any how ones. NOT EXPECTABLE
4. Proposing firm shall have a local office in the Los Angeles County area or agree to establish a local office within 60 days of Notice of Award.	enter 100 for pass. If fail, leave as is.	100	PASS		100	PASS	CULVER CITY IS A LITTLE OUT OF THE WAY
<b>B. Proposal Scoring for Proposer's who pass the Minimum Qualifications Requirements. Proposer shall demonstrate (in a narrative and/or with supporting documentation) how it meets or exceeds the following:</b>							
<b>1 Firm Experience</b>	<b>20%</b>	<b>between 0 and 100 eval score</b>		Comments**	<b>between 0 and 100 eval score</b>		Comments**
a. Number of years in business		100			95		A few years less than other company
b. Number of Photo Enforcement Contracts with other Jurisdictions		100			100		
c. Does Firm have any experience in taking over other Vendors' Contracts and/or replacing their Systems with their own Photo Enforcement System? How long did the process take?		80	18.00	TIME LINE TO CONVERSION IS TO LONG IN MY OPINION	70	18.25	did not give a time line or how long it took or will take. Should have had the information right next or under the examples of replacements (Lakewood WA) no time given
d. At least three (3) references for the firm		80		AT LEAST 2 BAD REVIEWS	100		
<b>2 Personnel Experience</b>	<b>20%</b>			Comments**			Comments**
a. Metro must have a highly qualified Los Angeles-based Project Manager, with a minimum of five years' Photo Enforcement management experience, assigned to this project and operating out of a local Los Angeles office. Provide a resume.		100			80		PROJECT MANAGER IS BASED OUT OF SOUTHERN CALIFORNIA NOT LOS ANGELES BASED OFFICE
b. Metro must have highly qualified Field Service Technicians (FSTs) with a minimum of two years' experience and operating out of a local Los Angeles office. The FSTs will be assigned to service the Cameras as stipulated in the SCOW.		80	18.07	THE EXPERIENCE OF TECH1, TECH2, TECH3 AND TECH 4 WAS NOT LISTED	50	18.00	ONLY STATED HAS ONE TECH & ANY OTHER FST SUPPORT WILL BE PROVIDED BY THE OBE. NO GOOD ENOUGH FOR ME
c. Metro must have a highly qualified Expert Witnesses with a minimum of five years' experience relative to Photo Enforcement in California ready to testify immediately on behalf of Metro when asked to do so by the Los Angeles Sheriff Department on covers related to Photo Enforcement.		100			100		
<b>3 Work Plan/Master Schedule</b>	<b>20%</b>			Comments**			Comments**
a. Proposer's Work Plan and Project Master Schedule shall be detailed and comprehensive defining how it will effectively manage and complete all work tasks required Metro's Photo Enforcement locations.		100			100		
b. All major and minor work tasks for construction and installation are clearly outlined.		100	20.00		100	20.00	
c. The Project Master Schedule is in Microsoft Project or similar format.		100			100		
d. The Excel Spreadsheet provides detailed schedules for design, approvals, permits, construction and testing for each location.		100			100		
e. The Excel Spreadsheet provides detailed schedules for design, approvals, permits, construction and testing for each location.		100			100		
<b>4 OBE CONTRACTING OUTREACH AND MENTOR PROTEGE APPROACH</b>	<b>4%</b>			Comments**			Comments**
a. OBE response will be evaluated by DECO			0.00			0.00	
<b>5 Cost</b>	<b>30%</b>						
a. Cost points will be provided once Tech Level is completed.			0.00			0.00	

\*\* Include Strengths & Weakness description for each category

I have evaluated the above Proposer's ability to perform the subject services according of the listed criteria and weights.

Evaluator # 1

Date: 04-17-2018

CRITERIA	WEIGHT	conduit		redflex	
		Rating (0-100) Subtotal	Comments	Rating (0-100) Subtotal	Comments
<b>A. Min. Qualifications:</b> <b>PRIME</b> firm shall demonstrate how it meets the following:	Pass/Fail	<b>0 or 100</b>		<b>0 or 100</b>	
1. Proposing firm shall have minimum of two (2) years' experience specific to Rail Road Photo Enforcement at graded crossings.	enter 100 for pass. If fail, leave as is.	100	PASS over 20 years experience on METRO contract. Various company name changes/ owners.	100	PASS 11 yrs in grand train bc
2. Proposing firm shall have minimum of five (5) years of general Photo Enforcement experience	enter 100 for pass. If fail, leave as is.	100	PASS over 20 years experience on METRO contract. Various jurisdictions nationally and internationally	100	PASS over 20 years experience
3. Proposing firm shall have experience in operating a red light photo enforcement system in California and be familiar with all applicable state laws and regulations. Provide a synopsis of applicable laws/regulations and how the firm will comply.	enter 100 for pass. If fail, leave as is.	100	PASS several current or past contracts in California	100	PASS current California contracts
4. Proposing firm shall have a local office in the Los Angeles County area or agree to establish a local office within 60 days of Notice of Award.	enter 100 for pass. If fail, leave as is.	100	PASS downtown Los Angeles location. Close to MTA office. Parking a little bit difficult at times.	100	PASS culver city
<b>B. Proposal Scoring for Proposer's who pass the Minimum Qualifications Requirements. Proposer shall demonstrate (in a narrative and/or with supporting documentation) how it meets or exceeds the following:</b>					
<b>1 Firm Experience</b>	<b>25%</b>	<b>between 0 and 100 eval score</b>	<b>Comments**</b>	<b>between 0 and 100 eval score</b>	<b>Comments**</b>
a. Number of years in business		100	20+ years, several long duration contracts	100	20+ years
b. Number of Photo Enforcement Contracts with other Jurisdictions		100	provided 30 example	100	122 programs in uS, 20 contracts across state several local
c. Does Firm have any experience in taking over other Vendor's Contracts and/or replacing their Systems with their own Photo Enforcement System? How long did the process take?		100	Chicago and Philadelphia very large projects. Several smaller projects. Transition times for larger contracts about 8-10 mo. Smaller approx 3-8 mo.	95	only 3 programs mentioned. 1 was an office program mentioned. Only 1 program was mentioned as a large scale take over
d. At least three (3) references for the firm		75	Beverly hills negative / positive. Montgomery MD positive. Portland OR positive	100	ALL positive
<b>2 Personnel Experience</b>	<b>20%</b>		<b>Comments**</b>		<b>Comments**</b>
a. Metro must have a highly qualified Los Angeles-based Project Manager with a minimum of five years Photo Enforcement management experience, assigned to this project and operating out of a local Los Angeles office. Provide a resume.		100	Ted Redmond well known to METRO program and in industry.	100	Lucia Harod. Joe Chase 10+ years experience
b. Metro must have highly qualified Field Service Technicians (FSTs) with a minimum of two years' experience and operating out of a local Los Angeles office. The FSTs will be assigned to service the Cameras as stipulated in the SOW.		80	all FSTs known by LASD to meet criteria. Very helpful and proactive at answering questions and responding to suggestions / situations as they arise. Only 1 FST experience provided.	100	FST manager 13 yrs experience. 5 other FSTs 10 yrs experience
c. Metro must have a highly qualified Expert Witnesses with a minimum of five years' experience relative to Photo Enforcement in California ready to testify immediately on behalf of Metro when asked to do so by the Los Angeles Sheriff's Department on cases related to Photo Enforcement.		100	Todd Redmond and FSTs have appeared when requested on several occasions.	100	2 expert witnesses info provided. Joe Chase over 10 years experience in photo enforcement.
<b>3 Work Plan/Master Schedule</b>	<b>20%</b>		<b>Comments**</b>		<b>Comments**</b>
a. Proposer's Work Plan and Project Master Schedule shall be detailed and comprehensive defining how it will effectively manage and complete all work tasks required Metro's Photo Enforcement locations.		100	current camera upgrades discussed and new crenshaw cameras included. Parallel work crews. 9 mo. install time line	100	
b. All major and minor work tasks for construction and installation are clearly outlined		100		100	20.00
c. The Project Master Schedule is in Microsoft Project or similar format		100		100	
d. The Excel Spreadsheet provides detailed schedules for design, approvals, permits, construction and testing for each location.		100	several locations grouped together per week.	100	very detailed
<b>4 DBE CONTRACTING OUTREACH AND MENTOR PROTEGE APPROACH</b>	<b>4%</b>		<b>Comments**</b>		<b>Comments**</b>
a. DBE response will be evaluated by DECO		0.00		0.00	
<b>5 Cost</b>	<b>36%</b>				
a. Cost points will be provided once Tech Eval is completed.		0.00		0.00	

NO  
Interview

\*\* Include Strengths & Weakness description for each category

I have evaluated the above Proposer's ability to perform the subject services according to the listed criteria and weights.

Evaluator #: 2

Date: 4/17/2019

no interviews.

CRITERIA	WEIGHT	conduit			redflex		
		0 or 100	Pass/Fail	Comments**	Rating (0-100)	Subtotal	Comments
<b>A. Min. Qualifications:</b>							
<b>A. PRIME firm shall demonstrate how it meets the following:</b>							
1	enter 100 for pass, if fail, leave as is.	100	PASS	Conduit meets this minimum qualification	100	PASS	Redflex meets this minimum qualification
2	enter 100 for pass, if fail, leave as is.	100	PASS	Conduit meets this minimum qualification	100	PASS	Redflex meets this minimum qualification
3	enter 100 for pass, if fail, leave as is.	100	PASS	Conduit meets this minimum qualification	100	PASS	Redflex meets this minimum qualification
4	enter 100 for pass, if fail, leave as is.	100	PASS	Conduit meets this minimum qualification	100	PASS	Redflex meets this minimum qualification
<b>B. Proposal Scoring for Proposer's who pass the Minimum Qualifications Requirements. Proposer shall demonstrate (in a narrative and/or with supporting documentation) how it meets or exceeds the following:</b>							
<b>1 Firm Experience</b>							
25%		between 0 and 100 eval score		Comments**	between 0 and 100 eval score		Comments**
a.	Number of years in business	100		Conduit has been in the RLPE business for 25 years. (extensive rail exposure)	90		Redflex has been in the RLPE business for 21 years (not too much rail exposure)
b.	Number of Photo Enforcement Contracts with other Jurisdictions	100		Currently have contracts with 39 jurisdictions in the US and Canada.	100		Redflex manages 26 contract in California. Has contracts (#7) with 122 jurisdictions in US
c.	Does Firm have any experience in taking over other Vendors' Contracts and/or replacing their Systems with their own Photo Enforcement System? How long did the process take?	100	17.00	10 conversions of other vendors' systems	70	16.00	Redflex cited 3 conversions
d.	At least three (3) references for the firm	50		3 references were provided	100		3 references were provided
<b>2 Personnel Experience</b>							
30%				Comments**			Comments**
a.	Metro must have a highly qualified Los Angeles-based Project Manager, with a minimum of five years Photo Enforcement management experience, assigned to this project and operating out of a local Los Angeles office. Provide a resume	100		PM is based out of the LA Office and is highly skilled and qualified	100		PM is based out of the Culver City Office. Write up on his skills is good.
b.	Metro must have highly qualified Field Service Technicians (FSTs) with a minimum of two years experience and operating out of a local Los Angeles office. The FSTs will be assigned to service the Cameras as stipulated in the SOW	100	20.00	Conduit has skilled FSTs working in the field	100	20.00	Write up and resumes of the lead FST are very good and well documented.
c.	Metro must have a highly qualified Expert Witnesses with a minimum of five years' experience relative to Photo Enforcement in California ready to testify immediately on behalf of Metro when asked to do so by the Los Angeles Sheriff Department on cases related to Photo Enforcement	100		PM is the expert witness. He has extensive knowledge of the RLPE system that Metro utilizes.	100		Redflex states it has qualified Expert Witnesses that know the system well and the RLPE laws very well.
<b>3 Work Plan/Master Schedule</b>							
30%				Comments**			Comments**
a.	Proposer's Work Plan and Project Master Schedule shall be detailed and comprehensive defining how it will effectively manage and complete all work tasks required Metro's Photo Enforcement locations.	80		Work Plan is detailed and comprehensive. Assumptions are included in the plan. Permitting is one of the assumptions.	80		Work Plan is good but very optimistic. Permitting process has not been included in the plan and production batch schedules
b.	All major and minor work tasks for construction and installation are clearly outlined	100	16.00	Major and minor tasks are outlined for construction and installation.	100	16.00	Major and minor tasks are outlined for construction and installation.
c.	The Project Master Schedule is in Microsoft Project or similar format	100		Yes	100		Yes
d.	The Excel Spreadsheet provides detailed schedules for design, approvals, permits, construction and testing for each location.	80		Yes	100		Except for permitting, the schedule includes all phases of installation.
<b>4 DBE CONTRACTING OUTREACH AND MENTOR PROTEGE APPROACH</b>							
4%				Comments**			Comments**
DBE response will be evaluated by DECU			0.00			0.00	
Cost		34%				0.00	
Cost goals will be provided once Tech Eval is completed.			0.00			0.00	

\*\* Include Strengths & Weakness description for each category

I have evaluated the above Proposer's ability to perform the subject services according to the listed criteria and weights.

Evaluator #3

Date: