Los Angeles County
Metropolitan Transportation
Authority
One Gateway Plaza
3rd Floor Board Room
Los Angeles, CA

File #: 2019-0065, **File Type:** Contract **Agenda Number:** 19.

OPERATIONS, SAFETY, AND CUSTOMER EXPERIENCE COMMITTEE
MARCH 21, 2019

SUBJECT: WIRELESS ROUTERS

ACTION: AWARD CONTRACT

RECOMMENDATION

AUTHORIZE the Chief Executive Officer to award a two-year, Indefinite Delivery, Indefinite Quantity Contract No. MA58692 to LA Mobile Computing for purchase of wireless mobile routers. The Contract has a first-year amount of $1,314,197, inclusive of sales tax, and a second-year amount of $929,754, inclusive of sales tax, for a total contract value of $2,243,950.65, subject to resolution of protest(s), if any.

ISSUE

This contract is for the acquisition of wireless mobile routers which are a foundational element needed to enhance the customer service experience on the bus fleet. The installation of wireless routers on Metro's fleet has already begun with 1398 of 2348 vehicles completed as of February 2019. The contracted service bus fleet has been fully installed. Additionally, all new bus fleet vehicles include the required specifications to arrive pre-installed with the wireless router kits. The recommended contract award will provide the capability to purchase the wireless routers through Metro's inventory process. This process allows Metro to install the wireless routers on the existing fleet by internal staff that can pull the hardware from inventory and replace/reorder as needed instead of all at once under the contract terms as the installations are completed. The fixed unit price reduces price variation and allows for a faster hardware delivery rate, expediting router installations with the goal of completing the bus fleet installations in early 2020 (about 45 weeks at a rate of 16/week, plus or minus). The award of this contract will allow Metro to develop new fleet functionality with the intention of improving customer service and ridership quality.

BACKGROUND

In March 2017, the Metro Board approved the Connected Bus capital project (CP 207152) and subsequent $7.8M life-of-project budget to support the implementation of cellular and Wi-Fi technologies on Metro's bus fleet. Now economically feasible, this has advanced the ability to connect transit buses to the Internet. Connecting Metro buses through the public cellular network creates many opportunities. The riding public benefits from internet access to online information while on the bus. Metro Operations can remotely connect to onboard systems, allowing for remote video on

-demand of security cameras by law enforcement and bus/rail operations as well as improved access to vehicle diagnostic systems for increased maintenance efficiency through continuous fleet health monitoring. This technology will also provide improved vehicle location information, advancing the prediction accuracy of next bus arrival times and providing an additional measure of safety and security for both passengers and Metro fleet operators.

DISCUSSION

The contract to be awarded is a “requirements type” agreement in which Metro commits to order only from the awardee, up to 482 units in year 1 and 341 units in year 2 (38 units minimum per year), but there is no obligation or commitment for Metro to order all the wireless routers that may be currently anticipated. The bid quantities are estimates only, with deliveries to be ordered and released as required. The Diversity and Economic Opportunity Department (DEOD) did not establish a Small Business Enterprise (SBE) goal since this procurement was a performed under a Set-Aside. The proposed contractor is an approved SBE contractor.

DETERMINATION OF SAFETY IMPACT

Award of the contract will ensure that all operating divisions and the Central Maintenance Facility (CMF) have an adequate inventory to maintain the equipment according to Metro Maintenance standards.

FINANCIAL IMPACT

The funding of $1,480,000 for these wireless mobile routers is included in the FY19 budget under account 53102, Acquisition of Equipment, in cost center 9230 in project 207152, Connected Buses.

Since this is a multi-year contract, the cost center manager and Chief Information and Technology Officer will be accountable for budgeting the cost in future fiscal years including any option exercised.

Impact to Budget

The current source of funds for this action is Transportation Development Act, Article 4 (TDA). Use of this funding source currently maximizes current funding allocation within approved funding provisions and guidelines.

IMPLEMENTATION OF STRATEGIC PLAN GOALS

The recommended contract award supports Metro Vision 2028 Strategic Goal 2: Deliver outstanding trip experiences for all users of the transportation system. The mobile routers will ensure that Metro’s focus on improving the customer experience is realized with notable tools that will enhance safety,

security, customer service and Metro's daily operation.

ALTERNATIVES CONSIDERED

The alternative is to not award the contract and procure mobile routers on the open market on an as-needed basis. This approach is not recommended since it does not provide a commitment from the supplier to ensure availability and price stability.

NEXT STEPS

Metro's requirements for wireless mobile routers will be fulfilled under the provisions of the contract. A separate but complementary life-of-project will be included in the FY20 Capital Program request so that wireless mobile routers will be extended to the Rail Fleet as well.

ATTACHMENTS

Attachment A - Procurement Summary
Attachment B - DEOD Summary

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Phillip A. Washington
Chief Executive Officer

ATTACHMENT A

PROCUREMENT SUMMARY

PURCHASE OF WIRELESS ROUTERS
CONTRACT NO. MA58692

1.	**Contract Number**: MA58692	
2.	**Recommended Vendor**: LA Mobile Computing	
3.	**Type of Procurement (check one):** ☒ **IFB** ☐ **RFP** ☐ **RFP–A&E** ☐ **Non-Competitive** ☐ **Modification** ☐ **Task Order**	
4.	**Procurement Dates**:	
	A. Issued: November 13, 2018	
	B. Advertised/Publicized: November 20, 2018	
	C. Pre-proposal/Pre-Bid Conference: November 20, 2018	
	D. Proposals/Bids Due: December 28, 2018	
	E. Pre-Qualification Completed: February 5, 2019	
	F. Conflict of Interest Form Submitted to Ethics: January 25, 2019	
	G. Protest Period End Date: : January 12, 2019	
5.	**Solicitations Picked up/ Downloaded**: 22	**Bids/Proposals Received**: 4
6.	**Contract Administrator**: **Juelene Close**	**Telephone Number**: **213/922-1066**
7.	**Project Manager**: **Al Martinez**	**Telephone Number**: **213/922-2956**

A. Procurement Background

This Board Action is to approve Contract No. MA58692 for the procurement of Wireless Routers**.** Board approval of contract award is subject to resolution of any properly submitted protest.

Invitation for Bid (IFB) No. MA58692 was issued in accordance with Metro's Acquisition Policy and the contract type is Indefinite Delivery, Indefinite Quantity (IDIQ).

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

- Amendment No. 1, issued on December 5, 2018, approved product equal date was extended.

Twenty-two potential bidders downloaded the solicitation. A Pre-Bid Conference was held on November 20, 2018. A total of four bids were received on December 28, 2018.

B. Evaluation of Bids

This procurement was conducted in accordance, and complies with LACMTA's Acquisition Policy for a competitive sealed bid. The four bids are listed below in alphabetical order:

1. Atlas Technology Group
2. Globe Electric

3. JWL Supplies
4. LA Mobile Computing

Globe Electric, JWL Supplies and LA Mobile Computing were determined to be fully responsive and responsible to the IFB requirements. Atlas Technology offered an alternate product that was technically reviewed and determined to not be an equal product. Thus Atlas Technology offer was deemed unacceptable.

C. Price Analysis

The recommended bid price from LA Mobile Computing has been determined to be fair and reasonable based upon adequate price competition and selection of the lowest responsive and responsible bidder.

Low Bidder Name	Bid Amount	Metro ICE
Globe Electric	$2,735,419.83	$2,998,800
JWL Supplies	$2,388,735.03	
LA Mobile Computing	$2,243,950.65	

D. Background on Recommended Contractor

The recommended firm, LA Mobile Computing (LAMC), is located in Los Angeles, California and has been in business since 2017. LAMC has provided similar products related to Metro's Connected Bus project. They have furnished and installed mobile routers for Metro. LAMC has provided satisfactory services and products to Metro in the past.

DEOD SUMMARY

PURCHASE OF WIRELESS ROUTERS
CONTRACT NO. MA58692

A. Small Business Participation

Pursuant to Metro's Board-approved policy, competitive acquisitions with three or more Small Business Enterprise (SBE) certified firms within the specified North American Industry Classification System (NAICS) as identified for the project scope shall constitute Small Business Set-Aside procurement. Accordingly, the Contract Administrator advanced the solicitation, including posting the solicitation on Metro's website, advertising, and notifying certified small businesses as identified by NAICS code(s) that this solicitation was open to **SBE Certified Small Businesses Only**.

LA Mobile Computing, an SBE Prime, is performing 100% of the work with its own workforce.

SMALL BUSINESS PRIME (SET-ASIDE)

	SBE Prime Contractor	SBE % Committed
1.	LA Mobile Computing (Prime)	100.00%
	Total Commitment	100.00%

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 is not applicable to this contract.