



## Board Report

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File #: 2020-0590, File Type: Contract

Agenda Number: 12.

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### FINANCE, BUDGET AND AUDIT COMMITTEE OCTOBER 14, 2020

**SUBJECT: TECHNOLOGY INFRASTRUCTURE ENGINEERING SERVICES**

**ACTION: AWARD CONTRACT**

#### **RECOMMENDATION**

CONSIDER AUTHORIZING the Chief Executive Officer to:

- A. AWARD a five-year, firm fixed unit rate Contract No. PS67661000 to Birdi Systems, Inc. (Birdi), for technology infrastructure engineering services supporting new facility Measure M and existing Metro facilities upgrade projects in an amount not to exceed \$10,600,000, effective November 2020, subject to resolution of protest(s), if any.
- B. EXECUTE individual task orders under the Contract for technology infrastructure engineering services for an aggregate not-to-exceed amount of \$10,600,000.

#### **ISSUE**

Various technology infrastructure engineering services are required throughout the lifecycle of a design-build facilities construction or remodeling project. In the initial design stage, technical planners, computer aided drafting (CAD) and communications engineers are required. As the project progresses to the build stage, project managers; network, quality assurance and test engineers are needed. Metro's Information and Technology Services (ITS) are needed to support the Agency's projects and require the ability to readily access these engineering skill sets. Oftentimes, multiple bus and rail projects require these services concurrently. This recommended contract award to the vendor will provide Metro the required technical infrastructure services on an as-needed task order basis.

#### **BACKGROUND**

Metro's ITS Department is responsible for the design, engineering and implementation of technology infrastructure components supporting Measure M & R construction projects. Current active projects include Airport Metro Connector, Division 20 Portal Widening and Turnback, Gold Line Foothill Extension, Purple Line Extension, and the Regional Connector.

Metro currently has over 700 networked locations and over 3000 network connected vehicles. The

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technology infrastructure involves both local and wide area communication networks (LAN & WAN) delivered through fiber, lease line, radio, cellular, microwave and Wi-Fi communication technologies to support the transmission of data, voice, internet, closed-circuit television and video teleconferencing services.

Metro's latest initiative for connecting buses through the public cellular network opens many opportunities for Metro and its customers. The riding public benefits by being able to access the Internet for needed online information while on the bus/train. Metro Operations benefits by being able to connect to onboard systems including vehicle health monitoring, fareboxes, automated passenger counters; as well as providing video-on-demand of security cameras for law enforcement.

To support the many projects associated with Metro's Vision 2028 Strategic Goals and, specifically, to improve the customer experience through technology, to improve Metro Operations and to ensure the public and employees' safety and security; Metro will need to expand its technology infrastructure across its fixed facilities and mobile fleet throughout Los Angeles County.

The recommended contractor service award will enable our ability to deliver, both timely and efficient, technology subject matter expertise and onsite resources to support our current and future technology initiatives.

### **DETERMINATION OF SAFETY IMPACT**

Award of this contract will ensure that all bus/rail operating & maintenance facilities and Metro's mobile fleet will have critical technology communications infrastructure to support network, communications and surveillance services. This capability enables Metro's ability to provide our customers and Metro staff a safe, monitored and secure experience when utilizing Metro services.

### **FINANCIAL IMPACT**

Funding for these services are included in the Measure M & R (bucket 1) project budgets and in the FY21 budget under the respective Program Management cost centers. Since this is a multi-year project, the project manager and the Chief Program Management Officer will be responsible for budgeting the cost in future fiscal years.

### **IMPACT TO BUDGET**

The source of funds will come from Measure M & R and Federal & local funds. The use of these funding sources maximizes established 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.**

### **ALTERNATIVES CONSIDERED**

The alternative is to not award the contract and hire additional Technology Engineering Employees.

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This approach is not recommended due to the number of engineering disciplines that would need to be hired on a full-time basis.

**NEXT STEPS**

Upon approval by the Board, staff will execute Contract No. PS67661000 to Birdi Systems, Inc. for technology infrastructure engineering services effective November 2020.

**ATTACHMENTS**

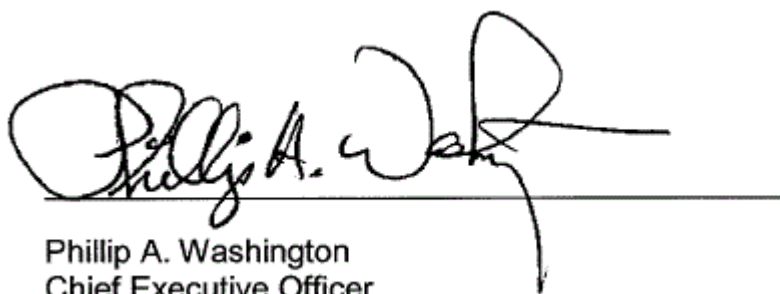
Attachment A - Procurement Summary

Attachment B - DEOD Summary

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Phillip A. Washington  
Chief Executive Officer

## PROCUREMENT SUMMARY

TECHNOLOGY INFRASTRUCTURE ENGINEERING SERVICES  
PS67661000

1.	<b>Contract Number: PS67661000</b>	
2.	<b>Recommended Vendor:</b> Birdi 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> February 4, 2020	
	<b>B. Advertised/Publicized:</b> February 4, 2020	
	<b>C. Pre-Proposal Conference:</b> February 14, 2020	
	<b>D. Proposals Due:</b> April 22, 2020	
	<b>E. Pre-Qualification Completed:</b> August 19, 2020	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> May 7, 2020	
	<b>G. Protest Period End Date:</b> October 19, 2020	
5.	<b>Solicitations Picked up/Downloaded:</b> 100	<b>Bids/Proposals Received:</b> 5
6.	<b>Contract Administrator:</b> Victor Zepeda	<b>Telephone Number:</b> (213) 922-1458
7.	<b>Project Manager:</b> Roger Largaespada	<b>Telephone Number:</b> (213) 922-2861

**A. Procurement Background**

This Board Action is to approve Contract No. PS67661000 issued in support of technology infrastructure engineering services on a task order basis. Board approval of contract awards are subject to resolution of any properly submitted protest.

Request for Proposals (RFP) No. PS67661 was issued in accordance with Metro's Acquisition Policy and the contract type is a firm fixed unit price. The RFP was issued with a 30% DBE goal.

The period of performance is five base years from November 2020 to October 2025.

A pre-proposal conference was held on February 14, 2020 with 13 attendees representing 11 companies.

Nine sets of Q&A were issued during the solicitation phase of this RFP and eight amendments as follows:

- Amendment No. 1, issued on February 19, 2020, extended the due date to March 26, 2020;
- Amendment No. 2, issued on March 16, 2020, extended the due date to April 1, 2020 and exempted resumes from the maximum page count;

- Amendment No. 3, issued on March 17, 2020, extended the due date due to COVID-19 to April 8, 2020;
- Amendment No. 4, issued on March 20, 2020, allowed for electronic proposal submittal and suspended requirement for form notarization;
- Amendment No. 5, issued on April 2, 2020, extended the due date to April 22, 2020;
- Amendment No. 6, issued on April 6, 2020, clarified instructions for electronic proposal submittal;
- Amendment No. 7, issued on April 9, 2020, clarified the email address for electronic proposal submittal;
- Amendment No. 8, issued on April 17, 2020, clarified notary requirements for all forms from different departments (procurement, Pre-Qualification, and DEOD during the COVID-19 shut down)

A total of five proposals were received on the due date of April 22, 2020, as follows in alphabetical order:

1. AT&T Corporation
2. Birdi Systems, Inc.
3. Kambrian Corporation
4. The Omni Group
5. PlanNet Consulting

## **B. Evaluation of Proposals**

A Proposal Evaluation Team (PET) consisting of staff from Systems Projects and IT Security was convened and conducted a comprehensive technical evaluation of the proposals received.

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

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|------------------------------------|------|
| • Contractor Experience            | 25 % |
| • Proposed Individual's Experience | 45 % |
| • Price                            | 30 % |

The evaluation criteria are appropriate and consistent with criteria developed for other similar IT support procurements.

Of the five proposals received, the PET determined four firms to be within the competitive range. The four firms within the competitive range are listed below in alphabetical order:

1. AT&T Corporation
2. Birdi Systems, Inc.
3. Kambrian Corporation

#### 4. PlanNet Consulting

Subsequently, two of the four firms in the competitive range, AT&T and PlanNet Consulting, were determined non-responsive to the DBE requirements and were not included for further consideration.

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

##### **Birdi Systems, Inc.**

Birdi Systems, Inc. dba Birdi Inc. or Birdi & Associates, is located in Pasadena, CA, and was established in 2006, and is a DBE firm. Birdi offers IT, engineering, and construction support services to both private and government entities. Birdi has teamed up with five firms with local presence as well. Birdi has assembled a team that compliments its qualifications with firms that specialize in various technology engineering services and is poised to meet its DBE commitment.

##### **Kambrian Corporation**

Kambrian Corporation, a DBE prime, is entering its 11<sup>th</sup> year in business. Kambrian offers various electrical and engineering services, and is located in West Covina, CA. Kambrian has assembled a team of six subcontractors to ensure its qualifications are complimented with firms that specialize in various technology infrastructure engineering services and offer ample opportunity to its partners to participate in delivering services for this contract.

<b>1</b>	<b>Firm</b>	<b>Average Score</b>	<b>Factor Weight</b>	<b>Weighted Average Score</b>	<b>Rank</b>
<b>2</b>	<b>Birdi Systems, Inc.</b>				
<b>3</b>	Contractor Experience	79.44	25 %	19.86	
<b>4</b>	Proposed Individual's Experience	77.09	45 %	34.69	
<b>5</b>	Price	77.50	30 %	23.25	
<b>6</b>	<b>Total</b>		<b>100 %</b>	<b>77.80</b>	<b>1</b>
<b>7</b>	<b>Kambrian Corporation</b>				
<b>8</b>	Contractor Experience	68.33	25 %	17.08	
<b>9</b>	Proposed Individual's Experience	68.76	45 %	30.94	
<b>10</b>	Price	61.00	30 %	18.30	
<b>11</b>	<b>Total</b>		<b>100 %</b>	<b>66.32</b>	<b>2</b>

### **C. Cost/Price Analysis**

The recommended unit rates are determined to be fair and reasonable based upon independent cost estimate, cost analysis, technical evaluation, and fact finding. All future task orders and modifications will be determined to be fair and reasonable in accordance with Metro's Acquisition Policy prior to issue.

### **D. Background on Recommended Contractor**

The recommended firm, Birdi Systems, Inc., located in Pasadena, CA, has been in business for 14 years and is a leader in the field of construction, engineering and information technology. Birdi is working as a prime contractor on the Santa Barbara Airport Security System Renovation project. Past projects include Metro's Union Station Video Surveillance System and Los Angeles World Airport's Access Control and Alarm Monitoring System.

Birdi has appointed Slava Khusid as its project manager to manage the Contract and task orders. Mr. Khusid has a systems-engineering background and has been the project manager on Metro's Emergency Security Operations Center. Mr. Khusid specializes in providing design and management services for technology infrastructure engineering projects.

## DEOD SUMMARY

**TECHNOLOGY INFRASTRUCTURE ENGINEERING SERVICES  
PS67661000**

**A. Small Business Participation**

The Diversity and Economic Opportunity Department (DEOD) established a 30% Disadvantaged Business Enterprise (DBE) goal for this solicitation. Birdi Systems, Inc., a DBE Prime, exceeded the goal by making a 52.43% DBE commitment.

<b>Small Business Goal</b>	<b>30% DBE</b>	<b>Small Business Commitment</b>	<b>52.43% DBE</b>
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<b>DBE Subcontractors</b>		<b>Ethnicity</b>	<b>% Committed</b>
1.	Birdi Systems Inc. (DBE Prime)	Subcontinent Asian American	47.28%
2.	PBS Engineers	Subcontinent Asian American	5.15%
<b>Total Commitment</b>			<b>52.43%</b>

**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.